MONTHLY

WHOLESALE TRADE

REPORT

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

JANUARY 1954

FOR RELEASE
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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 4,245 wholesale establishments in various kinds of business.

SALES

January 1954 sales of merchant wholesalers were down 20 percent below the previous month--a drop somewhat sharper than the usual seasonal decrease. January sales were also 5 percent below sales a year ago.

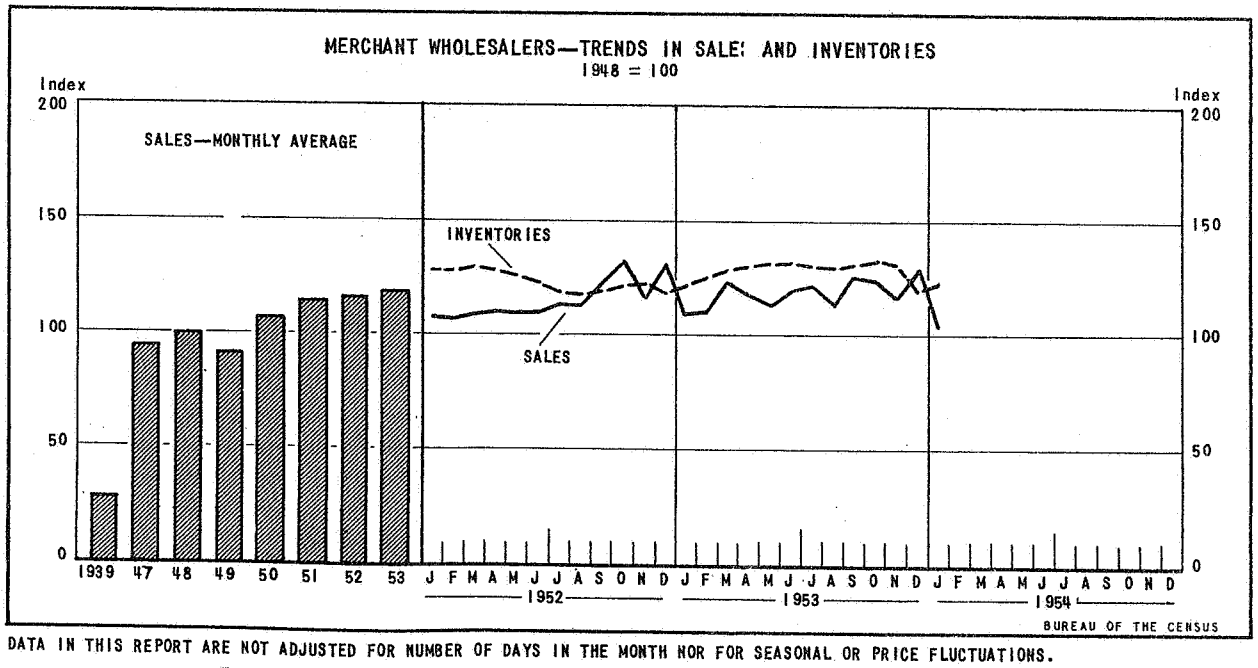
All geographic divisions experienced decreases in sales from December 1953, as well as a year ago. Declines from the previous month varied from 13 to 29 percent with the Middle Atlantic Division noting the sharpest drop. Compared with a year ago, sales ranged from declines of one percent in the New England and East North Central Divisions to a drop of 12 percent in the East South Central Division.

Of the 37 kinds of business covered in the report, 26 experienced sales declines from the previous month --the heaviest decrease being shown by jewelry wholesalers. Wines and distilled spirits wholesalers, off 56 percent, also reported a substantial decrease but most of the sharp declines were in the durable goods trades. Of the nine kinds of business showing sales gains over December, all were nondurable goods trades--with shoes and other footwear and clothing and furnishings reporting the principal increases. January 1954 sales for most trades were moderately below year-ago levels--the sharpest drop (21%) being reported for the lumber and building materials trade. Nonaffiliated full-line grocery wholesalers were down 7 percent from last January, but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced increases of 6 to 10 percent. Moderate sales gains over a year ago were also reported by five other trades.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of January were up 3 percent as compared with December 31 stocks and were 2 percent higher than inventories on hand January 31, 1953. Based on reports of 3,291 establishments submitting inventory figures in conjunction with sales data, the January stock-sales ratio of 178 percent was 43 points above that reported for the previous month and 13 points higher than reported for January 1953.

All geographic divisions--with the exception of the New England Division (-1%)--reflected larger inventories on hand than a month earlier. The West North Central Division, up 6 percent and the East South Central Division, up 7 percent, experienced the most substantial increases over December 31 inventories. Compared with stocks on hand a year ago, four divisions noted increases, four divisions reported decreases, while one division--the West North Central--showed no change. The Middle Atlantic Division, up 6 percent, reported the largest increase.



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

JANUARY 1954

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

Geographic division and kind of business	Sales: Percent change, Jan. 1954 from-- Jan. 1953	Sales: Percent change, Jan. 1954 from-- Dec. 1953	Sales: January 1954 panel: Number of establishments reporting	Sales: January 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Jan. 1953	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Dec. 1953	Inventory, end-of-month (at cost): January 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Jan. 1954	Jan. 1953	Dec. 1953
United States, total[2]	-5	-20	4,245	$721,916	+2	+3	3,291	$1,063,853	178	165	135
New England	-1	-27	243	31,168	-2	-1	167	36,238	152	153	117
Middle Atlantic	-4	-29	718	135,295	+6	+2	547	171,283	166	150	110
East North Central	-1	-22	818	137,141	+3	+5	658	181,909	154	147	114
West North Central	-2	-13	539	97,800	0	+6	400	164,590	194	191	161
South Atlantic	-8	-19	536	81,794	+3	+5	426	129,873	187	168	142
East South Central	-12	-15	204	29,930	+2	+7	161	49,453	194	166	152
West South Central	-11	-19	399	66,265	-3	+4	320	107,446	196	178	151
Mountain	-10	-19	175	22,683	-3	+2	150	37,262	184	172	147
Pacific	-8	-19	561	96,234	-1	+2	410	142,860	191	177	146
Automotive supplies	-9	-9	372	14,409	+1	0	174	13,384	304	270	232
New England	-16	-1	20	469	+2	+12	8	354	216	242	246
Middle Atlantic	-4	+6	46	1,009	0	0	40	2,426	296	274	321
East North Central	-12	-31	71	2,679	-3	0	58	4,980	299	257	160
West North Central	-4	-19	93	3,510	-5	-5	16	1,393	322	333	348
South Atlantic	-12	+28	19	2,128	+4	+2	12	1,008	288	279	282
West South Central	-10	+14	11	1,320	-2	+3	6	646	270	214	276
Mountain	+7	-7	18	431	-2	+16	14	809	300	363	265
Pacific	-9	-5	91	2,433	+28	-2	17	1,702	378	260	389
Electrical group, total	-1	-28	689	131,824	-3	+4	627	195,592	158	160	110
Full-line wholesalers	0	-29	468	104,867	-3	+5	459	162,998	157	162	107
New England	+1	-29	33	6,325	-7	-4	33	9,482	150	163	111
Middle Atlantic	-4	-28	63	15,914	-3	+2	60	24,139	154	154	109
East North Central	+3	-32	96	25,022	+1	+8	94	34,451	139	141	88
West North Central	+4	-31	47	8,851	-8	+7	47	13,874	157	178	101
South Atlantic	+11	-24	71	15,953	+3	+11	69	26,545	170	184	118
East South Central	-13	-22	26	4,619	+6	+4	25	8,737	199	159	144
West South Central	-6	-25	49	9,416	-5	+4	49	18,064	192	190	137
Mountain	-7	-34	21	3,567	-5	-1	21	5,572	156	152	105
Pacific	-5	-31	62	15,200	-13	+2	61	22,134	147	160	100
Wiring supplies, construction materials distributors	-6	-22	121	9,549	+1	+3	87	11,760	165	156	128
New England	0	-21	13	767	+4	+9	5	376	159	182	133
Middle Atlantic	-12	-19	24	903	-9	+2	17	1,310	173	168	143
East North Central	+1	-30	29	3,029	0	+6	23	4,143	182	180	114
West North Central	-8	-16	9	1,023	-9	-1	7	988	149	159	172
South Atlantic	-10	-22	19	1,761	+9	-1	16	2,096	131	110	102
South Central	-5	+6	11	1,202	+7	+1	7	1,424	168	148	185
Mountain	-16	-12	6	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	-29	10	545	+8	-1	9	1,139	210	174	150
Appliances and specialties wholesalers	-4	-24	100	17,408	+1	0	81	20,834	159	148	125
New England	-3	-25	9	1,759	+1	+6	6	1,604	104	100	86
Middle Atlantic	+5	-25	20	5,936	0	-8	15	4,833	141	149	125
East North Central	+1	-26	15	2,872	+5	+3	11	3,027	151	125	109
West North Central	+7	-30	13	1,455	+13	+10	12	2,680	189	179	119
South Atlantic	-19	-28	13	1,490	-6	0	13	2,664	179	154	129
South Central	-10	-4	11	1,304	-2	+10	9	2,579	205	187	182
Mountain	-5	-11	7	985	-7	-10	7	1,698	172	175	171
Pacific	-25	-27	12	1,607	0	-1	8	1,749	178	138	123
Furniture and house furnishings	-15	-20	81	11,133	-7	+9	64	22,930	238	220	180
Middle Atlantic	-9	-35	14	1,791	-11	+7	11	3,660	276	271	174
East North Central	+3	-7	10	1,703	-1	+12	9	3,678	231	243	200
West North Central	-3	-13	12	1,534	-14	+11	12	4,124	269	303	211
South Atlantic	-16	-48	11	592	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-23	-21	12	1,439	-5	+12	12	3,526	245	197	174
Mountain	-33	-1	6	822	-16	+4	4	1,529	268	244	234
Pacific	-22	-11	10	2,807	-5	+9	8	4,810	183	150	149
Hardware	-9	-21	171	45,888	+4	+13	146	138,998	345	301	239
Middle Atlantic	-4	-34	35	6,193	-2	+2	30	17,556	317	306	207
East North Central	-8	-33	30	8,584	+2	+19	22	24,697	306	279	175
West North Central	-7	-19	18	7,632	-1	+19	18	29,562	387	364	264
South Atlantic	-16	-9	24	3,865	+5	+2	20	11,165	336	260	298
East South Central	-16	-21	14	3,519	+3	+13	12	9,748	310	252	217
West South Central	-4	-4	18	4,421	+5	+16	12	8,884	327	296	272
Mountain	-13	-29	9	1,334	-1	+8	7	3,142	457	408	332
Pacific	-11	-13	20	10,051	+12	+13	16	33,306	374	293	285
Industrial supplies	-11	-14	134	16,088	+1	+1	109	32,901	242	212	205
New England	-6	-10	12	940	+1	0	10	2,120	271	251	243
Middle Atlantic	-12	-17	27	2,574	+2	+4	20	5,006	235	202	187
East North Central	-13	-13	22	4,334	+7	+6	21	8,463	199	161	164
West North Central	-15	-13	8	731	+8	-1	7	1,664	286	246	269
South Atlantic	-12	-16	19	1,406	+6	+2	16	4,246	322	271	262
East South Central	-11	-17	9	1,215	+7	0	8	3,331	286	240	237
West South Central	-5	-14	26	3,693	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-11	-2	11	1,195	0	+4	11	2,667	223	198	209
Jewelry	-14	-67	111	3,094	0	+13	64	11,187	535	452	147
New England	+5	-68	8	252	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-18	-58	35	1,038	+1	+24	18	2,882	519	424	142
East North Central	-26	-66	28	679	+4	+17	18	3,300	525	372	162
West North Central	+1	-73	11	339	+7	+11	10	2,078	615	582	151
South Atlantic	-5	-63	5	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-13	-78	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	-74	17	493	-5	+9	11	2,302	612	567	123

See footnotes at end of table.

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

JANUARY 1954

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

Geographic division and kind of business	Sales: Percent change, Jan. 1954 from-- Jan. 1953	Sales: Percent change, Jan. 1954 from-- Dec. 1953	Sales: January 1954 panel: Number of establishments reporting	Sales: January 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Jan. 1953	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Dec. 1953	Inventory, end-of-month (at cost): January 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Jan. 1954	Jan. 1953	Dec. 1953
Lumber and building materials	-21	-24	70	$8,040	0	+6	52	$12,566	216	168	148
Middle Atlantic	-22	-38	15	1,748	+13	0	9	1,269	93	70	59
East North Central	-12	-14	10	637	-5	+5	8	1,118	251	225	190
South Atlantic	-18	-1	11	1,321	0	+5	9	1,775	248	205	255
Mountain	-25	-30	7	1,303	-6	-3	6	3,021	252	202	182
Pacific	-29	-39	7	733	+28	+11	6	2,317	322	175	175
Machinery equipment, supplies (except electrical)	-14	-10	50	6,524	-1	0	39	16,419	303	255	250
New England	-12	-23	5	337	-4	-1	4	982	382	336	347
Middle Atlantic	-13	-16	7	1,144	+2	0	4	1,914	185	157	147
East North Central	+13	+42	8	1,314	0	+1	5	1,377	204	216	175
South Atlantic	-8	+25	5	661	+3	+1	4	1,894	305	270	405
South Central	-26	+12	14	1,479	-2	+2	13	6,701	459	343	506
Pacific	-27	-6	8	753	-3	+5	6	2,204	411	294	403
Metals	-16	-14	50	13,283	+13	-1	46	27,267	209	157	181
Paints and varnishes	0	+19	48	5,120	+10	-1	44	16,388	325	297	394
Plumbing and heating supplies	-18	-23	135	12,162	-4	+7	115	28,660	262	224	187
New England	-18	-10	6	242	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-19	-18	32	1,871	-2	+8	25	3,917	246	207	181
East North Central	-7	-24	17	1,130	+10	+8	15	3,011	305	259	214
West North Central	+9	-12	15	1,124	0	+1	13	2,851	272	298	236
South Atlantic	-19	-25	38	5,552	-7	+9	38	13,091	236	207	162
East South Central	-33	-26	10	1,077	-7	+14	9	2,861	269	192	174
Refrigeration equipment, parts (commercial)	+9	-4	76	1,665	+3	-1	65	4,113	334	329	300
Middle Atlantic	+23	0	14	566	0	-1	11	910	248	287	222
East North Central	+1	+1	17	153	+16	+1	12	590	567	484	567
South Atlantic	+3	-10	25	476	+4	-2	25	1,519	319	317	293
Pacific	-12	-11	9	117	-3	-3	8	371	515	438	435
Surgical, medical equipment, supplies	-2	-1	35	5,170	+2	+3	29	6,759	143	138	136
Middle Atlantic	-1	-2	6	881	+7	+8	5	1,021	126	116	113
East North Central	-6	-2	11	2,226	-1	+3	8	2,874	144	139	137
South Atlantic	+2	+2	6	880	+26	+5	6	1,127	128	104	125
Beer	-11	-28	33	1,213	+23	-3	30	830	72	52	54
Middle Atlantic	-14	-35	8	267	+32	-10	7	104	39	26	28
East North Central	-5	-26	9	372	+3	-13	9	209	56	52	48
South Atlantic	-18	-22	4	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrials	-5	-1	16	2,762	+8	+3	13	1,846	74	65	71
Clothing and furnishings (except shoes)	-13	+30	17	2,901	+17	+30	11	3,760	186	151	213
Coal	+9	0	19	4,393	-27	-22	17	3,276	77	114	97
Confectionery	-8	-27	36	1,017	+19	+19	20	821	146	113	94
Middle Atlantic	-11	-34	7	251	-3	0	4	194	162	140	118
East North Central	-9	-33	4	94	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-11	-22	8	155	+4	+7	4	96	102	84	74
East South Central	-7	-19	8	120	-39	-32	5	23	56	79	68
West South Central	-1	-22	4	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	-2	-19	25	6,945	+20	+17	18	2,427	38	32	28
Drugs and sundries (liquor excluded)	-12	-1	191	65,046	+6	+6	152	97,555	186	154	175
New England	-6	-6	9	2,457	+11	+10	7	3,714	213	180	176
Middle Atlantic	-9	+1	21	10,200	+11	+10	14	10,699	174	142	157
East North Central	-7	-3	26	10,929	+9	+3	19	13,742	169	143	162
West North Central	-15	-1	20	6,795	+7	+6	17	10,450	180	142	169
South Atlantic	-15	+1	30	7,691	+5	+1	23	11,402	187	150	187
East South Central	-18	-1	14	3,536	+8	+6	10	5,635	201	152	183
West South Central	-19	-5	33	9,213	0	+7	28	16,809	221	174	195
Mountain	-18	+11	13	2,380	-3	+5	11	4,854	215	182	225
Pacific	-6	+2	25	11,845	+6	+6	23	20,250	172	152	166
Dry goods	-14	+8	139	31,889	0	+5	114	69,254	264	231	271
New England	-16	-24	5	265	+5	+17	4	464	267	221	173
Middle Atlantic	-20	-6	36	5,621	+2	+5	26	7,952	285	249	250
East North Central	-13	+6	9	3,423	-6	+1	9	6,220	182	168	190
West North Central	-13	+20	18	11,646	+2	+5	16	34,179	295	251	337
South Atlantic	-12	-13	23	3,379	0	+13	17	7,811	253	224	199
East South Central	-12	+11	12	1,327	+5	+19	10	2,996	283	235	253
West South Central	-9	+25	11	2,028	-16	-6	11	3,313	163	178	219
Mountain	+3	-17	6	366	-9	+6	5	1,247	400	425	303
Pacific	-13	+23	19	3,834	+12	-2	16	5,072	290	235	298
Farm supplies	-15	+12	20	3,042	-11	+13	11	1,210	81	80	74
Fresh fruits and vegetables	-5	-17	59	4,705	0	+20	35	819	40	36	25
New England	-14	-11	7	237	-15	-2	5	47	46	41	38
Middle Atlantic	-13	-27	15	743	-10	+57	8	36	12	10	6
East North Central	-2	-12	13	1,446	-10	+3	6	35	21	19	14
West North Central	-11	-24	7	513	+6	+10	7	231	45	38	31
South Atlantic	-8	-16	5	283	0	+13	4	69	27	24	20
East South Central	-1	+7	5	298	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	+3	4	933	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

JANUARY 1954

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

Geographic division and kind of business	Sales: Percent change, Jan. 1954 from-- Jan. 1953	Sales: Percent change, Jan. 1954 from-- Dec. 1953	Sales: January 1954 panel: Number of establishments reporting	Sales: January 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Jan. 1953	Inventory, end-of-month (at cost): Percent change, Jan. 1954 from-- Dec. 1953	Inventory, end-of-month (at cost): January 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): January 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Jan. 1954	Jan. 1953	Dec. 1953
Groceries, total	+2	+1	828	$147,260	-1	+2	666	$135,984	121	125	118
Nonaffiliated full-line wholesalers[3]	-7	-1	544	53,856	-6	+3	453	56,480	127	126	123
New England	-2	-8	7	1,554	-3	-6	6	2,579	174	176	170
Middle Atlantic	+1	-1	16	2,561	+26	+1	9	3,317	168	136	165
East North Central	-1	0	135	10,604	-5	-1	127	11,616	120	125	123
West North Central	-8	-4	60	6,122	-2	+4	47	6,177	131	121	115
South Atlantic	-7	+2	62	7,452	-2	0	33	6,403	137	129	137
East South Central	-9	-6	36	3,667	-6	+5	27	3,844	129	125	118
West South Central	-13	-3	99	12,426	-7	+15	78	12,796	130	121	111
Mountain	-1	+7	22	2,361	-10	-2	22	3,187	135	148	147
Pacific	-9	+1	107	7,109	-22	-5	104	6,561	100	115	106
Voluntary-group wholesalers	+10	0	181	63,215	+5	0	137	55,533	119	125	115
New England	+8	-16	11	4,020	+5	-2	9	2,383	111	105	119
Middle Atlantic	+17	+20	33	14,498	+10	+5	24	9,294	122	132	129
East North Central	+8	-8	42	10,027	+4	-2	29	8,737	103	107	96
West North Central	+13	-5	59	20,672	+3	+1	59	25,635	124	137	118
South Atlantic	+1	-1	10	2,763	+9	+18	4	1,478	108	108	91
Pacific	-3	+10	21	6,274	+22	+11	7	3,289	147	116	122
Retailer-cooperative warehouses	+9	+4	18	12,108	+8	+4	12	6,623	101	98	95
Specialty lines wholesalers	+6	+12	85	18,081	-5	+1	64	17,348	116	132	129
Middle Atlantic	+16	+29	16	5,262	+13	+9	12	4,558	94	99	115
East North Central	+1	+32	10	904	+8	0	7	350	79	69	88
South Atlantic	0	-1	16	1,961	0	0	11	1,949	110	110	107
West South Central	-8	-16	5	329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+3	+7	27	7,335	-15	-6	23	8,562	154	190	168
Leather and shoe findings	-11	-1	23	335	-3	+3	12	1,006	568	506	655
Middle Atlantic	-18	-18	5	28	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-6	-21	4	65	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-11	+5	6	156	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	0	-3	38	18,366	-2	+11	34	6,374	39	41	35
Middle Atlantic	+1	-3	10	3,642	-4	+3	10	1,892	52	55	49
East North Central	+4	-9	13	6,554	-5	+15	12	2,162	36	39	28
Pacific	-18	-5	4	3,450	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products	+4	+5	51	8,853	+2	-1	33	8,180	133	138	137
New England	+9	-17	4	253	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-1	+12	11	2,382	+6	-4	5	1,056	83	77	100
East North Central	+9	+16	16	3,822	+5	+2	11	2,927	96	101	102
South Atlantic	+1	-1	5	756	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	+1	-19	5	405	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	-14	6	936	-2	-3	6	2,267	242	252	214
Petroleum	+6	-10	29	6,432	-36	+4	28	3,831	60	100	52
Shoes and other footwear	-1	+69	31	21,110	+16	-6	28	31,445	151	130	272
Tobacco products	-4	-25	256	35,149	-3	0	153	16,328	69	69	55
New England	-5	-34	30	2,451	+12	-15	8	408	69	60	60
Middle Atlantic	-2	-27	51	11,073	-15	-9	32	6,434	74	86	62
East North Central	-4	-28	59	7,055	0	+5	36	2,593	62	58	43
West North Central	-5	-28	39	4,325	+5	+6	30	2,200	69	63	47
South Atlantic	-8	-13	25	4,880	+16	+7	19	2,956	74	59	62
East South Central	-5	-11	14	1,645	+12	+8	9	749	55	46	47
West South Central	-5	-4	20	1,704	-6	-2	8	398	51	53	50
Mountain	-4	-7	8	441	+5	+37	7	331	77	71	53
Pacific	0	-28	10	1,575	+16	+33	4	259	88	68	50
Wines and spirits[4]	-8	-56	311	72,194	+8	-3	277	131,928	210	176	94
New England	0	-61	20	2,562	-4	-13	16	3,123	165	180	71
Middle Atlantic	-10	-65	50	18,120	+18	-3	48	36,789	230	173	80
East North Central	-4	-53	44	11,338	+14	-3	34	18,822	190	161	91
West North Central	-2	-41	44	7,930	+7	-5	37	11,670	210	195	124
South Atlantic	-12	-48	43	10,730	+10	+3	42	20,724	195	156	99
East South Central	-19	-56	12	1,827	+3	-1	10	4,742	312	242	136
West South Central	-9	-54	41	8,175	+4	+1	38	16,206	218	188	99
Mountain	-2	-32	19	2,583	+23	+8	18	3,681	167	135	106
Pacific	-14	-55	38	8,929	-9	-13	34	16,171	213	202	107
Miscellaneous	+2	+7	34	8,719	+10	-4	21	10,381	176	167	187

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] 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., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

FEBRUARY 1954

FOR RELEASE
APRIL 2, 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 4,373 wholesale establishments in various kinds of business.

SALES

February 1954 sales of merchant wholesalers increased 4 percent over the previous month but were down 3 percent below a year ago. Cumulative sales for the first two months of 1954 were 4 percent below the corresponding period of last year.

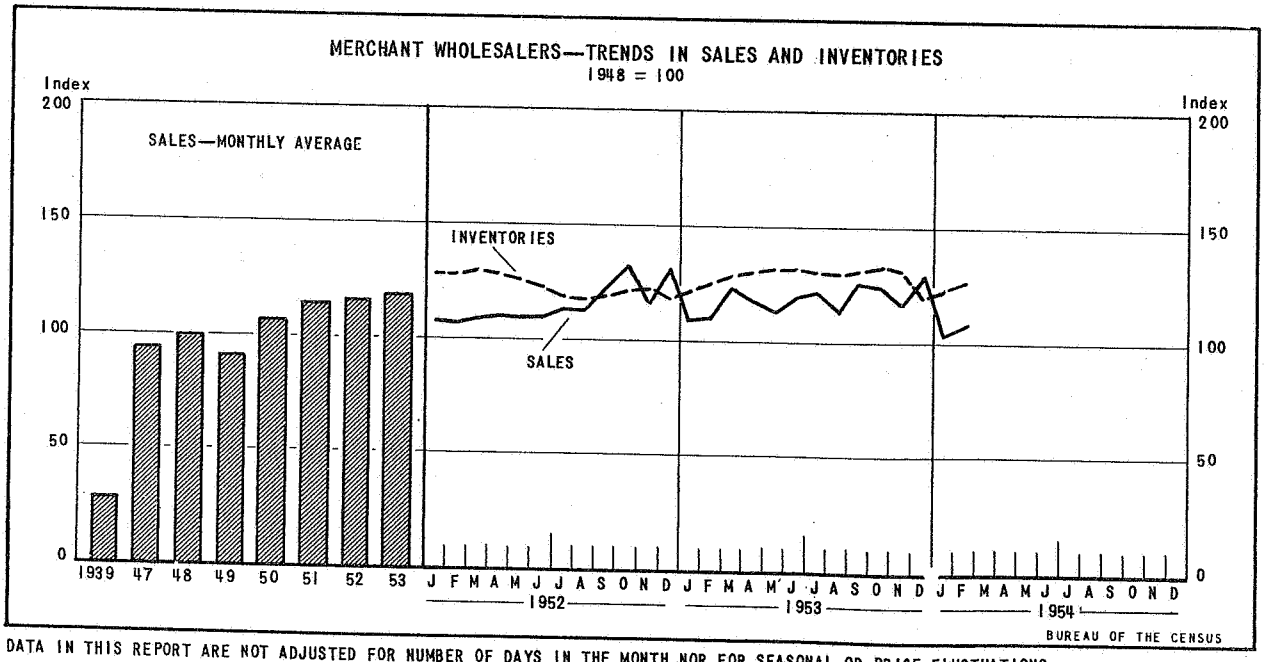
Sales increases ranging from 2 to 9 percent over the previous month were reported in all but one geographic division--the Pacific, which showed a decline of 3 percent. Compared with February sales a year ago, the New England and West North Central Divisions indicated small gains. However, the seven other divisions reported declines of 2 to 9 percent, the sharpest drop being shared by the Mountain and Pacific Divisions.

After sharp seasonal declines in January, almost all durable goods trades reflected increased sales in February. Jewelry wholesalers noted the principal increase (41%) while lumber and building materials distributors (22%) and automotive supplies wholesalers (18%) also showed significant gains. Trends among nondurable goods trades were more varied. Farm supplies, up seasonally 38 percent, led 11 trades showing gains, while coal, down 23 percent, reflected the sharpest drop of the 9 nondurable goods trades down from January. In comparison with February sales a year ago, 22 trades reported decreases, the sharpest decline (19%) being shown by electrical appliances and specialties wholesalers. Nonaffiliated full-line grocery wholesalers were down 2 percent from February 1953, but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced sales gains. Eleven other trades--mostly nondurables--also reported gains over a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of February rose 2 percent during the month and were up slightly (1%) over stocks on hand February 28, 1953. Based on reports of 3,432 establishments submitting inventory figures in conjunction with sales data, the February stock-sales ratio of 173 percent was 4 points below that reported for the previous month and 7 points higher than reported for February 1953.

All geographic divisions--with the exception of the Pacific Division (-4%)--reflected heavier inventories on hand than a month earlier. The Mountain Division, up 7 percent, experienced the largest increase over January 31 inventories. Compared with a year ago, however, the Mountain Division noted the principal decline (4%) among the five divisions reporting lower inventories.



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

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

FEBRUARY 1954

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

Geographic division and kind of business	Sales: Percent change, Feb. 1954 from-- Feb. 1953	Sales: Percent change, Feb. 1954 from-- Jan. 1954	Sales: 2 mo. 1954 from 2 mo. 1953[2]	Sales: February 1954 panel: Number of establishments reporting	Sales: February 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Feb. 1953	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Jan. 1954	Inventory, end-of-month (at cost): February 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1954	Stock-sales ratios[1] (percent): Feb. 1953	Stock-sales ratios[1] (percent): Jan. 1954
United States, total[3]	-3	+4	-4	4,373	$763,838	+1	+2	3,432	$1,097,800	173	166	177
New England	+1	+6	0	255	36,741	+2	+5	192	43,404	155	151	155
Middle Atlantic	-5	+3	-5	748	144,593	+4	+2	568	174,021	160	145	166
East North Central	-3	+2	-2	855	146,388	+1	+3	695	199,139	156	150	156
West North Central	+2	+9	0	555	106,325	-1	+2	417	169,656	184	192	195
South Atlantic	-4	+5	-6	550	86,868	+3	+4	435	133,701	182	171	184
East South Central	-4	+5	-8	210	32,654	-2	+2	164	52,537	188	184	195
West South Central	-2	+6	-6	399	69,857	-3	+4	313	109,312	188	189	192
Mountain	-9	+5	-9	187	23,450	-4	+7	163	39,279	186	177	182
Pacific	-9	-3	-9	562	92,157	-2	-4	433	134,240	184	169	186
Automotive supplies	-8	+18	-8	401	18,087	+1	+3	241	19,605	318	277	307
New England	+2	+12	-7	21	585	+7	+7	18	848	321	285	263
Middle Atlantic	-18	-15	-11	50	901	+1	+1	47	2,744	336	273	289
East North Central	-6	+14	-9	77	3,519	+3	+6	63	6,174	296	256	284
West North Central	-10	+21	-7	102	4,464	-2	+8	25	1,948	327	292	297
South Atlantic	-6	+27	-9	22	2,868	+2	-1	16	1,573	262	322	321
West South Central	-6	+45	-7	11	1,935	-11	+4	6	1,188	378	247	448
Mountain	-6	0	0	24	530	-5	+2	20	1,241	377	370	328
Pacific	-9	+9	-9	91	2,668	0	-4	44	3,817	336	281	333
Electrical group, total	-5	+9	-3	727	146,980	-4	+8	651	213,538	157	157	159
Full-line wholesalers	-3	+10	-1	465	114,171	-4	+9	454	176,084	156	159	158
New England	+6	+13	+3	32	7,026	-3	+14	32	10,598	151	164	149
Middle Atlantic	-2	+13	-3	60	17,453	-1	+9	58	25,739	149	149	154
East North Central	-5	+6	-1	101	27,209	-4	+8	97	38,631	144	142	143
West North Central	+1	+16	+3	48	10,289	-5	+13	48	15,702	153	163	157
South Atlantic	0	+8	+5	71	17,381	+3	+12	68	29,708	177	172	170
East South Central	-8	+13	-10	29	5,688	-1	+7	28	10,105	184	168	196
West South Central	+2	+22	-2	48	10,968	-11	+11	48	18,664	170	194	187
Mountain	-4	+18	-5	21	4,200	-7	+11	21	6,192	147	153	156
Pacific	-9	+1	-7	55	13,957	-12	+4	54	20,745	150	155	146
Wiring supplies, construction materials distributors	0	+5	-3	151	11,344	-2	+4	110	14,540	173	176	171
New England	-6	-9	-3	16	781	-1	-2	7	456	158	174	144
Middle Atlantic	+4	+10	-3	33	1,273	0	+2	25	2,395	246	248	248
East North Central	+1	+7	+1	35	3,292	-7	+8	27	3,925	163	166	159
West North Central	+8	-10	0	10	1,159	-6	+10	8	1,619	240	248	160
South Atlantic	-2	+13	-5	26	2,256	+3	+3	21	2,524	127	126	142
South Central	-5	-3	-5	14	1,496	-3	-1	10	2,108	195	198	178
Mountain	-19	+13	-17	6	360	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+6	+25	-2	11	727	+15	+2	10	1,233	170	158	208
Appliances and specialties wholesalers	-19	+6	-13	111	21,465	-4	+3	87	22,914	158	137	163
New England	-12	+16	-8	8	2,317	-15	-3	6	1,867	90	89	106
Middle Atlantic	-24	+5	-15	28	9,069	-7	-4	19	5,127	153	137	156
East North Central	-19	-12	-10	18	2,640	+6	+12	12	3,591	191	135	156
West North Central	-8	+9	-1	12	1,526	-1	-9	11	2,401	161	151	192
South Atlantic	-6	+25	-13	16	1,634	+6	+14	16	2,894	177	157	195
South Central	-19	+21	-15	13	1,649	-6	+6	10	2,785	178	156	207
Mountain	-9	+6	-7	7	1,042	-13	+6	7	1,805	173	181	172
Pacific	-26	+1	-26	9	1,588	-2	+4	6	2,444	169	123	165
Furniture and house furnishings	-13	+11	-14	83	12,427	-9	+1	65	23,404	218	203	237
New England	-8	+28	-8	6	752	+7	+6	5	1,283	181	152	220
Middle Atlantic	+6	+13	-2	13	1,976	-7	+10	9	3,296	249	256	256
East North Central	-16	+3	-7	9	1,572	-8	+7	8	3,767	259	237	249
West North Central	-11	+13	-7	12	1,734	-14	+1	12	4,169	240	248	269
South Atlantic	-15	+23	-16	11	731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-19	+21	-21	12	1,747	-11	-2	12	3,468	199	182	245
Mountain	-21	-4	-28	6	685	-12	0	5	1,709	265	240	266
Pacific	-18	+4	-20	11	3,033	-9	-6	9	4,685	166	148	182
Hardware	-10	+12	-10	161	50,199	-1	+4	137	139,528	312	287	340
Middle Atlantic	-19	+3	-12	34	6,350	-2	+9	28	18,082	323	265	312
East North Central	-6	+25	-7	29	10,602	-4	+5	28	27,310	264	259	314
West North Central	-5	+18	-6	20	9,282	-2	+4	20	31,744	342	332	388
South Atlantic	-10	-1	-13	20	3,635	+2	+3	16	10,684	343	301	330
East South Central	+3	+21	-7	13	3,877	-1	+4	11	8,958	256	270	304
West South Central	-3	+7	-3	18	4,728	+5	+2	12	9,072	304	293	327
Mountain	-10	+17	-11	7	1,554	-4	+9	5	3,326	452	412	450
Pacific	-18	+4	-15	17	9,719	0	0	14	29,340	336	275	352
Industrial supplies	-7	+5	-9	135	17,626	+3	+3	114	35,962	237	207	240
New England	-7	+2	-6	12	1,188	-10	+4	11	2,891	285	286	263
Middle Atlantic	-12	+2	-12	28	3,221	+8	0	23	6,167	210	170	210
East North Central	-15	+2	-14	21	4,115	+8	-1	20	8,522	211	166	216
West North Central	-18	+14	-16	9	665	-7	+2	8	1,430	299	258	324
South Atlantic	+3	+12	-4	20	1,631	+4	0	17	3,922	256	251	286
East South Central	-7	+4	-9	8	1,608	-6	+2	8	4,692	292	289	295
West South Central	+7	+9	+1	28	4,216	+6	+13	18	6,233	242	222	235
Pacific	-16	+6	-13	9	982	+5	+1	9	2,110	215	172	226
Jewelry	-8	+41	-11	120	4,288	-5	-1	65	10,392	343	335	521
New England	-3	+30	0	7	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-8	+31	-12	36	1,501	-10	-7	20	2,994	350	357	488
East North Central	-10	+55	-17	35	1,139	-6	-1	18	3,450	337	322	522
West North Central	+1	+79	+1	12	630	0	+4	10	2,255	365	363	631
South Atlantic	-9	+27	-7	6	228	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-6	+1	-10	5	137	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-18	+31	-13	16	328	-1	-5	9	767	412	375	609

See footnotes at end of table.

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

FEBRUARY 1954

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

Geographic division and kind of business	Sales: Percent change Feb. 1954 from-- Feb. 1953	Sales: Percent change Feb. 1954 from-- Jan. 1954	Sales: 2 mo. 1954 from 2 mo. 1953[2]	Sales: February 1954 panel: Number of establishments reporting	Sales: February 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Feb. 1953	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Jan. 1954	Inventory, end-of-month (at cost): February 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1954	Stock-sales ratios[1] (percent): Feb. 1953	Stock-sales ratios[1] (percent): Jan. 1954
Lumber and building materials	-5	+22	-13	82	$10,065	-6	-2	65	$12,819	168	168	214
Middle Atlantic	+33	+28	+1	15	2,219	+15	-9	10	1,183	65	82	94
East North Central	-25	+3	-20	11	829	+3	+3	9	1,270	195	132	200
West North Central	-8	+8	-13	6	530	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+4	+17	-8	10	1,527	0	-8	8	1,589	201	205	248
South Central	-8	+8	-9	4	776	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-15	+29	-20	15	1,676	-13	+5	14	3,165	200	192	252
Pacific	-24	+31	-26	7	960	+4	-10	6	2,085	222	161	322
Machinery equipment, supplies (except electrical)	-8	+14	-11	44	7,340	-3	0	33	14,498	235	218	271
New England	-12	+1	-12	5	342	-6	0	4	978	364	334	382
Middle Atlantic	-17	-4	-15	8	1,103	+2	-2	5	1,882	187	152	185
East North Central	+9	+12	+11	10	1,610	+7	0	7	1,867	195	205	234
South Atlantic	0	+6	-4	5	738	0	+10	4	2,221	322	328	307
South Central	+6	+20	-13	6	1,531	-4	-1	5	4,296	283	311	347
Pacific	-34	+12	-31	7	805	-6	-1	5	1,990	386	225	400
Metals	-18	-1	-17	49	13,085	+11	+1	45	27,456	214	158	208
Paints and varnishes	-7	+3	-4	48	5,288	+14	+2	44	16,662	321	261	325
Plumbing and heating supplies	-9	+8	-15	133	13,162	-3	+4	115	29,735	239	222	248
New England	+1	+1	-9	6	245	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-15	-4	-17	30	1,731	-2	+4	23	3,698	254	218	237
East North Central	-7	+5	-7	17	1,182	+5	+6	15	3,188	304	272	305
West North Central	-3	+3	+2	15	1,273	-3	+4	13	3,162	266	265	262
South Atlantic	-8	+10	-13	38	6,096	-2	+4	38	13,679	224	211	236
East South Central	-22	+16	-28	10	1,244	-11	+2	9	2,906	170	155	181
Refrigeration equipment, parts (commercial)	+5	+8	+7	71	1,622	+7	+3	67	4,202	309	302	334
Middle Atlantic	+12	0	+17	13	460	+18	+8	11	982	264	252	248
East North Central	+20	+43	+11	13	189	+18	-3	13	688	364	370	539
South Atlantic	0	+4	+2	24	468	+10	+10	24	1,569	335	306	318
South Central	+9	-11	+27	5	171	+5	+4	4	237	269	352	324
Pacific	+12	+52	+1	9	163	-14	-4	8	299	329	384	505
Surgical, medical equipment, supplies	+1	-1	-1	31	4,957	+11	+4	26	6,741	147	134	140
Middle Atlantic	+22	-3	+10	6	855	+9	+2	5	1,039	132	153	126
East North Central	-8	-1	-7	11	2,214	+9	+6	8	3,051	156	131	144
South Atlantic	-8	-5	-3	5	790	+16	+6	5	1,087	138	109	124
South Central	-3	+4	-5	4	532	+3	+1	4	732	138	129	141
Beer	-4	+11	-8	37	1,386	+10	-7	32	786	61	54	72
Middle Atlantic	-3	+18	-9	7	297	+15	-15	6	82	28	23	39
East North Central	+4	+9	0	10	440	-1	+1	10	224	51	54	55
West North Central	-14	+13	-12	5	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-10	+9	-14	4	293	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-5	+6	-8	8	243	+13	0	8	212	87	73	93
Chemicals, industrial	+1	+7	-2	15	2,924	+12	0	11	1,716	66	60	72
Clothing and furnishings (except shoes)	+1	+15	-6	17	3,703	+22	+4	10	4,742	189	156	171
Coal	-11	-23	-1	20	3,466	-28	-16	18	2,762	83	101	75
Confectionery	-2	0	-5	36	1,013	+2	+3	19	585	128	113	125
Middle Atlantic	-4	-2	-7	8	341	-2	+1	4	205	138	115	128
East North Central	+4	+5	-3	4	99	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-4	-1	-8	8	154	+4	-1	5	113	105	96	107
East South Central	+1	0	-2	9	179	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+9	+3	+3	25	6,933	+17	-4	18	2,158	34	32	37
Drugs and sundries (liquor excluded)	-7	-9	-10	202	61,026	+2	-1	160	99,622	202	184	185
New England	-2	-7	-4	12	2,787	+7	0	10	4,453	210	191	196
Middle Atlantic	-10	-9	-10	23	9,704	+6	0	16	11,305	189	159	173
East North Central	-6	-8	-7	26	10,311	+5	+1	19	14,270	186	166	169
West North Central	-5	-11	-11	19	6,088	+3	-1	17	10,418	198	182	179
South Atlantic	-9	-9	-12	29	7,082	0	+1	22	11,284	206	185	183
East South Central	-8	-6	-13	19	3,652	+2	-3	13	6,273	208	189	205
West South Central	-3	-9	-12	35	8,438	-5	-1	28	17,004	243	247	224
Mountain	-10	-13	-15	12	1,999	-5	0	10	4,677	248	233	217
Pacific	-7	-9	-7	27	10,965	+5	-2	25	19,938	183	161	170
Dry goods	-6	+10	-10	150	35,854	-3	-1	120	68,693	231	228	260
New England	-17	+7	-17	6	468	-14	-6	6	956	204	197	233
Middle Atlantic	-9	-4	-15	39	5,581	+1	+4	26	7,136	285	256	268
East North Central	-7	+12	-10	13	4,101	-9	-1	13	6,602	161	165	183
West North Central	0	+18	-7	18	13,714	-2	-4	16	32,696	239	244	295
South Atlantic	-12	+11	-12	21	3,485	-4	+3	16	7,734	234	216	250
East South Central	-5	-4	-8	14	1,312	+1	+4	9	3,062	309	290	283
West South Central	-4	+1	-6	12	2,225	-15	+14	12	3,901	175	199	157
Mountain	+5	+18	+4	6	433	-9	+2	6	1,368	316	362	365
Pacific	-12	+13	-13	21	4,535	+2	-6	16	5,238	251	228	299
Farm supplies	+9	+38	+2	19	7,253	+2	-11	10	2,636	62	70	80
Fresh fruits and vegetables	-3	-3	-4	61	4,668	+1	0	38	937	35	34	35
New England	-1	-11	-10	4	102	-4	+26	4	24	24	24	17
Middle Atlantic	-5	+5	-9	19	1,115	-18	-14	11	36	9	10	11
East North Central	-5	-11	-3	13	1,207	-11	0	5	34	24	22	22
West North Central	-12	-15	-11	7	436	+1	-5	7	219	50	44	45
South Atlantic	-8	-2	-8	6	294	-25	-22	5	62	23	28	29
East South Central	-12	-13	-6	5	259	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+5	+2	+2	4	950	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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

FEBRUARY 1954

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

Geographic division and kind of business	Sales: Percent change Feb. 1954 from-- Feb. 1953	Sales: Percent change Feb. 1954 from-- Jan. 1954	Sales: Percent change 2 mo. 1954 from 2 mo. 1953[2]	Sales: February 1954 panel: Number of establishments reporting	Sales: February 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Feb. 1953	Inventory, end-of-month (at cost): Percent change, Feb. 1954 from-- Jan. 1954	Inventory, end-of-month (at cost): February 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): February 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Feb. 1954	Feb. 1953	Jan. 1954
Groceries, total	+5	-6	+4	835	$138,133	+2	+5	661	$140,325	136	139	121
Nonaffiliated full-line wholesalers[4]	-2	-5	-5	543	52,111	-1	+6	448	59,955	142	140	126
New England	+3	-8	0	7	1,433	-5	0	6	2,581	189	205	174
Middle Atlantic	+7	-9	+4	18	3,042	+16	0	11	4,062	164	151	147
East North Central	+2	-9	0	134	9,572	-1	+7	126	12,171	141	145	119
West North Central	-5	-8	-6	60	5,518	+3	+5	47	6,315	146	133	130
South Atlantic	-3	-6	-5	65	7,627	+2	+9	35	7,582	154	145	134
East South Central	0	0	-5	34	3,691	+1	+8	26	4,194	149	146	140
West South Central	+1	+4	-6	95	12,729	-5	+7	72	13,231	136	142	130
Mountain	-22	-15	-12	21	2,010	-2	+25	21	3,497	174	139	118
Pacific	-9	-10	-9	109	6,489	-12	-4	104	6,322	108	110	100
Voluntary-group wholesalers	+12	-3	+11	186	60,950	+8	+8	137	58,333	131	133	119
New England	+32	+13	+19	10	4,263	+3	+3	7	1,910	126	134	111
Middle Atlantic	+18	-12	+18	30	11,885	+12	+7	22	8,245	142	134	113
East North Central	+8	-3	+8	41	10,735	+10	+10	28	9,598	114	113	103
West North Central	+16	+3	+14	59	21,206	+9	+9	59	27,889	132	140	124
South Atlantic	+5	-6	+3	13	2,897	+6	+1	7	2,056	139	136	121
Pacific	-3	-13	-3	26	5,467	+9	-14	7	2,401	145	127	148
Retailer-cooperative warehouses	+7	-12	+8	16	10,192	-3	-4	11	5,867	107	126	102
Specialty lines wholesalers	+1	-18	-4	90	14,880	-6	+1	65	16,170	147	162	124
Middle Atlantic	+2	-24	+10	16	4,003	+6	+7	7	3,249	145	153	105
East North Central	+10	-11	+5	10	807	+10	+3	7	361	74	73	79
South Atlantic	-6	-16	-3	18	1,778	+5	0	13	2,231	138	123	116
East South Central	-9	-22	-2	5	531	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+2	0	-4	5	328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	0	-17	+1	27	5,821	-18	-3	24	8,046	178	221	158
Leather and shoe findings	-8	+8	-10	24	367	-5	-1	11	991	597	531	584
Middle Atlantic	-19	-9	-18	4	21	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+8	-2	+1	4	64	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-6	+2	-5	5	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-13	+20	-12	6	187	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-3	-12	-1	38	16,124	-10	-4	34	5,848	41	45	38
Middle Atlantic	-3	-14	-1	8	2,841	-16	-6	8	1,361	48	55	44
East North Central	-1	-11	+2	14	5,989	-17	-4	13	2,136	38	46	35
South Central	+5	-15	+11	4	3,250	-9	-9	4	1,292	40	46	37
Pacific	-12	-11	-15	5	3,237	+30	+1	4	772	37	27	33
Paper and its products	+3	-8	+4	57	8,530	+2	+1	36	8,788	146	152	135
Middle Atlantic	-2	-10	-2	11	2,032	+1	+1	6	1,151	96	95	85
East North Central	+7	-11	+8	20	3,732	+4	+3	14	3,072	117	122	105
South Atlantic	+1	-9	+1	6	713	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+7	-4	+4	4	293	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	-6	+1	7	1,060	+1	-3	6	2,041	246	248	237
Petroleum	+9	-2	+7	28	6,226	-11	+21	27	4,568	73	90	60
Shoes and other footwear	+5	+8	+2	32	24,042	+14	-7	30	30,920	130	120	150
Tobacco products	-4	0	-4	261	36,059	-2	+5	153	17,336	72	70	69
New England	-6	+7	-5	26	2,541	+8	+7	8	438	63	54	69
Middle Atlantic	-3	0	-3	58	12,387	-12	+7	36	7,648	77	85	72
East North Central	-4	0	-4	60	7,117	+10	+9	36	2,714	65	57	61
West North Central	-2	+4	-4	38	4,267	+1	0	29	2,030	71	68	72
South Atlantic	-6	-3	-7	23	4,410	+13	+1	17	2,796	75	62	71
East South Central	0	-4	-3	14	1,587	+2	-1	9	739	58	55	55
West South Central	-10	-8	-7	22	1,588	+2	+3	8	410	57	52	51
Mountain	-4	-2	-4	9	516	+16	+5	6	302	77	63	72
Pacific	-7	0	-4	11	1,646	+2	0	4	259	86	69	88
Wines and spirits[5]	-3	+13	-5	321	83,482	+11	-8	286	124,111	166	147	207
New England	-11	+25	-7	24	4,049	+13	+13	17	3,627	145	128	178
Middle Atlantic	-2	+26	-5	50	24,183	+15	-7	49	35,951	160	135	224
East North Central	0	+8	-2	46	12,475	+12	-6	36	17,769	162	144	188
West North Central	+10	+14	+4	46	8,674	+4	-5	40	11,338	167	186	204
South Atlantic	-3	+15	-7	42	12,543	+14	-2	40	19,460	159	136	187
East South Central	-13	+8	-16	12	1,943	-3	-10	10	3,858	235	207	284
West South Central	-5	+17	-7	45	9,318	+3	-6	43	16,198	175	164	221
Mountain	-8	-4	-5	16	1,675	+2	-1	15	2,118	160	142	157
Pacific	-10	-12	-12	40	8,622	+13	-23	36	13,792	185	147	213
Miscellaneous	+39	-19	+39	25	8,151	-31	-2	16	5,239	88	198	72

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

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

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

[4] Not affiliated with voluntary or cooperative groups.

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

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

MARCH 1954

FOR RELEASE
MAY 4, 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 4,326 wholesale establishments in various kinds of business.

SALES

March 1954 sales of merchant wholesalers increased 11 percent over the previous month but were down 3 percent below a year ago. First-quarter 1954 sales were 4 percent below the corresponding period of last year.

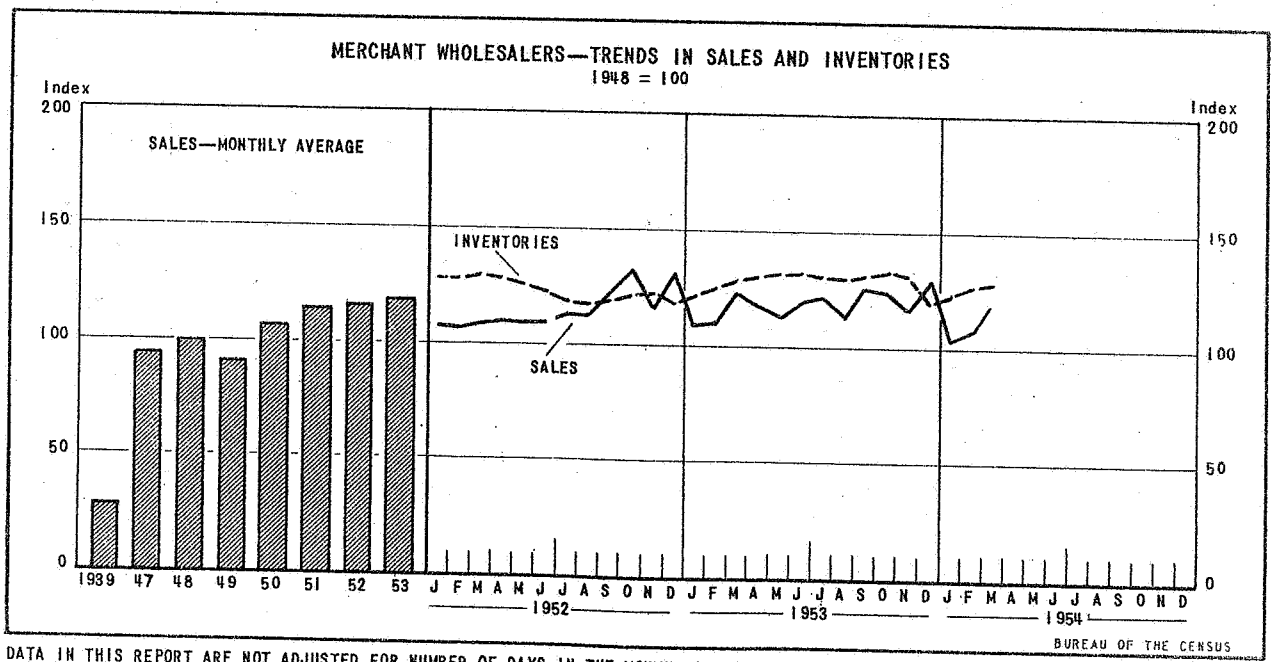
All geographic divisions experienced sales increases over a month earlier ranging from 7 to 17 percent, with the Pacific Division noting the largest gain. Compared with a year ago, only the West North Central Division showed a gain (3%) while all other divisions were down from 2 to 10 percent. The Mountain Division, which reported the sharpest drop from March 1953, also reflected the largest decline (10%) below first-quarter 1953 sales.

Of the 37 kinds of business covered in this report, 31 experienced sales gains over the previous month. Farm supplies wholesalers, up seasonally 47 percent, reflected the principal increase while retailer cooperative grocery warehouses (30%) and commercial refrigeration equipment and parts dealers (29%) also showed substantial gains. However, in comparison with sales of a year ago, most trades were below the March 1953 level--the most significant decline (18%) noted by electrical appliances and specialties wholesalers. Of the nine kinds of business showing gains over last year, commercial refrigeration and parts wholesalers, up 12 percent, reflected the only increase in the durable goods trade. In the grocery group, gains were reflected by retailer cooperative warehouses (12%) and voluntary group wholesalers (9%) but full-line grocery wholesalers showed no change and specialty lines sales dropped 7 percent below March 1953. Seven other nondurable trades, led by dairy and poultry products wholesalers (up 7%) also reported gains over a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of March were up slightly (1%) during the month but were 2 percent below inventories of a year ago. Based on reports of 3,349 establishments submitting inventory figures in conjunction with sales data, the March stock-sales ratio of 157 percent was 14 points below that reported for the previous month but was 3 points higher than reported for March 1953.

While most divisions indicated inventories 1 to 6 percent higher than a month earlier, the West North Central Division reported a 2 percent decline and the Middle Atlantic Division showed no change. However, compared with stocks on hand a year ago, seven divisions reflected smaller inventories--the principal decline (7%) reported in the Mountain Division. The Middle Atlantic Division reported the only increase (1%) while the South Atlantic Division showed no change.



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 1954

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

Geographic division and kind of business	Sales: Percent change Mar. 1954 from Mar. 1953	Sales: Percent change Mar. 1954 from Feb. 1954	Sales: 3 mo. 1954 from 3 mo. 1953[2]	Sales: March 1954 panel: Number of establishments reporting	Sales: March 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from Mar. 1953	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from Feb. 1954	Inventory, end-of-month (at cost): March 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1954	Mar. 1953	Feb. 1954
United States, total[3]	-3	+11	-4	4,326	$849,223	-2	+1	3,349	$1,059,599	157	154	171
New England	-2	+7	-1	261	38,304	-3	+2	182	39,350	145	144	152
Middle Atlantic	-4	+13	-4	761	162,383	+1	0	560	163,010	136	129	156
East North Central	-3	+8	-1	838	158,446	-3	+1	682	188,968	142	140	152
West North Central	+3	+13	+1	511	116,828	-2	-2	410	164,183	169	177	189
South Atlantic	-3	+8	-5	545	94,409	0	+1	427	134,215	172	164	185
East South Central	-4	+11	-7	212	36,003	-4	+3	161	49,756	174	172	186
West South Central	-2	+7	-5	404	74,644	-4	+3	308	110,152	183	185	189
Mountain	-10	+14	-10	179	28,068	-7	+3	150	40,566	168	162	185
Pacific	-7	+17	-8	562	114,508	-6	+6	416	129,211	158	153	171
Automotive supplies	-2	-3	-6	355	16,463	-8	+3	245	41,310	319	343	301
New England	-4	+23	-6	21	701	-17	0	10	1,478	285	348	370
Middle Atlantic	-14	-3	-12	54	933	+1	+1	48	2,764	363	300	336
East North Central	-9	-2	-9	72	3,252	-6	+1	67	9,809	311	302	304
West North Central	+10	-3	-2	63	3,669	-12	+5	30	7,637	329	434	325
South Atlantic	0	-11	-6	21	2,533	-9	+5	19	7,789	312	343	264
West South Central	-2	-19	-6	12	1,520	-11	+9	10	5,673	384	428	285
Mountain	+7	+34	+2	23	577	-1	+4	19	1,293	324	367	377
Pacific	-9	+4	-9	85	2,676	-4	-3	38	3,255	266	243	320
Electrical group, total	-8	+6	-5	712	154,225	-6	+4	649	225,117	154	151	158
Full-line wholesalers	-7	+7	-4	475	123,812	-6	+5	466	189,152	154	152	157
New England	-8	-3	-1	33	6,979	-5	+1	33	10,951	157	152	151
Middle Atlantic	-5	+10	-4	64	19,898	-5	+2	61	26,935	137	137	149
East North Central	-10	+1	-5	98	27,106	-2	+6	96	41,072	153	141	145
West North Central	+3	+9	+3	48	11,195	-15	0	48	15,777	141	172	153
South Atlantic	-6	+2	+1	71	17,580	+1	+4	69	30,907	180	166	177
East South Central	-6	+10	-9	29	6,260	-2	+5	28	10,610	173	167	184
West South Central	-5	+6	-3	49	12,077	-6	+8	49	21,522	178	180	175
Mountain	-8	+11	-6	21	4,662	-5	+9	21	6,734	144	140	147
Pacific	-11	+18	-8	62	18,049	-15	+7	61	24,644	138	143	152
Wiring supplies, construction materials distributors	-5	+7	-4	129	11,055	-5	0	94	12,753	151	153	168
New England	-2	+9	-3	13	688	0	+1	5	221	118	151	151
Middle Atlantic	-1	+13	-3	28	1,140	+4	+1	20	1,829	199	195	229
East North Central	+1	+12	+1	35	4,065	-6	+1	29	4,841	148	158	172
West North Central	+2	+12	+1	9	1,043	-5	-2	7	1,064	192	209	241
South Atlantic	-17	-4	-9	19	1,842	-5	-4	15	1,866	113	97	112
South Central	-8	+9	-6	14	1,478	-8	+3	11	1,823	155	165	179
Mountain	-20	-2	-18	6	351	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-4	-6	-3	5	448	-6	-8	4	796	[4] 178	184	183
Appliances and specialties wholesalers	-18	+2	-13	108	19,358	-12	+2	89	23,212	155	144	158
New England	-16	-6	-6	13	1,943	-22	+6	11	1,798	106	111	92
Middle Atlantic	-19	-2	-13	23	6,601	-3	+1	17	5,410	150	124	149
East North Central	-7	+7	-9	14	2,740	-5	0	9	3,407	164	160	190
West North Central	-6	+16	-3	11	1,641	-7	+4	11	2,251	137	138	153
South Atlantic	-13	+1	-13	16	1,714	+5	+6	16	3,128	182	151	174
South Central	-27	-5	-19	11	1,513	-19	-2	9	2,681	183	163	177
Mountain	-37	-6	-22	9	1,422	-29	-2	8	2,116	184	170	175
Pacific	-17	+26	-23	11	1,784	-26	+8	8	2,421	154	163	176
Furniture and house furnishings	-9	+21	-12	85	15,319	-11	+3	68	24,901	184	186	219
New England	+2	+23	-4	6	923	-1	+5	5	1,347	155	155	181
Middle Atlantic	-6	+17	-3	14	2,475	-10	-1	10	3,621	199	202	250
East North Central	-9	+30	-8	9	2,037	-7	+4	8	3,916	207	206	259
West North Central	-10	+15	-8	13	2,018	-14	+3	13	4,355	216	227	241
South Atlantic	-9	+18	-13	12	991	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-24	+5	-22	12	1,826	-11	+7	12	3,694	202	175	199
Mountain	+2	+28	-11	9	2,797	-15	+4	9	4,544	162	195	200
Pacific	-15	+34	-19	7	2,010	-8	+2	5	2,068	115	107	157
Hardware	-8	+20	-9	156	59,410	-2	-3	130	137,934	263	247	325
Middle Atlantic	-8	+38	-11	30	8,044	+18	+4	24	17,074	243	188	324
East North Central	-3	+15	-6	30	12,307	-4	+3	29	28,401	237	240	265
West North Central	-3	+18	-5	19	10,662	-5	-16	19	30,844	289	295	408
South Atlantic	-13	+13	-13	20	4,133	-2	-1	16	10,589	300	261	342
East South Central	-12	+5	-9	10	4,016	-2	+6	8	9,218	260	232	254
West South Central	-3	+10	-3	18	5,203	+2	0	12	9,074	284	267	304
Mountain	-33	+45	-22	7	2,102	-15	+3	4	2,895	290	193	444
Pacific	-9	+27	-13	19	12,607	-6	-1	15	29,168	262	254	336
Industrial supplies	-8	+11	-8	150	21,304	0	+1	126	39,474	211	193	234
New England	+2	+17	-3	15	1,730	-3	+3	13	3,634	235	243	274
Middle Atlantic	-6	+11	-10	28	3,318	+2	+1	22	5,813	196	180	218
East North Central	-14	+14	-14	24	5,142	+6	+1	22	8,766	180	143	203
West North Central	0	+11	-8	16	1,910	-4	+2	15	3,243	175	183	188
South Atlantic	-10	+6	-7	21	1,855	+3	+1	18	4,573	264	228	276
East South Central	-5	+14	-7	8	1,827	-4	+2	8	4,856	266	263	296
West South Central	-6	+6	-2	28	4,458	-3	0	18	6,250	216	210	242
Pacific	-8	+9	-12	10	1,064	+2	-2	10	2,339	220	198	244
Jewelry	-15	+20	-13	117	5,047	-11	+1	70	11,055	291	283	354
New England	-7	+18	-3	7	361	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-13	+23	-13	39	1,930	-22	+2	20	3,041	268	305	350
East North Central	-20	+23	-18	31	1,335	-8	-2	20	3,458	283	256	356
West North Central	-8	+16	-3	12	696	-3	-4	10	2,040	298	282	360
South Atlantic	-19	+1	-12	6	230	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-10	+4	-10	5	143	+2	+2	4	538	390	351	395
Pacific	-21	+18	-15	14	339	-12	+15	9	1,223	420	388	451

See footnotes at end of table.

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

MARCH 1954

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

Geographic division and kind of business	Sales: Percent change Mar. 1954 from Mar. 1953	Sales: Percent change Mar. 1954 from Feb. 1954	Sales: Percent change 3 mo. 1954 from 3 mo. 1953[2]	Sales: March 1954 panel: Number of establishments reporting	Sales: March 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from Mar. 1953	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from Feb. 1954	Inventory, end-of-month (at cost): March 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1954	Stock-sales ratios[1] (percent): Mar. 1953	Stock-sales ratios[1] (percent): Feb. 1954
Lumber and building materials	0	+24	-8	79	$13,705	-2	+5	60	$14,276	136	140	162
Middle Atlantic	+13	+28	+6	16	3,216	+29	+16	10	1,707	71	64	75
East North Central	-1	+30	-10	12	1,892	+3	+1	9	1,732	108	107	142
West North Central	+10	+23	-4	7	741	+12	+21	4	451	110	100	113
South Atlantic	0	+12	-5	12	1,715	-1	0	10	1,591	176	190	201
South Central	-1	+14	-6	4	886	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-2	+36	-13	7	2,273	-10	+5	6	3,312	155	172	200
Pacific	-19	+23	-23	7	1,180	+14	+7	6	2,241	193	136	222
Machinery equipment, supplies (except electrical)	-13	+4	-12	50	8,084	-3	+2	39	16,886	242	216	251
New England	-4	+24	-9	5	425	-3	-2	4	962	303	289	364
Middle Atlantic	-20	+15	-17	10	1,270	-2	-1	7	1,861	159	129	187
East North Central	-7	+5	+3	11	2,119	-1	+1	8	3,962	250	229	287
South Atlantic	-11	+3	-7	8	783	-5	0	7	2,248	307	286	315
South Central	-14	-13	-13	6	1,327	+3	+4	5	4,487	343	285	283
Pacific	-23	+29	-28	7	1,039	-12	+3	5	2,042	274	252	386
Metals	-16	+17	-17	47	14,971	+4	0	42	26,615	181	148	213
Paints and varnishes	-5	+10	-4	48	5,766	+5	0	44	16,749	297	267	325
Plumbing and heating supplies	-5	+17	-11	132	15,631	-6	+2	114	29,887	215	217	247
New England	-2	+11	-7	6	272	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-10	+27	-15	30	2,194	-4	+1	23	3,720	197	186	254
East North Central	-5	+13	-6	16	1,295	+2	+3	14	3,122	279	257	302
West North Central	+2	+7	+2	16	1,386	-1	+6	14	3,439	267	276	269
South Atlantic	-5	+17	-10	39	7,138	-7	+1	39	13,897	195	199	226
East South Central	-9	+21	-22	10	1,503	-12	+3	9	3,003	203	208	237
Refrigeration equipment, parts (commercial)	+12	+29	+9	75	2,275	+6	+6	64	4,404	262	259	308
Middle Atlantic	+6	+30	+13	14	727	-10	-2	11	967	193	207	264
East North Central	+14	+14	+12	16	281	+28	+12	13	769	356	323	364
West North Central	+35	+28	-5	5	158	-5	+20	5	395	250	356	267
South Atlantic	-2	+20	0	24	561	+10	+5	24	1,642	293	261	335
Pacific	+69	+53	+23	9	230	+7	+4	7	263	302	378	332
Surgical, medical equipment, supplies	-1	+9	-1	34	5,413	-4	+6	27	6,281	147	149	153
Beer	-1	+18	-5	36	1,488	-2	+3	32	777	57	58	66
Middle Atlantic	+6	+27	-3	9	426	-6	+11	8	126	30	34	34
East North Central	-1	+11	0	9	314	-14	-8	8	150	52	60	62
South Atlantic	-7	+11	-12	4	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+3	+25	-4	8	304	0	+1	8	215	71	73	87
Chemicals, industrial	-13	-11	-6	17	2,607	+3	+2	12	1,749	78	64	66
Clothing and furnishings (except shoes)	-11	-10	-8	13	3,283	-3	-13	10	4,107	165	156	189
Coal	-5	+7	-2	20	3,717	-26	-14	18	2,370	66	85	83
Confectionery	+2	+15	-2	42	1,418	-1	+4	24	800	102	107	116
Middle Atlantic	0	+22	-4	9	452	-6	-7	5	217	97	97	130
East North Central	+12	+11	+2	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+2	+16	-4	10	235	-13	+19	6	166	101	122	98
East South Central	-4	+7	-3	9	192	-29	-13	5	20	43	64	58
West South Central	0	+8	-1	4	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	+7	+20	+5	26	8,567	+24	-7	20	2,140	27	23	35
Drugs and sundries (liquor excluded)	+4	+13	-5	203	69,359	(4)	(4)	(4)	(4)	(4)	(4)	(4)
New England	+8	+16	0	11	2,864							
Middle Atlantic	0	+12	-6	25	11,339							
East North Central	+9	+12	-2	29	12,339							
West North Central	+6	+14	-5	19	6,812							
South Atlantic	+8	+14	-6	29	8,216							
East South Central	-2	+15	-9	18	4,142							
West South Central	+6	+11	-7	32	8,609							
Mountain	+1	+13	-10	13	2,361							
Pacific	+2	+16	-4	27	12,677	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Dry goods	-3	+14	-7	151	40,362	-1	+1	124	68,548	206	203	229
New England	-3	+38	-11	6	648	-10	+11	6	1,064	164	176	204
Middle Atlantic	-3	+21	-11	45	7,050	0	-1	32	7,615	224	217	282
East North Central	-5	+13	-8	12	4,394	-11	-3	12	6,029	137	146	161
West North Central	+1	+10	-4	17	15,102	+4	+2	16	33,306	221	216	239
South Atlantic	-13	+10	-12	20	3,732	-1	+3	16	7,861	218	192	233
East South Central	-4	+15	-7	14	1,514	-2	-2	9	3,016	260	254	309
West South Central	-5	+9	-6	14	2,552	-13	+2	14	4,306	169	185	181
Mountain	-11	+5	-2	5	418	-9	+5	5	1,337	320	313	321
Pacific	+1	+17	-8	18	4,952	-5	+1	14	4,014	197	208	221
Farm supplies	+11	+47	+6	22	10,707	+16	-4	12	2,694	53	56	65
Fresh fruits and vegetables	-11	+8	-7	64	5,484	-8	-2	41	912	30	27	34
New England	-3	+25	-7	7	289	-4	-4	6	51	27	28	38
Middle Atlantic	-3	+5	-6	19	1,389	-5	+3	10	36	8	7	9
East North Central	-25	+6	-12	14	1,402	-28	+18	7	46	14	10	14
West North Central	-1	+36	-8	7	591	-11	-3	7	212	36	40	50
South Atlantic	-18	-2	-11	5	269	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-1	+12	-5	4	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-8	+7	-2	4	1,012	(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 1954

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

Geographic division and kind of business	Sales: Percent change, Mar. 1954 from-- Mar. 1953	Sales: Percent change, Mar. 1954 from-- Feb. 1954	Sales: 3 mo. 1954 from 3 mo. 1953[2]	Sales: March 1954 panel: Number of establishments reporting	Sales: March 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from-- Mar. 1953	Inventory, end-of-month (at cost): Percent change, Mar. 1954 from-- Feb. 1954	Inventory, end-of-month (at cost): March 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): March 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Mar. 1954	Mar. 1953	Feb. 1954
Groceries, total	+4	+12	+4	834	$152,916	+4	+2	667	$142,071	124	124	135
Nonaffiliated full-line wholesalers[5]	0	+11	-3	552	58,050	0	+1	461	60,466	129	128	141
New England	+4	0	+1	6	1,172	+6	+12	5	2,318	211	209	187
Middle Atlantic	+8	+11	+5	18	3,208	+14	-4	11	3,748	145	137	169
East North Central	+3	+16	+1	136	11,251	+1	-3	129	12,129	119	121	141
West North Central	+3	+16	-3	58	6,337	-1	+2	45	6,139	125	129	142
South Atlantic	0	+11	-3	66	8,558	+3	0	37	7,786	139	133	153
East South Central	+3	+14	-2	39	4,783	-9	-6	31	4,308	114	130	139
West South Central	+1	+9	-4	99	13,821	-1	+1	76	13,360	127	131	136
Mountain	-12	+12	-12	23	2,161	-8	0	23	3,349	155	148	175
Pacific	-10	+7	-10	107	6,759	-1	+16	104	7,329	119	105	108
Voluntary-group wholesalers	+9	+6	+10	184	63,844	+8	+2	136	58,745	123	124	129
New England	+11	-7	+16	10	4,004	0	+1	7	2,009	117	127	127
Middle Atlantic	+6	+5	+14	32	12,615	+7	-2	22	8,089	129	121	142
East North Central	+14	+5	+10	42	11,282	+12	+1	30	9,943	109	113	112
West North Central	+15	+9	+15	59	22,469	+10	+4	59	27,659	123	128	130
South Atlantic	+6	+11	+4	12	3,062	+3	-3	6	1,742	111	120	135
Pacific	-2	+6	-2	23	5,791	+9	+8	6	3,006	140	118	139
Retailer-cooperative warehouses	+12	+30	+10	17	13,505	+6	+6	11	6,512	89	101	108
Specialty lines wholesalers	-7	+24	0	81	17,517	+1	+7	59	16,348	131	119	145
Middle Atlantic	-5	+17	+4	16	4,661	+8	-11	9	2,910	122	106	140
East North Central	-3	+13	+2	8	886	+10	+4	6	373	66	75	76
South Atlantic	+5	+33	0	13	2,011	+7	-3	9	1,766	97	95	134
East South Central	+6	+11	-1	4	245	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-3	+18	-3	4	205	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-12	+30	-4	26	7,608	-4	+18	22	9,498	165	143	178
Leather and shoe findings	-3	+20	-7	25	443	-6	-1	12	982	442	442	587
Middle Atlantic	-9	+32	-14	6	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-12	+18	-7	4	46	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	+12	-7	6	209	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-2	+10	-1	38	17,799	-2	+11	33	6,868	43	45	43
Middle Atlantic	-9	+5	-4	10	3,329	-5	+12	10	2,003	60	57	56
East North Central	+5	+17	+3	12	6,634	-3	+19	10	2,417	40	43	39
South Central	+6	+10	+9	4	3,571	-8	0	4	1,291	36	41	40
Pacific	-15	+2	-15	5	3,314	+25	+11	4	856	38	29	37
Paper and its products	-1	+7	+2	53	8,942	+4	-1	33	7,665	126	121	133
New England	+4	+4	+8	6	340	+4	+1	5	383	199	207	191
Middle Atlantic	-3	+7	-2	12	2,483	-4	-2	7	1,160	78	81	82
East North Central	-2	+8	+4	16	3,602	+5	+2	10	2,885	97	92	102
South Atlantic	+7	+15	+3	5	800	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+9	+10	+6	4	322	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	-2	0	6	1,037	-2	-5	5	1,947	249	245	246
Petroleum	+1	0	+5	28	6,700	-19	-13	28	4,062	61	76	70
Shoes and other footwear	-2	-2	+1	35	23,992	+11	-8	32	29,213	124	110	132
Tobacco products	+4	+13	-1	259	40,371	-7	-4	156	16,835	61	68	71
New England	+3	+5	-3	26	2,571	+14	+3	8	451	69	63	63
Middle Atlantic	+5	+15	0	57	13,967	-15	-1	36	7,351	67	83	77
East North Central	+6	+14	-1	62	8,420	-2	-6	37	2,768	55	60	66
West North Central	0	+7	-2	39	4,835	+8	+1	33	2,483	59	55	63
South Atlantic	+4	+15	-3	22	4,940	-10	-19	17	2,236	54	61	76
East South Central	-2	+6	-3	12	1,288	+7	+5	8	632	62	56	61
West South Central	+1	+15	-4	23	1,897	+5	+5	7	380	47	48	52
Mountain	+6	+12	-1	7	431	+11	-6	5	239	62	61	75
Pacific	+13	+23	+2	11	2,022	+8	+2	5	295	66	65	79
Wines and spirits[6]	-3	+21	-5	327	102,286	+5	+1	254	107,569	136	123	159
New England	-14	+20	-10	23	4,869	-7	-2	15	2,775	114	105	137
Middle Atlantic	-3	+15	-4	56	29,029	+7	-3	49	33,249	133	118	158
East North Central	+2	+12	0	44	14,059	-1	-7	32	13,048	117	118	142
West North Central	+2	+11	+3	40	7,527	+3	+9	29	6,401	145	145	144
South Atlantic	+1	+13	-4	48	15,702	+15	-1	41	18,492	137	118	156
East South Central	-5	+18	-12	12	2,285	+2	+9	9	4,047	214	201	232
West South Central	-1	+6	-5	43	9,920	+2	+2	34	14,102	161	156	165
Mountain	-4	+14	-4	15	2,067	+31	+15	13	2,403	150	108	148
Pacific	-10	+91	-11	46	16,828	+2	+19	32	13,052	124	106	189
Miscellaneous	-37	-31	+7	29	5,829	-21	-4	18	5,277	146	103	92

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

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

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

[4] Data withheld because of incomplete reporting of inventories at time of publication. These data will be included with the April 1954 bulletin.

[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., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

APRIL 1954

FOR RELEASE
JUNE 3, 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 4,364 wholesale establishments in various kinds of business.

SALES

April 1954 sales of merchant wholesalers dropped 5 percent below the previous month and were also down 5 percent from a year ago. Cumulative sales for the first four months of 1954 were 4 percent below the corresponding period of last year.

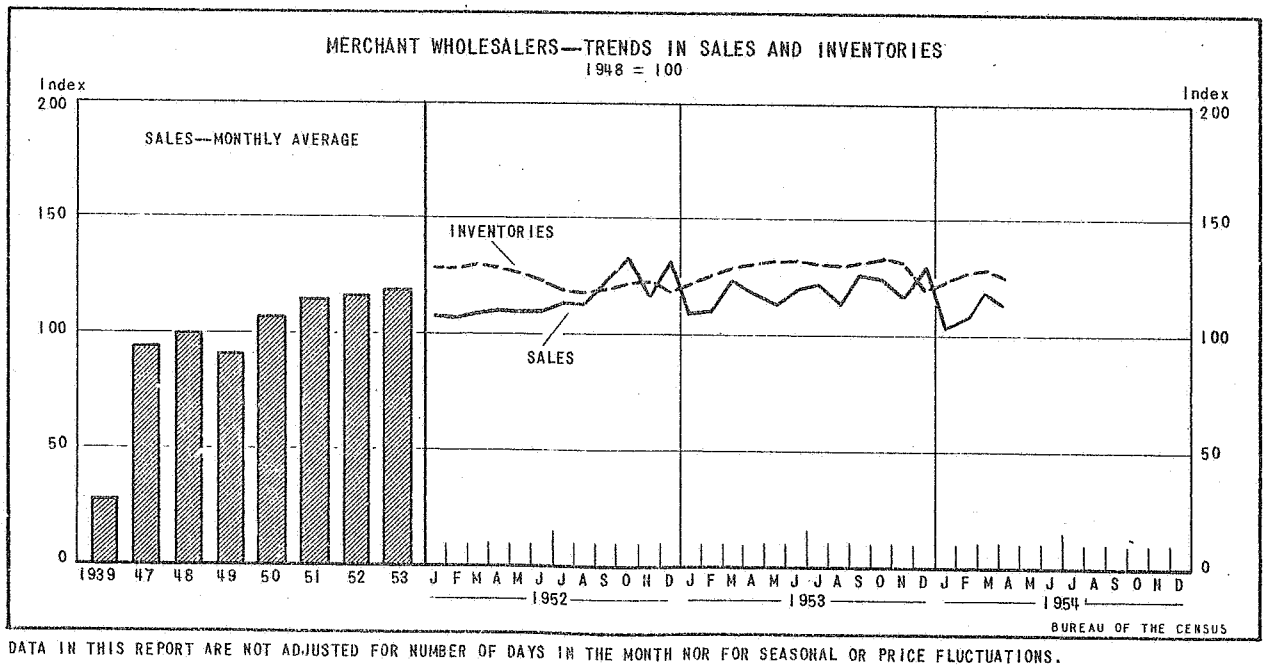
All geographic divisions reflected sales declines from a month earlier as well as below April a year ago. The West North Central Division noted the principal decline (8%) from the previous month, while two divisions--the East North Central and Mountain--indicated the sharpest drop (8%) below year-ago sales.

Of the 37 kinds of business covered in this report, 24 indicated sales below the previous month. Coal wholesalers, down seasonally 28 percent, showed the most substantial decline. Industrial chemical wholesalers, up 23 percent, led the ten trades reflecting sales gains. In comparison with April sales a year ago, most trades reflected declines. Of the seven kinds of business showing gains over April 1953, commercial refrigeration equipment and parts wholesalers (up 18%) and farm supplies dealers (up 21%) reported the principal gains. In the grocery group, nonaffiliated full-line grocery wholesalers were down 2 percent from last year but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced gains of 10 to 13 percent. However, all grocery wholesalers reported sales below the previous month.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of April showed no change during the month but were down 4 percent from stocks on hand April 30, 1953. Based on reports of 3,429 establishments submitting inventory figures in conjunction with sales data, the April stock-sales ratio of 167 percent was 9 points above the previous month and 2 points higher than reported for April 1953.

By geographic division, there were only minor changes in inventories from the previous month. However, compared with a year ago, there was greater variation. While the Middle Atlantic Division showed an increase (2%) over stocks on hand last April 30, all other divisions reported declines, with the Mountain Division showing the sharpest drop (9%).



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 1954

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

Geographic division and kind of business	Sales: Percent change Apr. 1954 from Apr. 1953	Sales: Percent change Apr. 1954 from Mar. 1954	Sales: Percent change 4 mo. 1954 from 4 mo. 1953[2]	Sales: April 1954 panel: Number of establishments reporting	Sales: April 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from Apr. 1953	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from Mar. 1954	Inventory, end-of-month (at cost): April 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1954	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Mar. 1954
United States, total[3]	-5	-5	-4	4,364	$802,602	-4	0	3,429	$1,127,246	167	165	158
New England	-1	-4	-1	262	36,966	-1	+1	186	43,452	157	156	147
Middle Atlantic	-6	-4	-4	741	154,329	+2	+1	559	174,436	144	132	139
East North Central	-8	-7	-3	835	147,199	-4	-1	684	193,605	151	143	142
West North Central	-1	-8	+1	559	108,683	-7	-2	428	165,658	178	188	170
South Atlantic	-5	-4	-5	540	89,081	-4	-1	435	139,154	178	175	172
East South Central	-6	-3	-6	209	34,489	-4	-2	166	53,210	180	175	178
West South Central	-3	-2	-5	402	73,963	-5	-1	322	118,373	188	191	184
Mountain	-8	-2	-9	184	27,177	-9	-2	155	41,066	174	176	170
Pacific	-4	-7	-7	579	108,842	-7	0	441	148,358	171	177	159
Automotive supplies	-15	+3	-9	407	18,065	-13 -38	0	253	42,171	315	422	316
New England	-3	+2	-5	20	714	-20	+1	9	1,488	290	363	285
Middle Atlantic	-18	+6	-14	50	939	0	0	44	2,662	344	285	375
East North Central	-12	+2	-10	77	3,501	-6	+5	67	10,186	307	285	297
West North Central	-13	+9	-6	106	4,616	-16	-1	33	7,490	329	316	338
South Atlantic	-26	-4	-12	22	2,522	-20	-3	20	7,765	311	286	308
East South Central	-29	-9	-10	4	546	-18	0	4	1,605	294	256	268
West South Central	-14	+5	-8	13	1,839	-18	-2	12	5,988	330	345	354
Mountain	-6	-1	0	23	574	-2	0	19	1,299	344	338	324
Pacific	-12	+2	-10	92	2,814	-6	-2	45	3,688	293	257	290
Electrical group, total	-11	-8	-7	707	141,032	-10	+1	640	224,425	171	168	154
Full-line wholesalers	-12	-9	-6	474	112,426	-10	+1	466	190,154	171	168	154
New England	-5	-2	-2	33	6,809	-9	+1	33	11,012	162	170	157
Middle Atlantic	-16	-19	-7	67	16,146	-13	-2	64	26,651	169	163	138
East North Central	-13	-7	-7	94	24,796	-3	+2	92	40,784	166	149	152
West North Central	-13	-16	-1	48	9,405	-15	+3	48	16,267	173	177	141
South Atlantic	-8	-4	-1	72	16,793	-9	-2	70	30,381	185	189	180
East South Central	-18	-5	-11	28	5,838	-9	-5	28	10,107	173	155	173
West South Central	-7	-3	-4	49	11,698	-9	+7	49	22,939	196	200	178
Mountain	-12	-10	-8	21	4,189	-10	0	21	6,717	160	157	144
Pacific	-11	-7	-9	62	16,752	-16	+3	61	25,296	152	162	138
Wiring supplies, construction materials distributors	-8	0	-5	121	10,018	-2	+2	83	11,240	160	147	150
New England	-9	+7	-4	12	645	+20	+11	4	146	134	154	128
Middle Atlantic	+2	+3	-2	27	1,219	0	+1	18	1,733	183	181	187
East North Central	-8	-8	-1	32	3,423	+1	+7	26	4,398	162	149	140
West North Central	+11	+11	+3	6	905	+23	+6	4	717	227	174	206
South Atlantic	-26	-4	-14	17	1,695	-7	-1	13	1,717	120	92	110
South Central	+3	+21	-4	12	1,210	-16	-6	8	1,195	163	199	200
Mountain	-17	+4	-18	6	366	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	-4	-2	9	555	-10	0	8	1,020	184	208	177
Appliances and specialties wholesalers	-9	-7	-12	112	18,588	-11	+1	91	23,031	174	175	159
New England	-8	-14	-6	14	1,720	-1	+18	12	2,224	152	136	107
Middle Atlantic	-14	-5	-14	23	6,099	0	-5	16	5,098	151	135	157
East North Central	+9	-6	-5	18	2,537	+11	+6	13	3,593	197	179	164
West North Central	-2	-16	-3	12	2,229	-14	-1	10	2,133	201	210	156
South Atlantic	-8	+3	-11	16	1,760	-3	+3	16	3,214	183	173	182
South Central	-24	-4	-20	10	1,046	-19	+7	8	2,381	238	223	215
Mountain	-22	-5	-22	9	1,563	-36	-5	8	2,061	167	206	156
Pacific	-2	-4	-18	10	1,634	-31	-4	8	2,327	157	215	154
Furniture and house furnishings	-7	0	-11	82	15,239	-12	-1	66	24,666	181	192	185
Middle Atlantic	+3	-4	-2	14	2,510	-11	-1	11	4,040	202	226	194
East North Central	-12	+4	-9	9	2,123	-15	-8	8	3,593	184	192	207
West North Central	-12	+7	-9	13	2,168	-14	-2	13	4,289	198	203	216
South Atlantic	-8	-1	-12	12	983	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-12	+3	-19	12	1,887	-13	-3	12	3,577	190	193	202
Mountain	-9	+3	-11	6	966	-8	-1	5	1,847	208	210	212
Pacific	-3	-4	-14	11	3,753	-13	+6	9	5,023	141	159	128
Hardware	-8	0	-9	174	60,818	-7	-2	146	140,348	263	257	268
Middle Atlantic	-10	+2	-10	36	8,905	-5	-4	28	18,333	236	224	249
East North Central	-11	-2	-7	33	12,508	-10	-3	32	28,720	236	233	238
West North Central	-9	-1	-6	22	10,350	-6	-5	22	29,512	285	276	294
South Atlantic	-3	+11	-11	19	4,394	-3	-4	15	9,903	266	264	307
East South Central	-5	+5	-8	13	4,286	-2	-3	11	9,153	240	231	262
West South Central	-2	+5	-3	19	5,446	-5	-3	13	8,775	264	274	284
Mountain	-3	+6	-17	8	2,348	-9	+4	5	3,584	320	352	308
Pacific	-11	-6	-12	21	12,402	-9	+2	17	31,883	290	283	268
Industrial supplies	-15	-5	-10	138	18,142	0	-1	109	33,839	226	187	212
New England	-4	-2	-3	16	1,789	+4	+4	13	3,793	244	229	235
Middle Atlantic	-15	-5	-11	24	2,249	+4	0	18	3,816	203	161	190
East North Central	-25	-12	-17	22	4,130	+1	-2	19	7,464	200	142	176
West North Central	-17	-12	-11	11	1,219	+6	-5	10	1,928	182	167	166
South Atlantic	-13	-4	-8	19	1,612	-6	-7	16	3,837	253	232	262
East South Central	-17	-5	-10	8	1,508	-1	+1	7	4,572	313	263	296
West South Central	-7	+4	-3	28	4,616	+1	+2	16	6,168	225	190	215
Pacific	-17	-4	-13	10	1,019	-7	-3	10	2,261	222	199	218
Jewelry	-15	-10	-13	117	4,578	-9	-4	66	10,384	325	297	293
New England	-13	-2	-6	8	374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-17	-13	-14	35	1,544	-17	-5	19	2,803	314	293	273
East North Central	-19	-17	-19	30	1,151	-8	-3	18	3,406	332	291	278
West North Central	-13	-8	-6	15	710	-5	-3	12	2,243	322	295	304
South Atlantic	-4	+3	-10	6	236	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-3	+1	-8	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-15	+5	-15	17	410	-3	-3	8	1,040	458	419	506

See footnotes at end of table.

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

APRIL 1954

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

Geographic division and kind of business	Sales: Percent change Apr. 1954 from Apr. 1953	Sales: Percent change Apr. 1954 from Mar. 1954	Sales: 4 mo. 1954 from 4 mo. 1953[2]	Sales: April 1954 panel: Number of establishments reporting	Sales: April 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from Apr. 1953	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from Mar. 1954	Inventory, end-of-month (at cost): April 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1954	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Mar. 1954
Lumber and building materials	-1	+10	-6	82	$14,619	-8	-3	58	$13,359	121	132	137
Middle Atlantic	+2	+19	+5	18	3,736	+19	-9	11	1,569	53	47	71
East North Central	+5	+3	-6	13	1,517	-4	-5	8	1,252	109	119	112
West North Central	+19	-1	+1	6	690	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-15	-3	-8	12	1,664	-3	-1	9	1,540	184	183	185
South Central	0	+8	-4	4	961	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-2	+7	-10	7	2,431	-20	-1	6	3,267	146	183	155
Pacific	-5	+24	-18	8	1,618	+5	-5	6	2,133	145	131	193
Machinery equipment, supplies (except electrical)	-17	-3	-13	47	7,560	+1	+1	37	16,044	251	195	238
New England	-9	-3	-9	4	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-26	-12	-19	8	900	+9	+1	6	1,610	189	128	168
East North Central	+18	+2	+7	11	2,157	-2	-4	8	3,431	217	219	225
South Atlantic	-17	-1	-10	7	776	0	+3	6	2,323	320	269	307
South Central	-43	-20	-21	6	1,064	+2	+2	5	4,565	447	243	343
Pacific	-18	+12	-25	8	1,252	+11	+2	6	2,288	253	196	271
Metals	-23	-10	-18	50	13,489	-2	-2	45	25,575	194	153	178
Paints and varnishes	+2	+18	-3	48	6,804	-1	0	44	16,748	252	258	297
Plumbing and heating supplies	-2	+4	-9	137	16,286	-5	0	115	30,198	209	215	217
New England	+15	0	-2	6	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-4	-1	-12	29	2,012	-3	+3	22	3,445	200	197	187
East North Central	-1	+3	-5	17	1,390	+4	-4	15	3,138	260	245	278
West North Central	+4	+13	+3	15	1,427	-1	0	13	3,197	241	254	275
South Atlantic	-1	+4	-8	40	7,428	-6	0	40	13,955	188	197	195
East South Central	-15	+1	-20	10	1,514	-11	+3	9	3,106	208	198	203
Refrigeration equipment, parts (commercial)	+18	+18	+12	73	2,589	+7	+6	63	4,374	216	240	258
Middle Atlantic	+13	+13	+13	14	824	-12	+3	11	998	173	202	193
East North Central	+14	+14	+13	14	233	+2	-4	11	488	287	371	364
South Atlantic	+20	+36	+6	25	762	+18	+8	25	1,769	232	237	293
Pacific	+65	+4	+34	9	237	+11	+6	7	278	221	369	302
Surgical, medical equipment, supplies	0	-1	-1	35	5,394	+9	+2	26	6,998	142	130	138
Beer	-4	+6	-5	31	1,456	-8	+3	29	739	52	55	53
Middle Atlantic	-13	-6	-6	7	337	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+5	+11	+1	9	485	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-3	+12	-9	4	364	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-4	+6	-4	6	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial	-7	+23	-6	16	3,091	+8	-3	10	1,593	59	52	79
Clothing and furnishings (except shoes)	-6	-13	-7	14	2,139	-1	-5	9	2,948	218	215	191
Coal	-23	-28	-7	12	2,579	-38	0	10	2,213	89	110	64
Confectionery	-2	-5	-2	36	1,166	-6	-1	20	589	106	109	100
Middle Atlantic	-2	-5	-4	9	429	-13	-3	5	210	93	101	97
East North Central	-6	-7	0	4	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	+2	-3	8	179	-1	+5	4	100	93	92	90
East South Central	+3	+5	-2	8	200	-25	+35	5	27	61	78	43
Dairy and poultry products	-3	-17	+2	25	6,694	-2	+33	17	2,621	41	42	25
Drugs and sundries (liquor excluded)	+2	-7	-3	202	63,489	0	0	162	98,085	187	189	175
New England	+1	-6	0	10	2,663	+13	+5	8	3,935	203	185	180
Middle Atlantic	+2	-2	-4	25	11,040	+3	0	18	11,840	170	165	169
East North Central	+2	-8	-1	26	10,340	0	+2	21	14,596	171	171	154
West North Central	+2	-6	-4	19	6,404	+3	-2	16	9,471	173	173	166
South Atlantic	+2	-9	-4	28	6,932	-1	+2	22	11,264	195	203	173
East South Central	+5	-9	-6	19	3,819	+4	+1	13	6,221	204	199	186
West South Central	+4	-5	-5	34	8,512	-4	-3	27	15,170	216	229	217
Mountain	-3	-8	-8	13	2,176	-3	0	11	4,989	242	243	223
Pacific	+1	-9	-2	28	11,603	-1	+1	26	20,599	178	182	161
Dry goods	-6	-14	-7	158	35,296	-14	-3	128	66,929	226	258	206
New England	-8	-3	-10	6	626	+1	+6	6	1,035	165	150	152
Middle Atlantic	-13	-17	-11	43	5,613	+3	+7	30	7,537	242	251	224
East North Central	-9	-16	-9	15	4,054	-11	+1	15	6,987	172	176	142
West North Central	-1	-14	-3	17	12,946	-21	-6	16	31,321	242	306	221
South Atlantic	-5	-12	-11	22	3,322	-7	-6	16	6,791	232	235	217
East South Central	-6	-17	-7	13	1,246	-10	-5	9	2,859	314	319	260
West South Central	+5	-12	-3	16	2,540	-31	-3	16	4,871	192	226	174
Mountain	+3	+15	-1	5	392	-7	+1	4	1,070	308	342	342
Pacific	-15	-13	-10	21	4,557	-9	-5	16	4,458	212	213	202
Farm supplies	+21	-15	+10	18	9,025	+13	-14	9	2,155	45	53	50
Fresh fruits and vegetables	-6	+13	-6	60	5,888	-3	-9	39	783	24	23	30
New England	-12	+3	-9	7	297	-4	+4	6	53	28	23	27
Middle Atlantic	-4	+4	-6	18	1,390	-13	-23	10	27	8	8	10
East North Central	-3	+42	-9	15	2,007	+3	+36	9	75	9	10	14
West North Central	-13	-1	-9	7	588	-12	-11	7	188	32	32	36
East South Central	-8	-7	-5	4	254	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	0	-1	5	1,030	(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 1954

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

Geographic division and kind of business	Sales: Percent change Apr. 1954 from-- Apr. 1953	Sales: Percent change Apr. 1954 from-- Mar. 1954	Sales: 4 mo. 1954 from 4 mo. 1953[2]	Sales: April 1954 panel: Number of establishments reporting	Sales: April 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from-- Apr. 1953	Inventory, end-of-month (at cost): Percent change, Apr. 1954 from-- Mar. 1954	Inventory, end-of-month (at cost): April 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): April 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): Apr. 1954	Stock-sales ratios[1] (percent): Apr. 1953	Stock-sales ratios[1] (percent): Mar. 1954
Groceries, total	+6	-4	+4	847	$148,414	+4	-2	677	$141,201	125	128	124
Nonaffiliated full-line wholesalers[4]	-2	-4	-3	556	56,843	-3	-4	465	59,657	128	130	130
New England	+4	+4	+2	7	1,597	-1	-3	6	2,747	180	190	195
Middle Atlantic	+3	-7	+5	17	2,897	+19	0	11	3,753	155	135	145
East North Central	-1	-10	+1	133	9,999	+3	-4	126	11,484	127	120	119
West North Central	-10	-6	-5	64	6,331	-1	-3	50	6,536	131	118	130
South Atlantic	-1	-2	-3	65	8,240	+1	-2	37	7,651	138	136	139
East South Central	+2	-5	-1	37	4,511	-1	-2	29	4,329	122	127	118
West South Central	+3	-1	-2	102	13,879	+1	-4	79	13,117	122	129	127
Mountain	-12	-5	-12	24	2,187	-19	-16	22	2,817	137	150	155
Pacific	-8	+5	-9	107	7,202	-22	-4	105	7,223	108	128	119
Voluntary-group wholesalers	+11	-2	+10	183	62,174	+8	-1	136	57,634	122	128	122
New England	+8	-4	+14	11	4,003	+4	0	8	2,231	115	121	117
Middle Atlantic	+10	-4	+13	31	11,995	+10	-1	22	7,997	118	126	129
East North Central	+13	+2	+11	42	11,661	+10	-2	29	9,429	102	108	110
West North Central	+17	-5	+15	58	21,334	+9	0	58	27,524	129	138	123
South Atlantic	+8	-3	+5	12	2,775	+2	0	7	1,990	122	131	115
Pacific	+4	+11	-1	21	5,734	+19	0	4	2,005	133	117	134
Retailer-cooperative warehouses	+10	-13	+10	20	11,760	+16	0	14	6,522	102	98	89
Specialty lines wholesalers	+13	-4	+3	88	17,637	+9	+1	62	17,388	134	139	133
Middle Atlantic	+35	+10	+11	19	5,398	+16	-1	10	3,107	105	116	129
East North Central	+25	-11	+7	9	796	+14	-7	6	348	75	76	66
South Atlantic	+8	-4	+2	15	1,992	+11	-1	10	1,841	102	100	99
East South Central	+1	-18	0	5	548	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+8	0	0	5	392	(x)	(x)		(x)	(x)	(x)	(x)
Pacific	0	-10	-3	26	6,825	+3	+1	22	9,553	174	177	165
Leather and shoe findings	-8	+3	-7	22	435	-6	-2	11	966	451	442	450
Middle Atlantic	-3	+11	-12	4	30	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-2	+15	-3	4	85	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-24	-11	-12	4	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-7	+7	-7	6	223	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	-3	-1	-2	39	17,858	-2	0	35	7,005	45	44	43
Middle Atlantic	0	+11	-3	10	3,691	-5	-5	10	1,893	51	54	60
East North Central	-14	-16	-1	13	5,781	-6	+4	12	2,620	49	45	39
South Central	+12	+4	+10	4	3,702	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	0	+14	-12	5	3,771	+18	-8	4	785	35	27	38
Paper and its products	-3	-4	0	56	9,215	+2	+2	40	9,251	134	131	130
New England	+11	-1	+9	5	319	+1	+1	4	345	204	210	196
Middle Atlantic	-6	-7	-3	13	2,575	-4	+1	8	1,549	88	95	88
East North Central	-8	-3	+1	19	3,824	+4	-2	14	3,361	103	94	105
South Atlantic	+1	-5	+2	6	839	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+21	+3	+4	6	1,070	+1	+11	5	2,164	256	329	249
Petroleum	-1	-3	+4	30	6,612	-11	-4	29	3,965	60	67	61
Shoes and other footwear	-1	-24	0	35	18,249	+3	+34	31	39,036	218	207	124
Tobacco products	-2	+1	-2	269	40,789	0	-4	158	15,199	57	56	60
New England	-5	+2	-3	29	2,768	+8	-1	9	504	65	59	67
Middle Atlantic	-2	+2	-1	57	13,669	+1	-4	36	6,237	60	58	64
East North Central	-2	0	-1	62	8,447	-7	-5	37	2,583	52	54	55
West North Central	-1	+3	-2	39	4,819	+4	-10	30	1,932	55	53	61
South Atlantic	-6	-1	-4	24	4,925	-7	-1	19	2,305	55	56	56
East South Central	+3	+7	-1	14	1,806	+13	-3	8	615	54	50	62
West South Central	-10	-6	-6	22	1,706	+6	-1	8	425	56	46	52
Mountain	-2	-5	-1	10	594	+1	-1	8	365	64	65	64
Pacific	+5	-2	+3	12	2,055	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits[5]	-5	-7	-5	333	95,165	+6	+1	301	131,023	154	136	144
New England	+12	+11	-4	24	5,597	0	0	19	4,469	123	130	131
Middle Atlantic	-12	+2	-7	52	27,226	+17	+11	51	38,149	152	113	140
East North Central	-5	-7	-2	46	13,545	-9	+1	36	15,774	138	141	127
West North Central	-6	-11	+1	42	6,915	+11	-2	37	7,983	149	124	145
South Atlantic	-4	-8	-4	49	13,951	+9	+2	47	21,023	155	136	141
East South Central	-5	+6	-10	13	2,645	0	-1	11	4,613	198	192	217
West South Central	-3	-5	-4	42	9,835	+3	-5	41	17,358	177	168	178
Mountain	-8	+3	-5	18	2,808	+13	-6	17	3,902	161	129	181
Pacific	+3	-27	-7	47	12,643	+2	-5	42	17,752	158	162	130
Miscellaneous	-48	-26	-8	32	4,347	-30	-16	19	4,238	175	94	140

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

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

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

[4] Not affiliated with voluntary or cooperative groups.

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

Note: Percentage changes are computed on an unweighted basis by sumarizing 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., D.C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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 1954

FOR RELEASE
JULY 2, 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 4,319 wholesale establishments in various kinds of business.

SALES

May 1954 sales of merchant wholesalers dropped 6 percent below the previous month and were down 5 percent from a year ago. Cumulative sales for the first five months of 1954 were 4 percent below the corresponding period of last year.

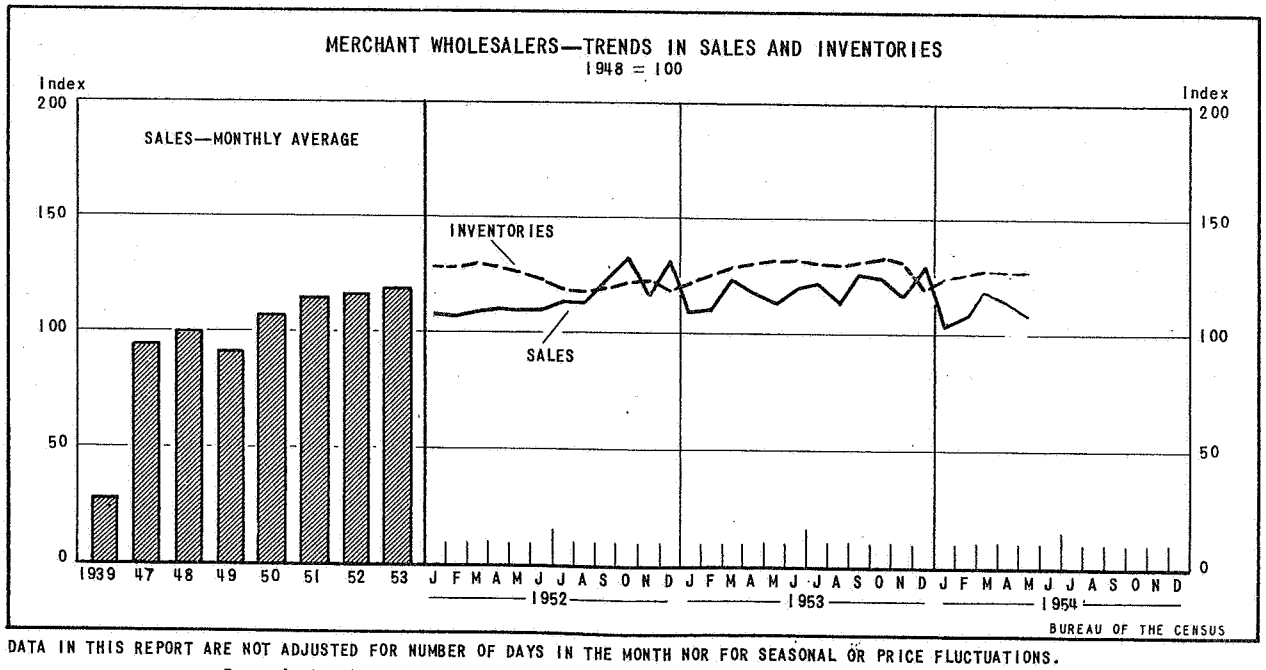
All geographic divisions reflected sales declines of 2 to 8 percent below the April level. Compared with a year ago, the West North Central Division reported a slight gain (1%) but all other divisions experienced decreases with the sharpest drop, 9 percent, noted in the South Atlantic Division.

Most trades reported lower sales during May than in the previous month or in May a year ago. Shoes and other footwear wholesalers, down 39 percent, experienced the sharpest drop from a month earlier while farm supplies wholesalers, down 30 percent, also showed a substantial decline. Seven kinds of business--all in nondurable goods--indicated gains over April, the principal increases being reported by fresh fruits and vegetable wholesalers (17%) and beer wholesalers (7%). Three trades--wines and spirits, commercial refrigeration equipment, and leather and shoe findings--reflected no change from the previous month. In comparison with May a year ago, coal wholesalers noted the heaviest decline (24%). Farm supplies, up 16 percent, led the six trades showing sales gains over May 1953. Included in these six trades were voluntary-group grocery wholesalers (up 12%) and retail-cooperative grocery warehouses (up 11%). However, full-line grocery wholesalers not sponsoring groups were down 4 percent from a year ago while specialty-line grocers reported no change.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of May showed no change from the previous month but were down 3 percent from stocks on hand May 31, 1953. Based on reports of 3,438 establishments submitting inventory figures in conjunction with sales data, the May stock-sales ratio of 178 percent was 11 points above the previous month and 4 points higher than reported for May 1953.

By geographic division, the West North Central Division (up 5%) showed the principal change from a month earlier. Compared with stocks on hand a year ago, all regions reported smaller inventories with the sharpest declines reflected in the Mountain Division, down 8 percent, and the Pacific Division, down 6 percent.



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

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

MAY 1954

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

Geographic division and kind of business	Sales: Percent change May 1954 from May 1953	Sales: Percent change May 1954 from Apr. 1954	Sales: Percent change 5 mo. 1954 from 5 mo. 1953[2]	Sales: May 1954 panel: Number of establishments reporting	Sales: May 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change May 1954 from May 1953	Inventory, end-of-month (at cost): Percent change May 1954 from Apr. 1954	Inventory, end-of-month (at cost): May 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): May 1954	May 1953	Apr. 1954
United States, total[3]	-5	-6	-4	4,319	$751,763	-3	0	3,438	$1,128,205	178	174	167
New England	-5	-8	-2	247	33,401	-2	0	178	43,055	172	165	157
Middle Atlantic	-6	-3	-5	745	150,832	-1	-1	565	175,458	147	141	146
East North Central	-5	-2	-4	830	141,409	-3	+2	694	196,754	158	153	152
West North Central	+1	-8	+1	569	102,109	-3	+5	434	175,529	199	207	175
South Atlantic	-9	-8	-6	529	80,235	-4	0	428	134,409	193	182	176
East South Central	-8	-6	-7	200	32,001	-3	-1	159	51,668	186	175	176
West South Central	-3	-5	-4	403	69,267	-1	+1	329	118,672	197	197	188
Mountain	-7	-5	-9	188	24,490	-8	-1	162	39,297	183	185	176
Pacific	-6	-7	-7	555	100,342	-6	+1	436	150,115	190	191	172
Automotive supplies	-6	-8	-8	388	16,380	-11	+8	252	45,040	383	400	314
New England	-8	-18	-5	11	461	-7	+19	9	1,764	432	428	290
Middle Atlantic	-14	+4	-14	52	988	+1	0	46	2,635	319	269	336
East North Central	-13	-6	-10	80	3,292	-5	+7	70	10,963	353	323	308
West North Central	0	-7	-5	100	4,228	-14	+11	27	7,742	418	491	320
South Atlantic	-10	-18	-12	22	2,022	-19	+10	20	8,402	423	469	314
East South Central	-10	-17	-7	4	452	-8	+15	4	1,853	410	491	294
West South Central	+5	-18	-6	14	1,575	-16	+9	13	6,827	439	547	331
Mountain	0	+1	0	24	609	+1	+1	20	1,419	345	338	345
Pacific	-8	+1	-9	81	2,753	-7	0	43	3,435	297	277	292
Electrical group, total	-10	-5	-7	705	133,944	-11	-1	644	223,299	177	180	171
Full-line wholesalers	-9	-4	-6	468	107,050	-13	-1	460	186,835	176	183	170
New England	-9	-12	-3	34	6,000	-13	-2	34	10,841	181	189	162
Middle Atlantic	-11	0	-8	66	16,144	-13	-2	63	26,193	166	169	169
East North Central	-8	-2	-7	89	23,848	-5	+1	87	40,145	170	166	165
West North Central	-2	-2	-2	48	9,208	-15	+2	48	16,600	180	208	173
South Atlantic	-13	-6	-4	72	15,864	-12	-5	70	28,987	187	186	185
East South Central	-23	-11	-14	28	5,218	-12	0	28	10,058	193	169	173
West South Central	-3	-2	-4	50	11,508	-9	+2	50	23,471	204	217	196
Mountain	-13	-11	-9	20	3,503	-18	-1	20	6,148	176	188	158
Pacific	-9	-5	-9	61	15,757	-22	-3	60	24,392	156	183	152
Wiring supplies, construction materials distributors	-9	-2	-6	128	10,306	-3	-1	93	12,440	163	154	164
New England	-2	-1	-4	14	725	+4	0	5	235	146	145	133
Middle Atlantic	-5	-4	-3	26	1,016	+2	-1	18	1,686	223	204	216
East North Central	-2	0	-2	33	3,554	0	+1	27	4,766	164	164	166
West North Central	-6	-11	+1	8	923	-3	-4	6	879	200	192	205
South Atlantic	-25	+1	-16	18	1,630	-2	0	15	1,696	114	86	119
South Central	-18	-6	-8	14	1,531	-10	-5	11	1,874	166	162	162
Mountain	+17	+10	-12	6	401	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+7	-4	-1	9	526	-10	+1	8	1,005	192	230	183
Appliances and specialties wholesalers	-16	-9	-13	109	16,588	-6	0	91	24,024	191	168	181
New England	-4	-8	-6	13	1,540	-6	-9	11	1,947	153	150	150
Middle Atlantic	-22	-14	-15	21	4,833	+4	+2	16	4,971	189	131	163
East North Central	-1	-17	-4	20	2,393	+3	+1	15	4,187	225	213	192
West North Central	-4	-17	-3	12	2,002	-2	+17	11	2,611	215	254	172
South Atlantic	-33	-7	-17	17	1,882	-4	+6	17	3,929	209	147	184
South Central	-15	+49	-16	10	1,809	+4	-7	8	2,843	161	130	261
Mountain	-20	+12	-22	5	498	-38	-5	5	1,061	213	277	249
Pacific	-12	-14	-17	11	1,631	-27	-7	8	2,475	167	200	159
Furniture and house furnishings	-11	-11	-11	83	12,572	-12	-1	65	23,826	202	205	182
Middle Atlantic	-11	-15	-4	14	1,916	-16	+2	10	3,476	252	259	212
East North Central	-25	-16	-13	9	1,787	-6	+5	8	3,770	233	184	184
West North Central	-8	-10	-9	13	1,949	-12	-2	13	4,217	216	227	198
South Atlantic	-16	-6	-13	12	928	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-14	-16	-18	12	1,588	-13	+2	12	3,666	231	227	190
Mountain	-12	-7	-11	7	1,068	-11	-7	5	1,720	201	206	208
Pacific	0	-4	-11	11	3,595	-19	-5	9	4,761	139	174	141
Hardware	-12	-5	-9	161	56,281	-4	+3	137	142,060	284	263	262
Middle Atlantic	-12	0	-11	31	7,991	-2	0	24	16,381	235	210	236
East North Central	-10	-4	-8	31	11,648	-10	0	31	28,783	247	247	236
West North Central	-10	-6	-7	22	10,157	-6	+4	22	31,753	313	300	282
South Atlantic	-27	-15	-14	15	3,212	0	-6	12	7,787	291	211	260
East South Central	-7	-6	-8	14	4,137	+1	-4	12	9,079	244	228	241
West South Central	-10	-10	-4	17	4,635	-1	0	12	8,084	288	255	264
Mountain	-4	-5	-14	7	2,125	-9	0		3,025	312	345	301
Pacific	-12	-5	-12	21	11,961	-1	+10	17	36,182	338	307	292
Industrial supplies	-13	-3	-11	143	18,560	0	0	118	35,254	218	190	217
New England	-14	-9	-6	15	1,572	+1	-3	12	3,458	246	219	238
Middle Atlantic	-20	-9	-13	28	2,945	-5	0	23	5,551	209	175	189
East North Central	-28	-7	-19	23	3,938	+1	0	21	8,321	228	160	210
West North Central	-8	-9	-10	11	1,264	-2	0	10	2,461	205	194	188
South Atlantic	-9	+5	-9	18	1,586	-4	-2	15	3,631	247	233	263
East South Central	-16	-2	-11	7	1,150	+12	+9	6	2,847	259	194	231
West South Central	+5	+4	-2	28	4,809	+3	0	18	6,317	187	210	227
Pacific	-6	+9	-12	13	1,296	-5	+2	13	2,668	206	203	220
Jewelry	-15	-6	-14	120	4,378	-9	-2	72	10,255	341	309	326
New England	-3	-2	-5	8	367	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-14	+1	-14	34	1,730	-14	+4	20	2,890	273	256	28
East North Central	-17	-11	-18	36	961	-11	-5	25	3,400	385	354	368
West North Central	-6	-13	-6	12	623	-4	-4	9	2,022	360	324	321
South Atlantic	-8	-19	-10	5	180	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central	-8	+14	-8	5	166	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-40	-15	-21	17	340	-5	-3	10	1,038	444	373	425

See footnotes at end of table.

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

MAY 1954

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

Geographic division and kind of business	Sales: Percent change, May 1954 from-- May 1953	Sales: Percent change, May 1954 from-- Apr. 1954	Sales: Percent change, 5 mo. 1954 from 5 mo. 1953[2]	Sales: May 1954 panel: Number of establishments reporting	Sales: May 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, May 1954 from-- May 1953	Inventory, end-of-month (at cost): Percent change, May 1954 from-- Apr. 1954	Inventory, end-of-month (at cost): May 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): May 1954	May 1953	Apr. 1954
Lumber and building materials	+4	-2	-4	82	$14,306	-9	-2	63	$12,582	116	138	115
Middle Atlantic	+12	-9	+6	16	3,318	+25	+4	9	1,297	56	58	46
East North Central	+8	+11	-2	12	2,115	-4	+6	10	1,745	96	108	100
West North Central	+9	+4	+3	6	727	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-9	-3	-8	12	1,656	-15	-12	11	1,424	156	173	173
South Central	-9	-6	-5	4	903	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+1	-5	-7	15	2,320	-16	-2	14	3,206	152	182	146
Machinery equipment, supplies (except electrical)	-11	-1	-13	51	7,570	0	0	40	16,650	248	228	260
New England	+6	+12	-7	4	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-23	-7	-19	9	864	+1	-4	6	1,539	197	150	189
East North Central	-14	-14	+2	12	1,882	+3	+2	9	4,175	257	241	253
South Atlantic	-26	-16	-13	8	653	0	-3	7	2,248	362	277	320
South Central	+31	+39	-14	7	1,484	0	-1	6	4,541	308	403	447
Pacific	-16	-4	-23	8	1,206	+8	+1	6	2,305	270	199	253
Metals	-21	-4	-19	50	13,158	-3	+1	45	25,685	200	163	191
Paints and varnishes	0	+1	-2	49	7,072	+3	+2	45	17,469	252	245	250
Plumbing and heating supplies	-11	-5	-9	130	14,488	-3	+2	110	29,686	226	206	208
New England	+4	-3	-1	6	269	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-12	-5	-12	30	1,861	+1	+3	22	3,612	240	205	222
East North Central	0	+2	-4	16	1,327	-1	+1	14	3,008	266	264	267
West North Central	+4	+6	+3	14	1,454	+4	+2	12	2,954	219	220	227
South Atlantic	-15	-9	-10	39	6,792	-6	+1	39	14,095	208	187	188
East South Central	-16	-5	-19	10	1,440	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-9	0	+6	69	2,440	+12	+1	63	4,181	214	172	211
Middle Atlantic	-4	+7	+8	14	878	-4	+6	11	1,060	162	157	173
East North Central	+18	-4	+14	12	232	+20	-1	12	637	275	270	266
South Atlantic	-16	-8	+1	23	571	+15	-4	23	1,319	231	169	222
Pacific	+47	+9	+37	9	261	+18	+6	7	296	249	237	221
Surgical, medical equipment, supplies	-1	-4	-1	35	5,217	+11	+2	31	7,789	157	141	148
Beer	-9	+7	-6	37	1,623	+4	+9	32	860	57	51	56
Middle Atlantic	-6	+21	-6	8	433	-26	-23	7	88	21	26	32
East North Central	-7	+5	-1	9	366	+7	+7	9	180	49	43	48
West North Central	-18	+13	-15	5	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-21	-7	-12	4	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+9	+9	-1	8	345	+20	+12	8	261	76	68	74
Chemicals, industrial	-8	-9	-6	16	2,817	+5	+4	10	1,656	69	60	59
Clothing and furnishings (except shoes)	-20	-14	-9	14	2,135	-10	-4	9	3,188	219	227	196
Coal	-24	-9	-11	19	3,619	-38	+16	17	2,759	78	95	61
Confectionery	-1	+3	-2	35	1,245	-4	-4	17	549	103	100	106
Middle Atlantic	-7	+2	-4	8	434	-11	-3	5	204	92	86	93
East North Central	-7	+6	-2	4	108	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	-6	-2	9	181	-1	-7	5	108	94	96	97
East South Central	+4	-5	-1	5	105	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products	-12	-3	-1	25	6,647	-24	-1	19	2,582	43	52	41
Drugs and sundries (liquor excluded)	0	-7	-3	198	58,418	+3	0	160	95,768	201	193	188
New England	0	-5	0	11	2,522	+11	-1	9	3,882	211	188	203
Middle Atlantic	-4	-9	-4	24	9,806	+7	-1	17	11,207	185	166	170
East North Central	-1	-5	-1	25	9,649	-1	0	19	13,199	180	177	173
West North Central	+2	-6	-3	20	6,132	+5	+3	17	10,125	196	188	175
South Atlantic	+2	-8	-3	30	6,769	+2	0	23	11,019	210	208	191
East South Central	+5	-5	-4	18	3,534	+9	-2	12	5,823	210	196	202
West South Central	-1	-9	-4	30	7,052	+2	-2	27	15,224	237	229	220
Mountain	-5	-6	-8	12	2,009	0	-1	10	4,868	255	241	242
Pacific	+1	-5	-2	28	10,945	+2	0	26	20,416	188	186	179
Dry goods	-12	-11	-8	142	29,928	-8	-1	116	63,038	258	250	228
New England	-28	-28	-12	4	216	-15	-11	4	518	240	203	196
Middle Atlantic	-18	+1	-13	37	5,331	-4	-3	24	6,897	246	232	258
East North Central	-12	-10	-9	13	3,332	-13	0	13	6,239	187	189	167
West North Central	-10	-16	-4	17	10,821	-8	-1	16	30,646	285	278	242
South Atlantic	-11	-11	-11	18	2,666	-7	-2	14	6,095	255	241	231
East South Central	-15	-17	-8	11	967	-13	-1	8	2,592	360	352	305
West South Central	-5	-15	-3	15	1,950	-2	+2	15	4,368	224	217	185
Mountain	+9	-6	+1	6	445	-11	-2	6	1,318	296	360	286
Pacific	-15	-8	-11	21	4,200	-9	-2	16	4,365	239	223	212
Farm supplies	+16	-30	+11	19	6,291	-7	-19	9	1,743	44	53	45
Fresh fruits and vegetables	+9	+17	-3	59	6,436	+13	+1	39	851	21	22	26
New England	-3	+16	-7	6	326	+6	+2	4	51	37	31	40
Middle Atlantic	-12	+5	-7	15	1,052	-26	+5	8	20	6	8	7
East North Central	+30	+38	0	14	2,624	+14	+13	8	79	6	9	10
West North Central	-3	+7	-8	7	632	+16	+23	7	231	37	31	32
South Atlantic	-14	+16	-13	5	269	+18	-9	4	39	17	12	21
East South Central	+2	+16	-4	4	199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+10	0	+1	4	1,015	(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 1954

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

Geographic division and kind of business	Sales: Percent change, May 1954 from-- May 1953	Sales: Percent change, May 1954 from-- Apr. 1954	Sales: 5 mo. 1954 from 5 mo. 1953[2]	Sales: May 1954 panel: Number of establishments reporting	Sales: May 1954 panel: Reported dollar values (add 000)	Inventory, end-of-month (at cost): Percent change, May 1954 from-- May 1953	Inventory, end-of-month (at cost): Percent change, May 1954 from-- Apr. 1954	Inventory, end-of-month (at cost): May 1954 panel: Number of establishments reporting	Inventory, end-of-month (at cost): May 1954 panel: Reported dollar values (add 000)	Stock-sales ratios[1] (percent): May 1954	Stock-sales ratios[1] (percent): May 1953	Stock-sales ratios[1] (percent): Apr. 1954
Groceries, total	+4	-7	+4	819	$136,643	+8	+3	652	$141,331	136	133	123
Nonaffiliated full-line wholesalers[4]	-4	-7	-3	538	51,087	+1	0	449	56,883	137	130	129
New England	-2	0	+1	7	1,594	+4	-2	6	2,681	176	166	180
Middle Atlantic	-4	-7	+3	19	2,851	+17	-3	12	3,844	164	136	158
East North Central	-7	-2	-1	132	9,820	+5	+9	125	12,556	141	123	127
West North Central	-4	-2	-5	62	5,951	+3	-2	49	6,217	133	123	132
South Atlantic	-1	-6	-2	59	7,032	+4	-3	31	6,243	143	137	137
East South Central	+1	-8	0	34	3,968	0	-2	26	4,006	131	131	123
West South Central	+2	-9	-1	100	12,449	+4	-4	77	12,297	128	128	122
Mountain	-20	-1	-13	18	1,265	-11	-2	18	1,914	151	136	153
Pacific	-13	-15	-10	107	6,157	-17	-1	105	7,125	125	129	108
Voluntary-group wholesalers	+12	-6	+11	181	59,270	+14	+7	135	61,106	135	137	119
New England	+6	-2	+12	12	4,055	+6	0	8	2,222	115	125	115
Middle Atlantic	+4	-8	+11	31	11,151	+13	-2	22	7,854	128	118	118
East North Central	+16	-4	+12	43	10,959	+16	+2	31	9,925	110	114	104
West North Central	+25	-7	+17	58	21,023	+17	+15	58	31,778	151	162	122
South Atlantic	+4	-12	+5	11	2,506	+10	-4	6	1,665	127	120	119
Pacific	+2	-10	0	19	5,165	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses	+11	+1	+10	16	11,765	+16	+3	10	6,585	104	101	102
Specialty lines wholesalers	0	-16	+3	84	14,521	+6	-1	58	16,757	154	147	133
Middle Atlantic	+1	-30	+10	17	3,657	+25	+3	7	2,888	138	122	99
East North Central	+6	-9	+7	9	723	+17	+3	7	360	78	70	73
South Atlantic	-5	-12	0	14	1,736	+15	-4	10	1,763	112	91	102
East South Central	+1	0	0	5	549	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+2	-4	0	5	378	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	-14	-3	26	5,899	-2	0	22	9,516	207	213	174
Leather and shoe findings	-1	0	-6	23	443	-5	0	11	969	468	456	451
Middle Atlantic	-7	-7	-11	4	28	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+1	-5	-2	4	81	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central	-12	+7	-12	4	44	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+3	0	-5	6	224	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products	0	+2	-1	39	18,215	-8	-4	35	6,704	42	46	45
Middle Atlantic	-10	-7	-4	10	3,418	-15	+4	10	1,967	58	61	51
East North Central	+1	+12	-1	13	6,476	-7	-11	12	2,334	39	42	49
South Central	+19	+1	+12	4	3,756	-8	-6	4	1,314	35	45	38
Pacific	-3	-3	-10	5	3,668	+19	+2	4	797	36	31	35
Paper and its products	-3	-5	0	54	8,749	+1	+1	35	9,102	148	144	135
New England	-7	-8	+5	4	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-7	-1	-4	14	2,653	+2	+5	7	1,613	104	96	94
East North Central	-7	-8	-1	17	3,468	+4	+1	12	3,359	117	104	104
South Atlantic	+2	-3	+2	7	848	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+25	-8	+8	5	918	-3	+4	4	2,133	311	466	263
Petroleum	+2	-17	+3	29	5,598	-14	+5	29	4,832	86	103	68
Shoes and other footwear	-15	-39	-2	34	10,877	+2	-15	31	32,286	301	253	216
Tobacco products	-4	-1	-2	262	39,772	-6	-1	157	15,758	59	60	59
New England	-8	0	-4	27	2,454	+19	-3	8	309	60	41	63
Middle Atlantic	-3	0	-1	57	14,303	-12	-4	38	6,858	60	66	63
East North Central	-3	0	-2	62	7,935	+1	+6	37	2,800	60	57	56
West North Central	-4	-2	-2	40	4,737	0	+3	31	2,032	58	57	57
South Atlantic	-6	-4	-4	22	4,666	-11	-3	18	2,132	55	57	53
East South Central	+2	-3	-1	11	1,577	+11	-1	6	636	52	46	50
West South Central	-9	-4	-6	23	1,739	+14	+3	8	419	58	48	54
Mountain	-9	-5	-3	8	434	-4	+4	7	298	71	67	65
Pacific	+3	-6	+3	12	1,927	+27	+8	4	274	72	51	66
Wines and spirits[5]	-1	0	-4	314	93,968	+6	+2	282	130,582	156	147	153
New England	-4	-11	-4	22	4,498	+17	+10	17	4,284	130	108	111
Middle Atlantic	+4	+7	-4	56	33,462	+5	-4	53	41,023	132	132	150
East North Central	-4	+10	-2	40	13,027	-1	+8	32	16,446	145	142	145
West North Central	+3	+15	+1	42	7,549	+9	+4	37	7,877	151	145	151
South Atlantic	+6	-6	-2	43	12,052	+6	+5	41	19,810	168	168	152
East South Central	+1	-10	-8	11	2,088	-5	+5	9	4,097	236	246	196
West South Central	-13	-6	-6	41	8,641	+15	+5	39	16,918	197	150	175
Mountain	-2	-15	-5	21	2,761	+16	0	20	4,341	183	155	151
Pacific	-14	-12	-9	38	9,890	+1	-1	34	15,786	194	166	161
Miscellaneous	-12	+1	-8	24	2,832	0	-1	12	2,213	272	181	255

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

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

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

[4] Not affiliated with voluntary or cooperative groups.

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

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division, depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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

JULY 1954

FOR RELEASE
SEPTEMBER 15, 1954

SALES AND INVENTORIES

Beginning with this report, the kind-of-business groups for which data are presented have been revised to conform with those shown in the Census of Business for 1948 and the recently published Annual Wholesale Trade Report for 1953. Data shown in this report are based on reports submitted by a revised reporting panel of over 6,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. This reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

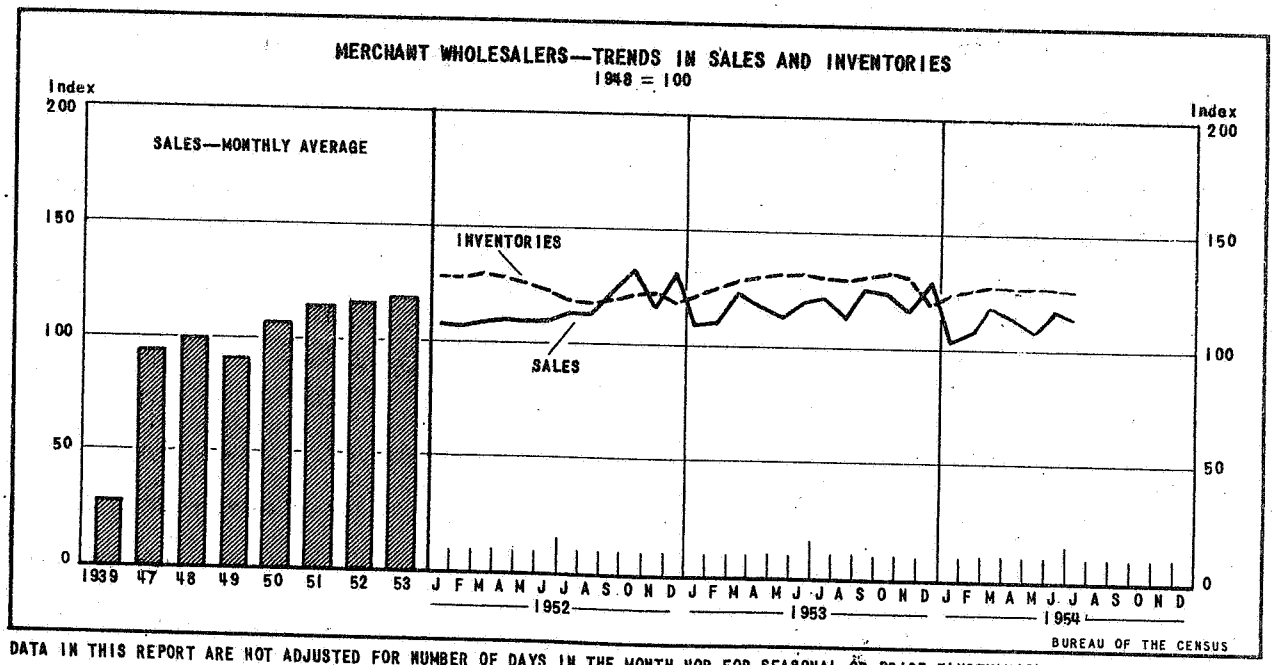
July 1954 sales of merchant wholesalers dropped 5 percent below the previous month and were down 7 percent from a year ago. Cumulative sales for the first seven months of 1954 were 4 percent below the corresponding period of last year.

Six divisions experienced declines from the June level with the sharpest drop (12%) noted in the New England Division. The West South Central Division showed no change from the previous month, while the Mountain and the West North Central Divisions experienced gains of 2 and 5 percent, respectively. Compared with a year ago, most divisions reflected decreases of 4 to 11 percent. However, two divisions--the West North Central (up 1%) and the West South Central (up 5%) reported gains over last year.

Most trades reported July sales below the level of the previous month as well as a year ago. The sharpest drop below June sales (18%) was indicated by air conditioning, commercial refrigeration equipment distributors, and by farm supplies dealers. Compared with July a year ago, sharp declines were noted by waste materials dealers (39%), iron-steel scrap dealers (32%), coal wholesalers (32%), and iron and steel products distributors (28%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of July declined slightly (1%) from the previous month and were also down 3 percent from stocks on hand July 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the July stock-sales ratio of 136 percent was 6 points above a month earlier and 2 points higher than reported for July 1953. By geographic division, the most significant change in inventories from a month earlier--a decline of 5 percent--was shown by the East South Central Division. Compared with stocks on hand a year ago, the West South Central Division noted a slight increase (1%). All other divisions, however, reported declines, with the Mountain Division showing the sharpest drop (10%).



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1954

Kind of business	Sales: Percent change: July 1954 from--: July 1953	Sales: Percent change: July 1954 from--: June 1954	Sales: Percent change: 7 mo. 1954 from 7 mo. 1953	Sales: July 1954 panel: Number of establishments reporting[2]	Sales: July 1954 panel: Reported dollar values[3] (add 000)	Inventory, end-of-month (at cost): Percent change, July 1954 from--: July 1953	Inventory, end-of-month (at cost): Percent change, July 1954 from--: June 1954	Inventory, end-of-month (at cost): July 1954 panel: Number of establishments reporting[2]	Inventory, end-of-month (at cost): July 1954 panel: Reported dollar values[3] (add 000)	Stock-sales ratios[1] (percent): July 1954	Stock-sales ratios[1] (percent): July 1953	Stock-sales ratios[1] (percent): June 1954
United States, total, all kinds of business	-7	-5	-4	6,890	$1,518,783	-3	-1	5,067	$1,547,402	136	134	130
Grocery, confectionery, meat wholesalers	-3	-6	+3	767	238,022	+15	0	565	130,980	80	66	76
General-line grocery wholesalers	+1	-3	+6	412	112,615	+10	0	354	72,352	98	97	96
Nonaffiliated[4]	-7	-1	-3	274	31,125	+9	+4	243	29,198	117	112	114
Voluntary groups	+5	+3	+10	124	50,229	+14	-2	100	33,400	91	85	94
Retailer-cooperative	+3	-14	+10	14	31,261	+5	-1	11	9,754	83	94	68
Specialty-line grocery wholesalers	-6	-8	+1	186	96,452	+24	-1	114	53,097	79	54	73
Confectionery wholesalers	-1	-6	-2	70	6,328	+18	-1	32	2,112	45	47	43
Meat, meat products wholesalers	-9	-9	-2	99	22,627	-9	+1	65	3,419	20	22	18
Edible farm products distributors	-9	-4	-2	512	138,510	-8	-11	386	32,254	32	25	33
Dairy, poultry products distributors	-12	-3	-3	258	94,402	-11	-11	177	23,723	36	27	38
Fresh fruit, vegetable wholesalers	-2	-6	-1	254	44,108	+8	-10	209	8,531	23	17	24
Beer, wine, distilled spirits wholesalers	-9	-14	-4	238	60,339	+1	-3	212	81,752	152	157	139
Beer distributors	-4	+2	-2	92	9,277	+48	-3	76	3,624	41	32	44
Wine, distilled spirits wholesalers	-10	-16	-4	146	51,062	-1	-3	136	78,128	173	180	154
Drugs, chemicals, allied products wholesalers	-4	-4	-3	474	109,467	-3	0	331	138,303	157	161	151
Drug wholesalers (general and specialty lines)	-2	-4	-2	244	81,003	+3	+1	195	118,682	169	176	161
Industrial chemicals, explosives wholesalers	-9	-1	-6	142	23,951	+3	-8	97	15,757	101	76	107
Paint, varnish wholesalers	-2	-9	-2	88	4,513	+3	0	39	3,864	166	143	158
Tobacco distributors	-5	0	-2	194	44,132	-3	-1	98	15,563	52	49	53
Dry goods, apparel wholesalers	-11	-7	-8	273	63,288	-11	+2	158	126,050	317	327	277
Clothing, furnishings, footwear wholesalers	-8	+17	-7	73	8,184	-4	-3	40	8,816	219	228	248
Dry goods wholesalers (general and specialty lines)	-18	-11	-9	121	29,721	-5	+2	80	79,476	338	290	288
Piece goods converters	+1	-8	n.a.	79	25,383	-25	+4	38	37,758	309	481	262
Furniture, home furnishings wholesalers	-9	-14	-8	198	20,644	-9	+1	136	28,979	215	216	180
Furniture wholesalers	-7	-8	n.a.	82	5,928	-5	-7	49	6,545	166	162	160
Home furnishings, floor coverings wholesalers	-10	-17	n.a.	116	14,716	-10	+3	87	22,434	234	237	188
Paper, allied products wholesalers	+7	-13	0	281	46,130	+7	+2	218	48,842	118	97	111
Paper wholesalers	+9	-4	n.a.	190	42,041	+8	+2	169	41,900	107	86	102
Stationery, wallpaper wholesalers	-14	-17	n.a.	91	4,089	-1	0	49	6,942	308	235	253
Inedible farm products merchants	-7	+3	n.a.	106	78,933	+25	+10	60	39,765	101	83	92
Automotive wholesalers	-1	+3	n.a.	351	44,390	-17	-6	277	59,443	143	234	157
Motor-vehicle distributors	+13	+1	n.a.	47	23,127	-10	-9	42	15,374	67	112	74
Automotive equipment, tire-tube wholesalers	-5	+6	-8	304	21,263	-18	-5	235	44,069	236	275	267
Electrical, electronic, appliance goods distributors	-10	-2	-8	645	169,369	-13	-6	587	224,406	140	142	144
Electrical equipment, supplies wholesalers[5]	-9	-2	-6	461	123,390	-12	-6	447	163,520	134	140	138
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	-12	-2	-13	184	45,979	-15	-6	140	60,886	162	150	163
Hardware, plumbing, heating goods wholesalers	-7	-4	-8	432	98,647	-5	-3	349	199,658	231	231	230
Hardware wholesalers	-9	-6	-9	167	63,335	-7	-3	133	144,762	255	258	249
Plumbing, heating goods distributors	-1	+1	-7	265	35,312	+2	-2	216	54,896	184	164	190
Lumber, construction materials distributors	-1	-14	-2	360	79,471	-5	-5	253	54,803	107	97	102
Lumber, millwork wholesalers	-6	-16	n.a.	247	66,286	-7	-5	181	46,374	114	103	107
Construction materials distributors	+9	-2	n.a.	113	13,185	+4	+1	72	8,429	81	78	79
Machinery, equipment, supplies distributors	-9	-10	-8	1,009	96,545	-2	-2	830	155,616	188	175	172
Air conditioning, commercial refrigeration equipment distributors	-7	-18	+2	70	2,780	+12	-9	53	2,894	135	130	108
Commercial machines, equipment distributors	+10	-2	n.a.	115	9,802	+14	-5	90	10,880	122	151	128
Industrial machinery, equipment, supplies houses	-10	-6	-11	239	29,795	-4	+1	190	40,480	168	153	159
Professional equipment, supplies houses[6]	-5	-5	n.a.	264	15,795	+16	+1	238	27,747	195	153	185
Surgical, medical, hospital supply houses	-4	-5	-2	35	5,881	+14	-2	23	6,423	130	116	128
Service establishment equipment, supplies houses	-7	-10	n.a.	120	7,441	+2	+2	94	9,595	175	175	160
Other machinery, equipment distributors	-13	-17	n.a.	201	30,932	-9	-4	164	64,020	231	211	196
Metals, metalwork (except scrap) distributors	-15	-1	-16	199	71,798	+13	0	140	73,747	171	130	167
Iron, steel and products distributors	-28	-8	n.a.	124	24,869	+26	0	85	53,271	264	199	252
Nonferrous metals distributors	-8	+4	n.a.	75	46,929	-8	+1	55	20,476	89	82	88
Iron-steel scrap, waste materials dealers	-36	-10	n.a.	167	19,227	+16	+8	84	7,996	89	55	71
Iron-steel scrap dealers	-32	-11	n.a.	72	12,194	+26	+9	38	5,311	101	57	77
Waste materials dealers	-39	-8	n.a.	95	7,033	+9	+5	46	2,685	72	54	61
Other merchant wholesalers[6]	-8	-8	n.a.	684	139,871	-6	+4	383	129,245	144	118	119
Amusement, sporting goods wholesalers	+2	+3	n.a.	95	10,704	+6	+2	66	14,883	177	172	180
Book, periodical, newspaper wholesalers	-14	+16	n.a.	81	8,440	-10	+25	26	4,688	123	137	120
Coal wholesalers	-32	-14	-14	140	30,690	+19	+18	59	25,659	170	66	112
Farm supplies wholesalers	0	-18	+8	129	29,745	0	+33	89	21,760	104	96	60
Jewelry wholesalers	+5	+1	-12	111	10,286	+13	0	63	20,433	279	266	268

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JULY 1954

Kind of business and geographic division	Sales: Percent change, July 1954 from—		Sales: July 1954 panel		Inventory, end-of-month (at cost): Percent change, July 1954 from—		Inventory, end-of-month (at cost): July 1954 panel		Stock-sales ratios[1] (percent)		
	July 1953	June 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	July 1953	June 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	July 1954	July 1953	June 1954
Merchant wholesalers[6]	-7	-5	6,890	$1,518,783	-3	-1	5,067	$1,547,402	136	134	130
New England	-11	-12	434	84,761	-2	0	268	108,374	177	163	152
Middle Atlantic	-9	-8	1,712	483,769	-1	0	1,016	346,658	109	102	98
East North Central	-8	-6	1,440	308,988	-4	-1	1,127	329,013	134	125	126
West North Central	+1	+5	668	150,129	-4	-1	551	193,124	150	164	162
South Atlantic	-9	-3	715	114,241	-5	-2	549	140,322	155	147	152
East South Central	-4	-7	339	59,883	-4	-5	259	69,265	165	167	157
West South Central	+5	0	600	113,024	+1	-2	491	148,836	153	166	157
Mountain	-6	+2	236	26,603	-10	-2	208	40,552	166	177	172
Pacific	-9	-6	746	177,385	-7	-3	598	171,258	132	150	130
General-line grocery wholesalers	+1	-3	412	112,615	+10	0	354	72,352	98	97	96
New England	0	-14	5	3,004	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-6	-19	39	6,855	+10	+5	35	7,326	134	134	100
East North Central	-4	-1	110	17,539	+3	+2	94	10,247	116	113	110
West North Central	+9	+7	110	24,530	+18	-1	110	22,721	93	80	100
South Atlantic	+1	-2	18	4,623	+2	0	12	4,006	106	98	102
East South Central	-15	+5	17	3,411	+8	-2	11	1,850	90	137	104
West South Central	+2	+2	47	12,016	+13	+4	45	11,079	94	95	92
Mountain	-25	+8	23	2,692	-7	-7	23	3,553	132	125	153
Pacific	+2	-9	43	37,945	+25	-2	22	10,403	78	76	69
Specialty-line grocery wholesalers	-6	-8	186	96,452	+24	-1	114	53,097	79	54	73
New England	+8	-3	15	1,070	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-7	-12	66	66,379	+33	0	35	34,442	65	37	56
East North Central	+5	+4	41	10,591	0	+2	31	11,530	124	157	133
South Atlantic	-6	-5	19	1,570	+2	+5	12	1,021	110	103	97
Pacific	-18	-10	14	3,588	+52	-16	10	4,781	209	178	269
Dairy, poultry products distributors	-12	-3	258	94,402	-11	-11	177	23,723	36	27	28
New England	+4	-3	6	4,811	+29	-2	4	661	47	24	40
Middle Atlantic	-10	-7	78	28,187	-5	-7	55	6,773	36	26	34
East North Central	-10	-5	75	32,567	-10	-13	53	8,332	31	29	34
West North Central	+21	+18	12	4,343	-2	-23	8	3,033	97	55	154
South Atlantic	-12	+5	25	6,612	+20	-9	21	1,047	45	30	52
Pacific	-19	-3	44	15,071	-27	-5	29	3,378	28	22	29
Fresh fruit, vegetable wholesalers	-2	-6	254	44,108	+8	-10	209	8,531	23	17	24
New England	0	-29	15	1,007	-9	+4	13	230	28	(x)	17
Middle Atlantic	-17	-17	24	5,210	-15	-10	15	159	5	3	4
East North Central	-3	-1	39	11,865	-13	-9	32	1,087	12	10	14
West North Central	+16	+18	51	6,286	+1	-1	47	981	17	16	21
South Atlantic	-5	-4	24	2,396	+11	-4	11	945	67	66	67
Mountain	-29	+13	28	2,091	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	-5	52	9,584	+12	-15	50	3,126	35	9	39
Drug wholesalers (general and specialty lines)	-2	-4	244	81,003	+3	+1	195	118,682	169	176	161
New England	+1	-7	16	5,054	+4	+2	14	6,424	149	145	136
Middle Atlantic	-3	-5	45	16,347	+3	-4	30	17,499	148	145	149
East North Central	-3	-6	43	21,761	+7	0	33	25,100	128	155	120
West North Central	-1	-5	15	5,321	+4	+3	13	8,417	182	175	169
South Atlantic	-2	-1	35	10,625	+2	+2	29	15,006	185	177	181
East South Central	-2	+2	15	2,900	+4	+1	12	5,664	201	182	204
West South Central	+1	-2	41	7,872	0	+4	32	16,870	238	240	227
Mountain	-5	-8	9	1,797	+1	+2	8	4,110	230	218	207
Pacific	-6	-6	25	10,263	+5	+5	24	19,592	200	183	176
Tobacco distributors	-5	0	194	44,132	-3	-1	98	15,563	52	49	53
New England	-9	-2	26	5,116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-5	+4	38	12,862	-3	-6	20	4,590	48	45	53
East North Central	-6	-8	38	10,025	+8	-3	27	2,927	41	44	39
West North Central	-1	0	13	2,413	+27	+6	11	1,393	75	55	70
South Atlantic	-7	+5	23	6,620	-22	+2	15	2,564	58	61	60
East South Central	-2	+17	10	1,729	+10	+3	8	659	42	37	48
West South Central	-1	+14	24	3,349	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	-2	-2	10	715	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers	-11	-7	273	63,288	-11	+2	158	126,050	317	327	277
New England	-33	-41	11	7,243	+1	+2	8	36,031	461	345	291
Middle Atlantic	-4	-5	178	38,704	-22	+3	81	45,903	294	403	252
East North Central	-15	+4	14	1,062	-14	+3	12	2,621	257	247	265
West North Central	-10	+14	18	9,732	-9	+1	14	28,848	299	293	338
South Atlantic	-13	+20	25	3,074	0	+3	22	6,984	235	248	277
South Central	-4	+28	13	2,051	-13	+1	11	3,364	168	179	219
Pacific	-11	-9	12	1,406	-19	-3	9	2,291	174	198	164
Furniture, home furnishings wholesalers	-9	-14	198	20,644	-9	+1	136	28,979	215	216	180
New England	-10	-7	11	818	-21	-5	6	1,051	247	308	237
Middle Atlantic	-16	-15	58	7,827	0	-7	27	4,344	182	132	170
East North Central	-13	-19	42	4,106	-14	-1	35	8,492	227	217	182
West North Central	0	-25	14	1,652	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-28	-11	14	904	-21	-3	6	861	273	239	181
East South Central	-5	-25	18	143	+1	+4	18	381	266	305	194
West South Central	+9	-9	18	1,764	-7	0	17	4,009	233	271	210
Pacific	+7	-1	19	2,813	-3	+7	13	4,591	174	192	164

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JULY 1954

Kind of business and geographic division	Sales: Percent change, July 1954 from—		Sales: July 1954 panel		Inventory, end-of-month (at cost): Percent change, July 1954 from—		Inventory, end-of-month (at cost): July 1954 panel		Stock-sales ratios[1] (percent)		
	July 1953	June 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	July 1953	June 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	July 1954	July 1953	June 1954
Automotive equipment, tire-tube wholesalers.	-5	+6	304	$21,263	-18	-5	235	$44,069	236	275	267
New England	-2	+15	11	640	-11	-6	9	1,548	273	306	341
Middle Atlantic	-17	-9	32	1,251	+5	-2	10	296	153	137	178
East North Central	-1	+4	66	5,972	-26	-7	48	11,295	219	309	247
West North Central	-1	+11	26	2,733	-21	-6	22	6,503	244	304	287
South Atlantic	-16	+13	19	2,901	-11	-2	9	6,900	256	243	302
East South Central	-11	+8	48	1,720	-9	-6	47	4,469	260	223	299
West South Central	+1	+6	40	3,247	-11	-5	30	7,190	245	283	277
Pacific	-7	+5	42	1,737	-14	-3	41	3,545	208	226	226
Electrical, electronic appliance goods wholesalers	-10	-2	645	169,369	-13	-6	587	224,406	140	142	144
New England	-17	-6	43	9,081	-8	+1	41	14,666	165	149	153
Middle Atlantic	-22	-7	109	28,857	-7	-2	94	40,620	160	131	144
East North Central	-13	-13	133	41,182	-13	-5	125	56,338	143	134	132
West North Central	+18	+16	77	21,228	-13	-8	69	22,140	119	149	152
South Atlantic	-11	+2	97	23,171	-12	-6	87	31,586	144	146	155
East South Central	-7	-3	39	8,662	-15	-8	36	11,030	130	143	137
West South Central	+4	+7	58	14,489	-12	-14	54	20,139	140	167	176
Mountain	-12	+5	23	4,480	-19	-2	23	6,143	137	150	147
Pacific	-12	+5	66	18,219	-21	-7	58	21,744	122	135	137
Hardware wholesalers	-9	-6	167	63,335	-7	-3	133	144,762	255	258	249
Middle Atlantic	-14	-16	24	4,586	-9	-3	11	8,170	266	219	231
East North Central	-16	-9	34	17,828	-9	-3	32	43,788	252	245	235
West North Central	-6	-4	15	11,289	-7	-3	14	27,064	241	256	240
South Atlantic	+1	-2	22	4,018	-3	-2	18	8,832	250	262	256
East South Central	+1	+6	21	8,265	+4	-3	17	18,611	244	225	272
West South Central	+2	-4	20	6,406	-7	-3	15	8,548	197	246	205
Mountain	-7	-2	7	1,692	-6	-3	7	5,414	320	324	323
Pacific	-10	-8	19	8,468	-10	-2	16	22,607	311	323	292
Plumbing, heating goods wholesalers	-1	+1	265	35,312	+2	-2	216	54,896	184	164	190
New England	+7	+7	25	1,852	+5	-1	12	5,373	176	182	167
Middle Atlantic	-13	-3	58	7,145	-8	0	44	7,482	171	182	169
East North Central	+12	+2	43	4,955	-2	-3	41	9,174	187	171	197
West North Central	+38	+3	20	4,069	-3	-5	20	6,622	163	208	176
South Atlantic	-7	-6	53	8,950	+8	-2	44	13,800	176	145	165
East South Central	+9	+2	18	3,021	+4	-4	15	4,129	173	177	180
West South Central	+2	+21	28	2,717	+4	-6	26	5,311	202	202	262
Pacific	-15	+10	13	2,156	-11	+13	8	2,157	142	134	139
Lumber, construction materials dealers	-1	-14	360	79,471	-5	-5	253	54,803	107	97	102
New England	-9	-11	23	6,442	-37	-9	14	4,760	87	43	83
Middle Atlantic	+11	-15	85	19,740	+3	-6	61	10,725	75	63	73
East North Central	-6	-6	87	12,643	-4	-4	53	11,111	138	117	131
West North Central	+11	-18	20	8,856	-15	-5	14	2,699	99	76	117
South Atlantic	-14	-1	19	3,245	-21	-5	15	1,802	77	74	83
East South Central	-9	-4	11	2,197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+17	-6	40	6,672	-14	-4	39	8,532	130	104	127
Mountain	+4	-5	19	3,579	-11	-4	18	5,062	148	171	147
Pacific	-14	-25	56	16,097	+5	-1	36	9,309	123	124	99
Industrial machinery, equipment, supplies distributors	-10	-6	239	29,795	-4	+1	190	40,480	168	153	159
Middle Atlantic	-25	-14	45	5,165	-3	0	30	5,377	163	125	128
East North Central	-15	-15	54	5,780	-8	-3	48	7,386	140	130	133
West North Central	-7	-16	13	1,944	+2	-2	12	3,133	172	188	145
South Atlantic	-7	-2	22	4,335	-13	+7	15	6,585	201	220	178
East South Central	-1	-4	13	1,926	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+8	+9	50	7,177	+6	+3	45	12,055	173	181	184
Pacific	-15	0	32	2,428	-9	-3	27	3,042	167	173	179

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparisons with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

AUGUST 1954

FOR RELEASE
OCTOBER 8, 1954

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a revised reporting panel of over 6,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. This reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

August 1954 sales of merchant wholesalers increased slightly (1%) above the previous month and were up 6 percent above a year ago. However, cumulative sales for the first eight months of 1954 were 3 percent below the corresponding period of last year.

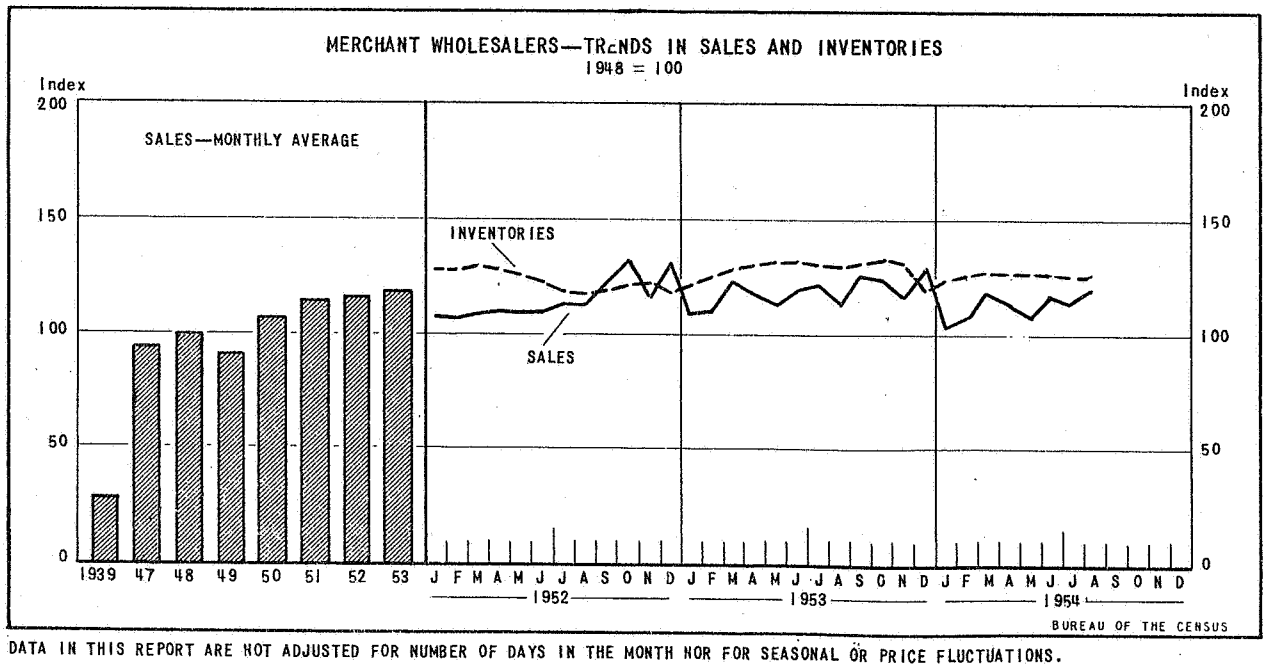
Five divisions experienced gains above the July level, with the largest increase (5%) noted in both the New England and the Pacific divisions. The Mountain division reflected no change from a month earlier, while three divisions showed declines--the sharpest drop, 10 percent, in the West South Central division. Compared with a year ago, six divisions reported gains up to 9 percent, while three divisions showed smaller declines.

Most trades reported small to moderate increases over July 1954 sales. Dry goods and apparel wholesalers, piece goods converters, and jewelry wholesalers enjoyed substantial seasonal increases (26% to 63%). On the other hand, there were also some significant sales declines from the previous month, particularly among fresh fruit and vegetable wholesalers (21%), inedible farm products merchants (16%), and specialty-line grocers (15%). Compared with August a year ago, sharp declines were still noted for iron and steel scrap dealers (30%), waste materials dealers (25%), and coal wholesalers (21%). However, 24 trades reported August sales at higher levels than a year ago--the principal increase (29%) being experienced by construction materials distributors.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of August rose slightly (1%) above a month earlier but were down 4 percent below stocks on hand August 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the August 1954 stock-sales ratio of 135 percent was 1 point below the previous month and 10 points lower than the August 1953 ratio.

By geographic divisions, the principal change in inventories from a month earlier--an increase of 6 percent--was shown by the New England Division. Compared with a year ago, all but two geographic divisions noted lower inventories. The Middle Atlantic and the West South Central divisions, however, reported stocks about the same level as a year ago.



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

AUGUST 1954

Kind of business	Sales: Percent change, August 1954 from-- Aug. 1953	Sales: Percent change, August 1954 from-- July 1954	Sales: 8 mo. 1954 from 8 mo. 1953	Sales: August 1954 panel: Number of establishments reporting[2]	Sales: August 1954 panel: Reported dollar values[3] (add 000)	Inventory, end-of-month (at cost): Percent change, August 1954 from-- Aug. 1953	Inventory, end-of-month (at cost): Percent change, August 1954 from-- July 1954	Inventory, end-of-month (at cost): August 1954 panel: Number of establishments reporting[2]	Inventory, end-of-month (at cost): August 1954 panel: Reported dollar values[3] (add 000)	Stock-sales ratios[1] (percent): Aug. 1954	Stock-sales ratios[1] (percent): Aug. 1953	Stock-sales ratios[1] (percent): July 1954
United States, total	+6	+1	-3	6,935	$1,587,655	-4	+1	4,971	$1,608,331	135	145	136
Grocery, confectionery, meat wholesalers	+3	-6	+3	655	227,430	+6	-4	486	129,501	85	77	83
General-line grocery wholesalers	+5	+1	+6	325	112,519	+4	+3	281	75,773	103	109	102
Nonaffiliated[4]	+4	+5	-2	215	34,615	+8	+5	202	37,350	121	130	122
Voluntary group	0	-5	+8	89	41,273	+2	+1	66	27,680	94	93	88
Retailer-cooperative	+13	+4	+10	16	36,132	0	-2	9	10,527	80	99	89
Specialty-line grocery wholesalers	+1	-15	+1	153	80,776	+10	-13	90	47,318	87	61	83
Confectionery wholesalers	+1	-8	-1	67	5,229	+12	-8	38	1,618	65	53	68
Meat, meat products wholesalers	0	+1	-2	110	28,906	+3	+1	77	4,792	22	20	22
Edible farm products distributors	-6	-11	-3	458	105,993	-5	-5	372	32,564	36	26	33
Dairy, poultry products distributors	-8	-6	-3	219	72,535	-7	-6	182	23,783	37	28	37
Fresh fruit, vegetable wholesalers	-1	-21	-1	239	33,458	+1	-1	190	8,781	32	22	26
Beer, wine, distilled spirits wholesalers	+1	-1	-3	232	65,435	+2	+2	189	75,717	130	149	127
Beer distributors	+3	-6	-1	110	13,004	+13	-6	86	4,154	37	28	37
Wine, distilled spirits wholesalers	+1	+1	-3	122	52,431	+2	+2	103	71,563	152	174	150
Drugs, chemicals, allied products wholesalers	+6	+5	-2	510	119,541	+2	+1	358	155,560	158	176	164
Drug wholesalers (general and specialty lines)	+5	+4	-1	253	88,667	+1	+2	204	133,550	172	193	176
Industrial chemicals, explosives wholesalers	+7	+7	-5	166	26,431	+20	-2	117	17,784	96	75	106
Paint, varnish wholesalers	+5	0	-2	91	4,443	0	-9	37	4,226	215	191	235
Tobacco distributors	+2	-3	-2	133	31,973	+4	-4	71	11,399	63	55	63
Dry goods, apparel wholesalers	-1	+31	-7	316	96,015	-6	-1	154	119,630	222	236	301
Clothing, furnishings, footwear wholesalers	+3	+63	-5	84	14,771	-20	-12	39	6,736	134	132	246
Dry goods wholesalers (general and specialty lines)	-3	+27	-8	143	43,021	-5	-1	76	77,687	253	252	331
Piece goods converters	0	+26	n.a.	89	38,223	-8	+2	39	35,207	194	237	261
Furniture, home furnishings wholesalers	0	+20	-7	170	25,307	-8	+1	109	30,675	180	193	213
Furniture wholesalers	-5	+17	n.a.	84	8,193	-3	+8	44	9,353	183	178	189
Home furnishings, floor coverings wholesalers	+2	+21	n.a.	86	17,114	-10	-2	65	21,322	179	201	224
Paper, allied products wholesalers	+10	+12	+2	298	49,734	+6	-1	205	43,784	104	92	118
Paper wholesalers	+9	+10	n.a.	179	41,457	+8	-1	149	35,188	94	79	104
Stationery, wallpaper wholesalers	+16	+22	n.a.	119	8,277	0	-2	56	8,596	189	279	266
Inedible farm products merchants	+8	-16	n.a.	113	98,840	+6	+11	85	65,129	105	128	90
Automotive wholesalers	0	-1	n.a.	407	33,605	-17	-2	287	54,596	192	233	192
Motor-vehicle distributors	+23	+5	n.a.	57	8,022	+3	-5	40	6,313	84	82	93
Automotive equipment, tire-tube wholesalers	-5	-3	-7	350	25,583	-18	-2	247	48,283	230	275	224
Electrical, electronic, appliance goods distributors	+9	-1	-6	668	163,369	-15	-1	624	219,002	142	180	141
Electrical equipment, supplies wholesalers[5]	+11	-2	-4	498	120,662	-15	-2	485	161,901	136	179	135
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	0	+4	-12	170	42,707	-18	0	139	57,101	161	183	163
Hardware, plumbing, heating goods wholesalers	-1	+4	-7	504	110,812	-4	0	368	216,523	221	235	230
Hardware wholesalers	-1	+4	-8	226	76,365	-6	0	149	160,378	236	253	246
Plumbing, heating goods distributors	+2	+4	-6	278	34,447	+8	0	219	56,145	188	171	194
Lumber, construction materials distributors	+15	+4	0	359	85,714	-1	-3	258	54,309	100	105	105
Lumber, millwork wholesalers	+10	+5	n.a.	237	64,977	-7	-5	173	40,476	107	110	116
Construction materials distributors	+29	+3	n.a.	122	20,737	+15	+5	85	13,833	84	93	81
Machinery, equipment, supplies distributors	-2	+1	-7	1,025	101,970	-4	+4	759	177,255	212	208	204
Air conditioning, commercial refrigeration equipment distributors	+2	-11	+2	77	4,623	+6	+2	48	3,603	95	190	87
Commercial machines, equipment distributors	+1	-12	n.a.	100	6,584	-1	0	66	8,153	178	138	138
Industrial machinery, equipment, supplies houses	-6	-3	-10	265	33,744	-3	-1	193	63,578	234	198	225
Professional equipment, supplies houses[6]	+18	+12	n.a.	315	20,352	+15	+21	249	36,639	201	212	189
Surgical, medical, hospital supply houses	+5	-2	-1	42	2,891	+2	+2	27	3,496	183	181	178
Service establishment equipment, supplies houses	+8	+9	n.a.	88	6,703	-1	+3	56	6,751	172	201	164
Other machinery, equipment distributors	-9	+3	n.a.	180	29,964	-12	0	147	58,531	226	226	229
Metals, metalwork (except scrap) distributors	-8	0	-16	192	80,742	+6	+4	137	79,834	152	134	154
Iron, steel and products distributors	-8	+13	n.a.	115	29,468	+10	0	78	51,072	247	236	265
Nonferrous metals distributors	-8	-6	n.a.	77	51,274	0	+12	59	28,762	90	84	84
Iron-steel scrap, waste materials dealers	-31	+5	n.a.	191	26,008	+22	+7	116	14,709	105	61	108
Iron-steel scrap dealers	-36	0	n.a.	105	17,025	+28	+5	62	9,397	117	59	111
Waste materials dealers	-25	+14	n.a.	86	8,983	+16	+9	54	5,312	88	63	102
Other merchant wholesalers[6]	-9	+10	n.a.	604	108,377	+6	+5	331	84,199	120	111	123
Amusement, sporting goods wholesalers	+10	+10	n.a.	102	11,234	+13	-2	72	15,769	167	158	187
Book, periodical, newspaper wholesalers	-14	+9	n.a.	86	8,852	-10	0	24	2,967	119	153	136
Coal wholesalers	-21	+14	-15	168	48,312	+9	+8	93	24,985	88	67	94
Farm supplies wholesalers	-1	-4	+8	125	27,471	+3	+7	91	21,422	97	82	86
Jewelry wholesalers	-7	+32	-12	103	12,508	+7	+7	51	19,056	239	219	277

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

AUGUST 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change, August 1954 from--		August 1954 panel		Percent change, August 1954 from--		August 1954 panel				
	August 1953	July 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	August 1953	July 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	August 1954	August 1953	July 1954
Merchant wholesalers	+6	+1	6,935	$1,587,655	-4	+1	4,971	$1,608,331	135	145	136
New England	-1	+5	465	96,160	-1	+6	303	121,024	172	168	172
Middle Atlantic	+1	+1	1,847	533,266	0	-1	1,123	370,676	104	105	108
East North Central	-3	+2	1,437	299,151	-6	0	1,087	317,103	132	140	136
West North Central	+4	-1	617	150,428	-3	+1	450	189,826	148	163	145
South Atlantic	+2	+3	749	125,594	-8	+1	574	160,126	157	177	160
East South Central	-3	-4	300	68,227	-5	-4	233	84,561	159	178	159
West South Central	+2	-10	590	108,472	0	+4	502	150,491	161	174	137
Mountain	+9	0	200	30,218	-8	+2	164	45,813	181	176	179
Pacific	+8	+5	730	176,139	-8	0	535	168,711	139	172	146
General-line grocery wholesalers	+5	+1	325	112,519	+4	+3	281	75,773	103	109	102
Middle Atlantic	+3	+9	13	6,807	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	+9	+1	113	23,920	-1	+2	101	14,768	100	111	99
West North Central	+10	-5	81	25,822	+9	+1	78	24,318	95	95	90
South Atlantic	+8	+8	18	4,002	+12	+6	15	3,976	115	120	118
East South Central	-19	+7	17	3,870	+13	-1	15	3,126	86	57	92
West South Central	-8	-2	32	9,620	-10	+2	31	8,980	94	110	89
Mountain	0	-4	19	4,708	-9	+7	15	2,956	178	166	157
Pacific	+10	+4	29	32,027	+17	+6	16	10,646	114	152	124
Specialty-line grocery wholesalers	+1	-15	153	80,776	+10	-13	90	47,318	87	61	83
New England	0	+2	14	2,056	+7	+5	7	808	107	109	110
Middle Atlantic	+4	-17	69	54,780	+19	-14	39	32,096	76	41	71
East North Central	-2	-14	23	7,721	-10	-14	19	9,275	123	164	124
West North Central	+22	+7	8	1,673	-1	-6	4	366	50	52	52
South Atlantic	+19	+8	10	937	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	-14	-7	9	6,583	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-15	-23	13	2,540	+6	-12	9	1,697	113	85	108
Pacific											
Dairy, poultry products distributors	-8	-6	219	72,535	-7	-6	182	23,783	37	28	37
New England	-8	-1	19	4,594	-38	-20	18	768	24	18	32
Middle Atlantic	-8	-4	63	21,191	-2	+2	45	6,068	35	27	35
East North Central	-8	-12	55	24,031	+3	-18	50	7,706	35	30	37
West North Central	-26	-1	20	1,932	-11	-3	16	1,173	66	16	67
South Atlantic	-9	-1	16	2,508	-9	-11	13	949	40	37	45
East South Central	+8	+2	12	1,749	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-7	-2	29	15,742	-30	+5	28	6,417	41	27	38
Pacific											
Fresh fruit, vegetable wholesalers	-1	-21	239	33,458	+1	-1	190	8,781	32	22	26
New England	+1	-24	18	1,174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-9	-28	33	4,395	+3	-7	18	149	6	8	4
East North Central	-1	-29	32	6,737	-4	+3	24	695	16	7	11
West North Central	+25	-17	15	1,847	+8	+6	8	240	16	19	13
South Atlantic	-5	-13	24	1,882	+12	+3	16	970	64	64	61
East South Central	-5	-10	7	372	+39	+8	5	55	15	12	13
West South Central	-12	-22	32	6,245	-3	-7	31	2,478	40	27	33
Mountain	+17	-14	22	1,823	-2	+2	21	695	39	11	33
Pacific	+33	-13	56	8,983	-10	+2	52	3,189	38	10	33
Drug wholesalers (general and specialty lines)	+5	+4	253	88,667	+1	+2	204	133,550	172	193	176
New England	+5	-2	19	4,850	0	0	15	6,449	157	167	154
Middle Atlantic	0	+5	58	20,028	+5	+1	41	27,792	176	165	186
East North Central	+2	+1	36	21,502	+3	+4	26	26,507	136	175	132
West North Central	+6	+2	18	6,733	+2	+4	16	10,260	173	193	172
South Atlantic	+10	+7	45	12,067	-3	+2	39	19,516	184	209	194
East South Central	+8	+9	46	10,844	+2	+4	28	15,112	220	231	234
West South Central	+7	+7	24	10,916	+2	+1	23	19,248	182	197	191
Pacific											
Tobacco distributors	+2	-3	133	31,973	+4	-4	71	11,399	63	55	63
New England	-14	0	9	2,532	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-1	0	27	6,718	+11	+1	16	3,006	70	47	69
East North Central	+10	-1	27	7,670	+5	-16	14	1,693	64	73	75
West North Central	-1	-6	11	2,158	+25	-10	5	782	62	50	66
South Atlantic	-1	-6	25	7,057	+15	+3	17	3,016	61	46	56
East South Central	+4	-12	17	3,662	+15	0	10	1,228	51	48	43
West South Central	+16	+6	15	2,652	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific											
Dry goods, apparel wholesalers	-1	+31	316	96,015	-6	-1	154	119,630	222	236	301
New England	-10	+42	19	12,924	+1	-2	9	36,563	334	300	497
Middle Atlantic	+2	+28	211	56,819	-8	+2	94	43,125	191	224	242
East North Central	-4	+32	24	2,813	-18	-4	17	3,532	149	165	209
West North Central	-3	+29	13	12,142	-11	-4	11	26,216	220	240	295
South Atlantic	-8	+49	9	2,854	-7	-9	6	4,112	153	152	255
East South Central	-5	+44	28	3,829	-12	+2	10	5,049	170	135	243
West South Central	+18	+22	11	4,523	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific											
Furniture, home furnishings wholesalers	0	+20	170	25,307	-3	+1	109	30,675	180	193	213
New England	-18	+18	9	199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	+24	48	10,264	+8	+1	20	5,524	152	140	195
East North Central	-8	+33	39	5,693	-9	+7	26	8,799	182	159	228
West North Central	+13	+15	12	1,564	-4	+1	9	2,897	216	254	254
South Atlantic	-15	+16	14	959	-16	+1	9	2,098	280	326	332
East South Central	+4	0	21	2,467	-11	+3	15	4,575	208	235	199
West South Central	+9	+9	22	3,331	-17	-9	22	5,091	153	195	183
Pacific											

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change, August 1954 from--		August 1954 panel		Percent change, August 1954 from--		August 1954 panel				
	August 1953	July 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	August 1953	July 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	August 1954	August 1953	July 1954
Automotive equipment, tire-tube wholesalers..	-5	-3	350	$25,583	-18	-2	247	$48,283	230	275	224
New England	-12	-1	7	1,091	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-7	-3	56	2,717	-6	0	38	3,993	235	277	220
East North Central	-24	-16	59	5,638	-34	-4	45	11,803	229	256	197
West North Central	+11	-7	22	2,484	-19	0	14	5,154	241	335	234
South Atlantic	+2	+9	45	4,738	-7	-2	40	9,573	212	252	237
South Central	+8	-4	74	4,586	-7	-1	70	11,496	252	312	245
Mountain	+4	+12	27	1,439	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+10	+8	60	2,890	-1	-2	19	1,767	192	228	206
Electrical, electronic, appliance goods wholesalers	+9	-1	668	163,369	-15	-1	624	219,002	142	180	141
New England	+5	+1	44	9,368	-5	-1	40	14,422	168	185	172
Middle Atlantic	-3	+4	116	29,896	-14	-1	99	42,972	155	179	162
East North Central	+6	+2	171	38,909	-14	+2	162	52,608	143	167	142
West North Central	+14	-8	61	17,802	-13	-4	55	19,560	130	160	117
South Atlantic	+9	-1	102	23,235	-16	-4	96	30,604	138	181	141
East South Central	+18	-3	36	7,361	-22	-7	34	9,111	127	192	132
West South Central	+16	-17	59	13,343	-16	-2	59	21,149	159	219	134
Mountain	+16	+6	22	4,770	-14	+3	22	6,348	133	179	137
Pacific	+23	+8	57	18,685	-23	+1	57	22,228	119	185	127
Hardware wholesalers	-1	+4	226	76,365	-6	0	149	160,378	236	253	246
New England	-2	-9	5	757	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+17	+14	21	4,622	-6	+7	14	6,208	169	215	186
East North Central	-6	+11	38	19,277	-10	-2	31	41,998	221	239	250
West North Central	+2	+4	63	14,100	-6	+3	15	29,564	237	262	239
South Atlantic	-9	+5	23	5,168	-6	+7	17	10,629	252	236	245
East South Central	-2	-1	21	13,063	-1	-3	20	29,720	229	225	234
West South Central	0	-7	27	7,807	-6	+2	25	14,087	234	272	209
Mountain	-5	0	6	1,445	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	+6	22	10,126	-9	-3	19	23,037	293	323	319
Plumbing, heating goods wholesalers	+2	+4	278	34,447	+10	0	219	56,145	188	168	194
New England	-9	+2	17	1,936	+20	0	10	5,442	358	332	366
Middle Atlantic	-2	+7	85	8,859	+2	0	61	11,436	168	176	177
East North Central	+4	+11	49	4,829	+4	-2	38	8,571	188	141	214
West North Central	+17	+1	19	3,675	+8	-3	19	5,765	157	238	164
South Atlantic	+3	+5	57	9,907	+14	+2	46	15,206	178	153	182
East South Central	+15	+8	14	2,434	+9	+3	12	3,329	154	162	162
West South Central	-7	-16	24	1,742	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-9	-2	7	598	-6	-2	6	1,623	274	266	272
Lumber, construction materials dealers	+15	+4	359	85,714	-1	-3	258	54,309	100	105	105
New England	+11	-3	36	7,445	-28	+8	30	6,221	88	60	79
Middle Atlantic	+27	-4	82	19,962	+10	0	64	12,294	80	86	76
East North Central	+14	+16	69	12,436	-10	-9	52	10,098	130	142	169
West North Central	+11	+5	27	12,173	+4	+1	18	4,040	72	59	77
South Atlantic	+11	+7	35	6,427	-15	-4	21	3,715	85	113	93
East South Central	-1	+10	14	2,620	-10	-1	11	1,499	120	153	138
West South Central	+39	+1	39	6,601	-11	-3	36	8,044	130	147	135
Mountain	+25	-16	7	2,267	(x)	(x)	(x)	(x)	(x)	(x)	(x)'
Pacific	+3	+14	50	15,783	+31	-2	21	6,856	149	143	177
Industrial machinery, equipment, supplies distributors	-6	-3	265	33,744	-3	-1	193	63,578	234	198	225
Middle Atlantic	-8	-5	70	6,379	-5	-3	44	7,359	180	165	178
East North Central	-3	+10	42	3,481	+3	+1	33	4,783	182	183	193
West North Central	+6	-13	25	2,599	-10	-6	13	2,646	165	173	157
South Atlantic	-7	-7	27	4,654	-6	-7	20	7,231	192	211	199
South Central	-2	-2	47	6,004	-1	0	43	11,736	203	286	202
Pacific	-9	-4	36	7,725	+3	0	29	18,266	273	193	246

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

SEPTEMBER 1954

FOR RELEASE
NOVEMBER 5, 1954

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 7,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. This reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

September 1954 sales of merchant wholesalers showed a seasonal increase of 6 percent above the previous month. However, sales were down 5 percent from a year ago, and cumulative sales for the first nine months of 1954 were 3 percent below the corresponding period of last year.

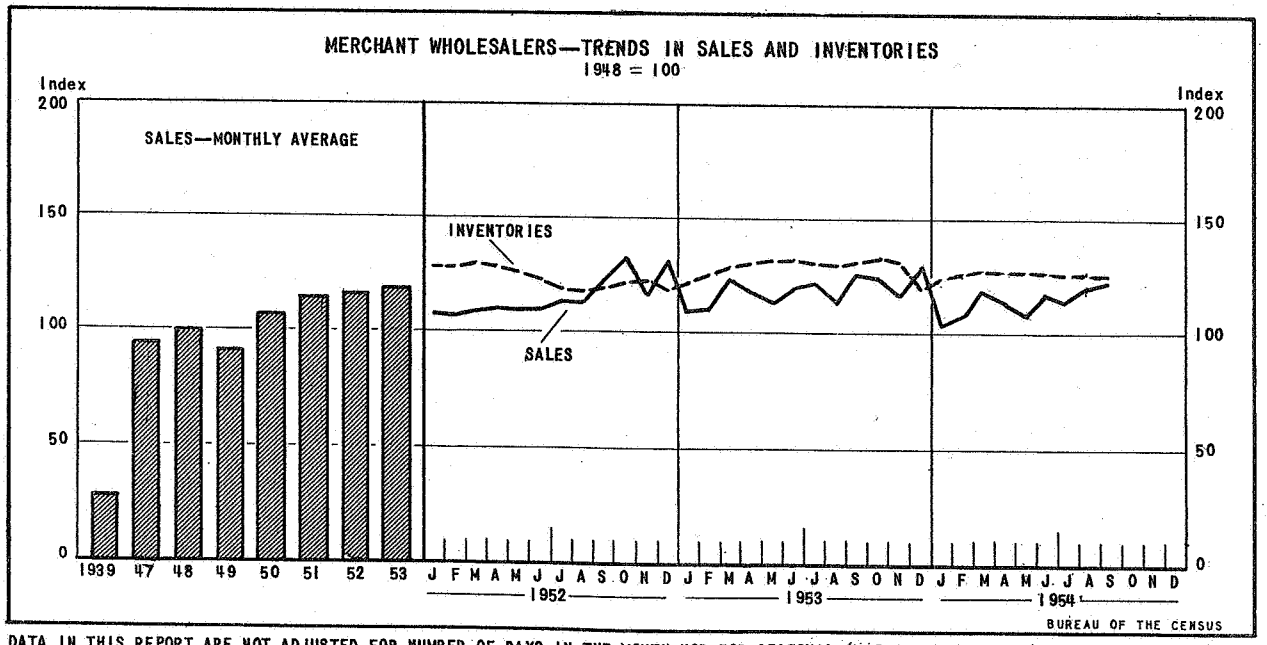
Seven geographic divisions reflected moderate to substantial sales increases over the level of the previous month, the largest gain being registered by the East South Central Division (23%). The West South Central Division showed no change from previous month sales, while the Mountain Division indicated a slight decline (2%). Compared with a year ago, increases were noted in the Pacific Division (6%) and in the West North Central Division (3%). All other divisions showed declines, the largest being registered by the Middle Atlantic (8%) and East North Central (11%) Divisions.

Most trades reported increases over August 1954 sales. Substantial increases were registered by inedible farm products merchants (24%), confectionery wholesalers (21%), and electrical appliances distributors (21%). However, 13 trades showed declines from August levels. Industrial machinery equipment and supplies houses, down 11 percent, reported the principal decrease in sales. Compared with September 1953 sales, sharp declines were noted for iron and steel scrap dealers (42%) and for industrial chemicals wholesalers (22%). While most trades reported September 1954 sales below a year ago, 14 trades did indicate gains.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of September showed no change from the previous month but were down 4 percent below stocks on hand September 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the September 1954 stock-sales ratio of 130 percent was 4 points below the previous month and 2 points lower than the September 1953 ratio.

By geographic divisions, the principal change from the previous month was an increase of 6 percent in the East South Central Division. Three divisions showed smaller increases, three others noted declines, while the East North Central and Pacific Divisions remained at about the same level. Only one division, the West South Central, reported inventories higher than a year ago (4%). The West North Central Division showed no change in inventories, and declines were registered in all others.



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

Table 1.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

SEPTEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change			September 1954 panel		Percent change, Sept. 1954 from—		September 1954 panel				
	Sept. 1954 from—		9 mo. 1954 from 9 mo. 1953	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Sept. 1953	Aug. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Sept. 1954	Sept. 1953	Aug. 1954
	Sept. 1953	Aug. 1954										
United States, total	-5	+6	-3	7,747	$1,946,891	-4	0	5,425	$1,807,451	130	132	134
Grocery, confectionery, meat wholesalers	-3	+5	+2	1,408	431,509	+11	-4	1,076	251,814	86	71	94
General-line grocery wholesalers	+2	+6	+5	543	143,646	+10	-1	441	96,443	120	126	128
Nonaffiliated[4]	-2	+12	-2	360	47,063	+18	-3	353	56,791	149	142	168
Voluntary group	+1	+3	+7	114	57,500	-3	+1	53	29,709	95	110	98
Retailer-cooperative	+7	+4	+10	16	34,820	+11	+5	9	9,943	90	106	86
Specialty-line grocery wholesalers	-10	+3	0	197	111,960	+15	-9	116	52,938	70	37	79
Confectionery wholesalers	-5	+21	-2	74	6,815	0	+9	36	1,569	75	73	72
Meat, meat products wholesalers	-4	+9	-2	104	29,705	-11	-15	68	4,421	21	21	26
Edible farm products distributors	-7	0	-3	508	126,317	-13	-1	352	29,788	33	24	34
Dairy, poultry products distributors	-10	+2	-4	277	93,158	-16	-3	193	21,404	33	26	35
Fresh fruit, vegetable wholesalers	0	-3	-1	231	33,159	+3	+6	159	8,384	34	18	31
Beer, wine, distilled spirits wholesalers	-1	+8	-3	286	91,273	-5	+3	222	107,989	148	158	163
Beer distributors	-12	-7	-3	100	9,067	-2	-6	77	3,777	53	38	52
Wine, distilled spirits wholesalers	0	+10	-3	186	82,206	-5	+3	145	104,212	159	171	178
Drugs, chemicals, allied products wholesalers	0	+8	-2	518	136,644	-2	+1	371	151,336	141	163	151
Drug wholesalers (general and specialty lines)	+2	+11	0	258	100,390	-2	+2	198	123,979	148	172	163
Industrial chemicals, explosives wholesalers	-22	-2	-7	165	31,119	-3	-1	118	22,420	106	95	106
Paint, varnish wholesalers	-1	+3	-1	95	5,135	-9	-5	55	4,937	173	204	188
Tobacco distributors	-4	+6	-2	183	45,187	+4	+3	114	19,832	62	59	63
Dry goods, apparel wholesalers	-5	+1	-6	340	112,885	-8	0	162	148,705	199	219	202
Clothing, furnishings, footwear wholesalers	0	-6	-4	84	14,771	-13	+2	42	10,755	158	140	159
Dry goods wholesalers (general and specialty lines)	+2	+10	-7	149	48,079	-9	-5	73	75,487	202	229	239
Piece goods converters	-15	-5	n.a.	107	50,035	-7	+7	47	62,463	204	221	173
Furniture, home furnishings wholesalers	-1	+10	-1	220	31,960	-7	-1	124	31,583	157	169	173
Furniture wholesalers	-1	+8	n.a.	80	9,218	-8	-1	46	8,138	137	144	148
Home furnishings, floor coverings wholesalers	-1	+11	n.a.	140	22,742	-6	0	78	23,445	166	182	184
Paper, allied products wholesalers	+1	-2	+1	295	60,157	-7	-4	228	57,911	107	98	110
Paper wholesalers	+1	-2	n.a.	191	52,956	-9	-5	170	49,887	100	91	104
Stationery, wallpaper wholesalers	+5	0	n.a.	104	7,201	+6	-1	58	8,024	180	182	180
Inedible farm products merchants	-9	+24	n.a.	199	176,578	+9	+10	137	138,896	156	125	136
Automotive wholesalers[6]	-2	+7	n.a.	450	41,406	-17	-3	301	51,574	157	265	178
Automotive equipment, tire-tube wholesalers	-8	-4	-8	400	28,141	-17	-3	264	46,953	230	309	225
Electrical, electronic, appliance goods distributors	-6	+8	-6	657	184,019	-9	+2	602	241,660	141	144	147
Electrical equipment, supplies wholesalers[5]	-8	+2	-5	477	125,523	-12	+4	455	172,443	140	144	137
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	-1	+21	-11	180	58,496	0	-1	147	69,217	145	141	176
Hardware, plumbing, heating goods wholesalers	-11	+5	-8	458	112,743	-4	-2	284	196,121	210	199	227
Hardware wholesalers	-13	+8	-8	219	82,769	-6	-3	133	155,746	214	205	239
Plumbing, heating goods distributors	-2	-2	-5	239	29,974	+10	0	151	40,375	193	173	188
Lumber, construction materials distributors	+16	+12	+2	407	97,581	-2	-3	266	54,443	104	94	109
Lumber, millwork wholesalers	+18	+15	n.a.	232	71,888	-4	-1	152	35,159	97	99	102
Construction materials distributors	+11	+3	n.a.	175	25,693	+4	-6	114	19,284	119	81	126
Machinery, equipment, supplies distributors	-4	-2	-6	1,138	123,063	-5	-3	914	189,633	176	190	179
Air conditioning, commercial refrigeration equipment distributors	+22	-3	+4	87	5,137	+23	-2	65	4,860	107	159	108
Commercial machines, equipment distributors	0	+10	n.a.	105	6,250	-6	+1	75	9,589	173	151	192
Industrial machinery, equipment, supplies houses	-13	-11	-11	337	39,006	-11	-2	277	61,381	183	172	167
Professional equipment, supplies houses[6]	+2	+12	n.a.	269	25,224	+17	-4	239	32,189	136	155	160
Surgical, medical, hospital supplies houses	-6	+4	-2	41	6,354	+14	-2	36	7,967	137	113	145
Service establishment equipment, supplies houses	0	+5	n.a.	82	6,025	-5	-3	51	7,058	141	156	156
Other machinery, equipment distributors	0	-2	n.a.	217	35,067	-11	-2	171	66,589	217	239	220
Metals, metalwork (except scrap) distributors	-13	-1	-15	222	515,977	-2	-2	156	77,929	138	123	145
Iron, steel and products distributors	-11	-2	n.a.	155	33,739	+5	-3	109	57,907	224	252	229
Nonferrous metals distributors	-14	0	n.a.	67	482,238	-15	0	47	20,022	65	64	69
Iron-steel scrap, waste materials dealers	-26	+2	n.a.	206	40,433	+31	+10	118	14,508	55	72	50
Iron-steel scrap dealers	-42	0	n.a.	121	32,569	+41	+14	74	12,107	53	69	47
Waste materials dealers	+3	+11	n.a.	85	7,864	+17	-6	44	2,401	65	79	76
Other merchant wholesalers[6]	-7	+7	n.a.	671	132,487	+9	+2	381	93,658	107	88	111
Amusement, sporting goods wholesalers	+3	+8	n.a.	125	15,893	+16	-1	96	20,085	141	128	155
Book, periodical, newspaper wholesalers	-15	+5	n.a.	98	9,927	-5	-2	24	4,245	116	121	124
Coal wholesalers	-9	+9	-14	219	60,987	+22	+6	108	27,563	77	41	78
Farm supplies wholesalers	-5	-3	+7	138	29,853	+9	+2	109	24,803	100	82	96
Jewelry wholesalers	+1	+18	-10	91	15,827	-4	+1	44	16,962	193	248	219

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1954

Kind of business and geographic division	Sales: Percent change, Sept. 1954 from--		Sales: September 1954 panel		Inventory, end-of-month (at cost): Percent change, Sept. 1954 from--		Inventory, end-of-month (at cost): September 1954 panel		Stock-sales ratios[1] (percent)		
	Sept. 1953	Aug. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Sept. 1953	Aug. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Sept. 1954	Sept. 1953	Aug. 1954
Merchant wholesalers[6]	-5	+6	7,747	$1,946,891	-4	0	5,425	$1,807,451	130	132	134
New England	-1	+9	553	109,000	-5	-4	366	117,349	135	146	155
Middle Atlantic	-8	+5	1,830	632,873	-2	-1	1,071	406,796	101	94	104
East North Central	-11	+4	1,518	378,409	-7	0	1,099	348,798	119	121	123
West North Central	+3	+3	770	177,484	0	-5	565	240,647	176	171	184
South Atlantic	-4	+16	782	162,962	-7	+4	570	172,424	156	170	161
East South Central	-3	+23	385	89,115	-8	+6	273	97,334	138	174	156
West South Central	-4	0	760	143,150	+4	+3	592	175,232	165	154	157
Mountain	-1	-2	247	33,208	-4	+1	203	48,961	166	169	163
Pacific	+6	+5	902	220,690	-7	0	686	199,910	122	154	126
General-line grocery wholesalers	+2	+6	543	143,646	+10	-1	441	96,443	120	126	128
New England	+10	+10	9	3,238	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+5	+7	67	17,709	+4	-7	53	10,610	103	127	117
East North Central	+2	+4	109	20,436	-1	+6	101	12,417	103	111	99
West North Central	+2	+6	73	26,784	+35	-9	50	26,758	168	138	215
South Atlantic	+1	+3	19	3,491	+9	+5	13	3,505	145	149	145
East South Central	-1	+9	46	8,234	+3	-1	41	7,833	118	111	129
West South Central	-4	+9	82	16,785	-10	+8	59	10,313	102	106	104
Mountain	-15	+1	21	2,442	-10	+3	17	3,328	166	149	161
Pacific	+4	+4	117	44,527	+7	+5	102	20,494	103	129	99
Specialty-line grocery wholesalers	-10	+3	197	111,960	+15	-9	116	52,938	70	37	79
Middle Atlantic	-11	+2	93	82,853	+30	-8	53	36,970	59	25	66
East North Central	-11	-4	25	8,494	-2	-12	16	8,269	130	126	143
West North Central	+4	+4	12	1,498	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	+13	-19	9	524	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+7	+7	14	6,800	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	+20	25	7,659	-12	-29	15	2,403	53	56	89
Dairy, poultry products distributors	-10	+2	277	93,158	-16	-3	193	21,404	33	26	35
New England	-11	-5	17	5,825	-15	-8	15	662	22	12	23
Middle Atlantic	-12	-16	74	28,092	-11	-6	50	5,761	33	24	37
East North Central	-15	-1	64	26,472	-3	-5	46	6,359	30	26	31
West North Central	+1	+1	18	2,578	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-7	+5	17	7,354	-2	+12	9	719	31	15	30
West South Central	+37	+26	9	1,333	+14	-2	7	388	43	30	50
Pacific	+1	+3	64	18,928	-39	+2	48	4,783	27	34	28
Fresh fruit, vegetable wholesalers	0	-3	231	33,159	+3	+6	159	8,384	34	18	31
New England	-13	-2	22	1,552	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-12	+1	28	4,736	+23	+19	12	87	3	3	3
East North Central	+4	-13	38	7,882	-11	+10	20	875	21	12	15
West North Central	+8	-13	19	2,647	+23	+24	15	502	20	17	14
South Atlantic	-8	+23	24	2,490	+13	+9	14	1,091	58	51	65
West South Central	+7	+14	19	5,182	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+12	-8	59	7,386	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Drug wholesalers (general and specialty lines)	+2	+11	258	100,390	-2	+2	198	123,979	148	172	163
New England	+6	+13	17	5,828	-3	+5	13	6,487	135	145	145
Middle Atlantic	-2	+12	64	18,847	+3	+2	41	18,806	144	150	158
East North Central	+1	+15	40	27,282	+3	0	33	29,162	117	154	135
West North Central	+4	+14	18	7,691	+1	+5	17	11,367	166	178	177
South Atlantic	+13	+14	31	11,021	-6	+5	26	15,013	178	195	180
East South Central	+1	+6	12	4,005	-6	+1	10	6,255	187	191	198
West South Central	-1	+4	37	9,673	-1	+2	20	10,442	197	198	209
Mountain	-12	+1	12	3,281	-7	+5	12	6,707	204	195	196
Pacific	+6	+7	27	12,762	-1	+2	26	19,740	159	175	168
Tobacco distributors	-4	+6	183	45,187	+4	+3	114	19,832	62	59	63
New England	-7	+2	38	6,653	-22	+10	17	2,479	66	74	61
Middle Atlantic	-3	+1	27	10,009	+21	-5	13	6,051	85	61	89
East North Central	-12	+5	51	13,223	-2	+7	38	4,689	51	59	49
West North Central	-2	+9	16	3,224	-3	-1	9	985	45	58	49
South Atlantic	+5	+13	26	7,910	+5	+14	19	3,869	66	64	66
West South Central	+6	+12	11	2,291	+16	-1	8	941	44	40	50
Dry goods, apparel wholesalers	-5	+1	340	112,885	8	0	162	148,705	199	219	202
Middle Atlantic	-10	-4	213	71,796	-8	+5	85	71,002	194	208	171
East North Central	-10	+3	24	2,971	-9	+6	16	3,685	163	131	161
West North Central	-6	-4	19	11,945	-14	-5	14	25,419	217	239	220
South Atlantic	-16	+1	16	3,372	-6	-8	10	4,517	151	133	166
West South Central	-8	-3	10	2,377	-9	+14	7	3,944	181	130	155
Pacific	+43	+3	27	4,183	+4	+13	16	3,625	116	147	106
Furniture, home furnishings wholesalers	-1	+10	220	31,960	-7	-1	124	31,583	157	169	173
New England	-4	+7	16	1,647	-12	+4	10	1,505	102	110	107
Middle Atlantic	-3	+10	62	12,992	+3	-1	32	8,263	145	136	162
East North Central	-8	+19	46	6,351	-4	-1	31	7,339	158	139	187
West North Central	+11	+12	14	2,504	-3	-4	8	2,903	183	220	214
South Atlantic	0	0	23	1,766	-18	+6	11	2,078	328	353	302
West South Central	+10	+4	14	1,885	-12	0	9	2,426	154	194	160
Pacific	+9	+5	20	3,463	-12	-1	17	4,833	141	171	150

See page 4 for footnotes.

Table 2.---TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS---Continued

SEPTEMBER 1954

Kind of business and geographic division	Sales: Percent change, Sept. 1954 from-- Sept. 1953	Sales: Percent change, Sept. 1954 from-- Aug. 1954	Sales: September 1954 panel: Number of establishments reporting[2]	Sales: September 1954 panel: Reported dollar values[3] (add 000)	Inventory, end-of-month (at cost): Percent change, Sept. 1954 from-- Sept. 1953	Inventory, end-of-month (at cost): Percent change, Sept. 1954 from-- Aug. 1954	Inventory, end-of-month (at cost): September 1954 panel: Number of establishments reporting[2]	Inventory, end-of-month (at cost): September 1954 panel: Reported dollar values[3] (add 000)	Stock-sales ratios[1] (percent): Sept. 1954	Sept. 1953	Aug. 1954
Automotive equipment, tire-tube wholesalers...	-8	-4	400	$28,141	-7	-3	264	$46,953	230	309	225
Middle Atlantic	-3	+2	44	2,237	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central	-25	0	46	5,591	-35	-6	25	8,150	250	374	254
West North Central	0	-9	60	4,101	-16	-7	26	6,098	233	289	236
South Atlantic	-1	-7	72	5,286	-9	-1	63	11,034	215	285	200
East South Central	-10	+1	43	3,277	-9	-3	41	5,544	172	250	179
West South Central	-2	-7	56	3,036	-6	+1	52	7,965	290	302	266
Mountain	+12	-2	33	1,666	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	-5	39	1,933	+27	-2	5	807	345	330	335
Electrical, electronic, appliance goods	-6	+8	657	184,019	-8	+2	602	241,660	141	144	147
New England	-1	+20	47	11,166	-10	-3	40	14,252	133	148	165
Middle Atlantic	-13	+14	109	40,042	-1	+1	93	50,252	146	135	162
East North Central	-12	+10	118	40,215	-12	+3	112	51,883	135	132	143
West North Central	+9	+8	86	22,345	-6	+2	77	28,461	149	148	155
South Atlantic	-8	+4	114	25,820	-11	+3	106	35,010	142	147	143
East South Central	-13	-6	33	6,067	-20	+2	32	8,134	134	146	123
West South Central	+4	+1	59	12,134	-7	+1	55	19,390	163	182	162
Mountain	+1	+2	26	5,046	-13	+1	26	6,745	134	155	135
Pacific	-1	+1	65	21,184	-12	+6	61	27,533	132	146	126
Hardware wholesalers	-13	+8	219	82,769	-6	-3	133	155,746	214	205	239
Middle Atlantic	-11	+17	19	5,625	-5	-2	12	7,807	173	153	207
East North Central	-13	+9	30	18,506	-10	-3	21	32,068	192	207	215
West North Central	-2	+5	58	17,197	-4	-4	15	33,862	216	231	238
South Atlantic	-5	+10	24	6,263	-5	-2	17	11,312	231	233	261
East South Central	-2	+8	22	14,214	-6	-2	20	28,826	206	205	228
West South Central	-6	+2	33	8,167	-3	-7	19	11,426	221	259	231
Mountain	+10	+36	7	1,638	+10	-1	6	4,125	254	260	349
Pacific	-3	+6	23	10,293	-10	-2	20	24,543	268	293	291
Plumbing, heating goods wholesalers	-2	-2	239	29,974	+10	0	151	40,375	193	173	188
Middle Atlantic	-7	+1	66	7,479	+4	+2	23	5,632	186	211	192
East North Central	+1	0	38	3,900	-9	-1	33	6,785	198	200	203
West North Central	+8	-7	27	3,467	+22	-1	26	7,080	205	179	193
South Atlantic	-6	+1	43	7,242	+23	0	24	8,647	166	122	165
East South Central	-9	-7	12	2,149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+28	-10	17	1,440	+11	+1	13	2,807	263	321	225
Mountain	+9	+3	6	492	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-2	-5	22	3,384	-7	+2	12	4,804	212	231	187
Lumber, construction materials dealers	+16	+12	407	97,581	-2	-3	266	46,443	104	94	109
New England	+2	-6	21	6,289	-23	0	15	4,932	89	60	85
Middle Atlantic	+10	+12	91	23,685	0	-12	66	9,845	64	66	76
East North Central	+9	+8	110	17,751	-8	-6	48	7,030	108	124	117
West North Central	+20	+15	28	14,143	-1	-4	18	3,644	68	82	68
South Atlantic	0	-4	36	5,331	-5	-1	27	3,161	85	103	84
East South Central	0	+14	16	3,669	-11	-1	10	1,191	88	135	94
West South Central	+32	+3	41	6,043	-13	+2	37	7,610	134	125	135
Mountain	+30	-1	7	2,314	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+37	+33	57	18,356	+17	+4	41	7,630	107	138	117
Industrial machinery, equipment, supplies distributors	-13	-11	337	39,006	-11	-2	277	61,381	183	172	167
Middle Atlantic	-34	+14	39	4,057	-15	0	24	3,431	112	95	124
East North Central	-21	-7	79	9,504	-21	-8	65	14,255	180	171	187
West North Central	-3	-8	43	3,229	+2	0	40	4,491	142	150	145
South Atlantic	-3	+12	23	4,184	-2	-1	15	5,087	168	198	186
East South Central	-15	+7	10	1,123	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-7	-28	97	11,408	-6	-2	90	24,637	224	243	163
Mountain	-10	-13	19	2,992	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-36	-25	13	871	(x)	(x)	(x)	(x)	(x)	(x)	(x)

x Insufficient data to show separately.
n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.,)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala. Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

OCTOBER 1954

FOR RELEASE
DECEMBER 9, 1954

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,500 merchant wholesalers representing firms in all parts of the country and various kinds of business. As a result of more intensive collection procedures, the number of firms submitting reports in time for this tabulation was substantially larger than in the previous surveys. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

October 1954 sales of merchant wholesalers showed no change from the previous month, but were down 3 percent from sales a year ago. Cumulative sales for the first ten months of 1954 were 3 percent below the corresponding period of last year.

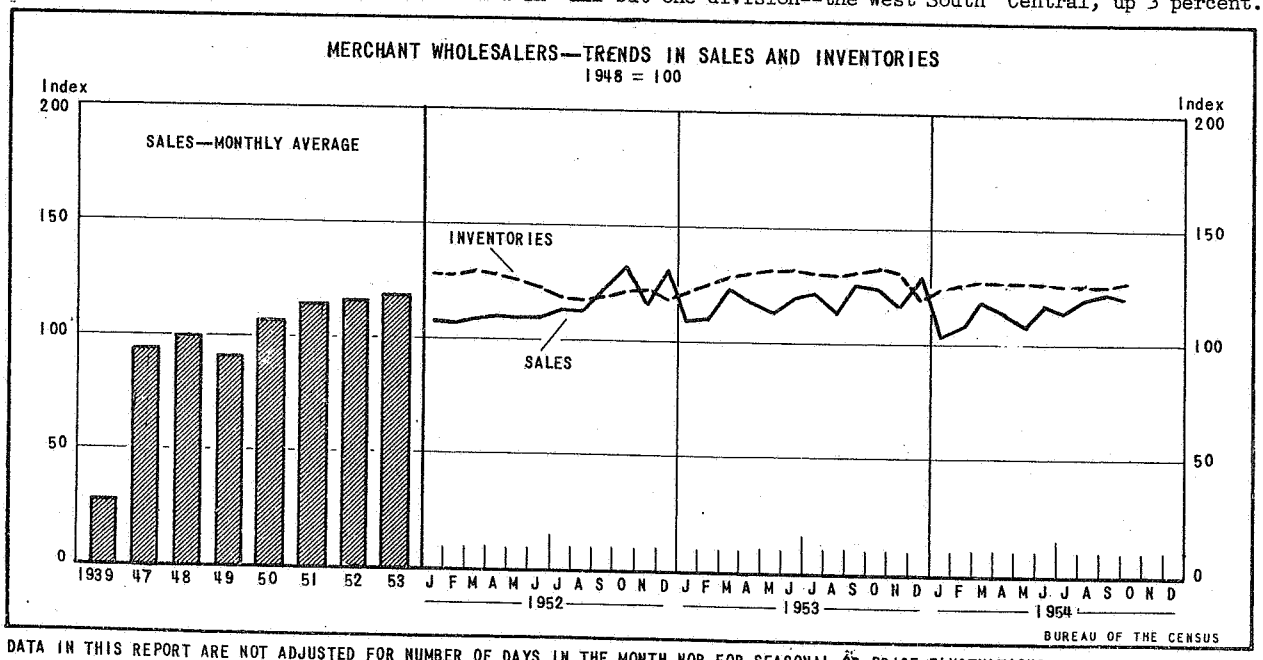
Most geographic divisions showed little or no change in sales from the previous month. The most significant change, an increase of 7 percent, was reported for the New England Division. Compared with a year ago, increases of 1 to 4 percent were noted in 4 geographic divisions, while declines were shown in 5 divisions. The East North Central Division showed the sharpest drop (9%) from a year ago.

The number of trades reporting increases over September 1954 sales was only slightly higher than the number showing decreases. Substantial increases were registered by jewelry wholesalers (26%), iron and steel scrap dealers (23%), waste materials dealers (16%), and piece goods converters (13%). The largest decline was reported by motor-vehicle dealers (28%). Compared with sales for October 1953, 10 trades indicated gains; among these, dry goods wholesalers (19%), air conditioning and refrigeration equipment distributors (16%), and lumber and millwork wholesalers (16%). The October sales of most trades, however, were below a year ago. Noted among the more significant declines were paint and varnish wholesalers (26%) and motor-vehicle distributors (21%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of October showed a slight (1%) increase over the previous month but were down 5 percent below stocks on hand October 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the October 1954 stock-sales ratio of 131 percent was 1 point above the previous month but 1 percent lower than the October 1953 ratio.

By geographic divisions, the East South Central Division continued to register the principal change from the previous month, an increase of 8 percent. Smaller increases were noted in the South Atlantic (5%), West South Central (2%), and Pacific (2%) Divisions. The East North Central Division showed no change in stocks from previous month, but four other divisions reported small declines of 1 or 2 percent. Compared with stocks a year ago, declines were reflected in all but one division--the West South Central, up 3 percent.



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

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

OCTOBER 1954

Kind of business	Sales: Percent change: Oct. 1954 from Oct. 1953	Sales: Percent change: Oct. 1954 from Sept. 1954	Sales: Percent change: 10 mo. 1954 from 10 mo. 1953	Sales: October 1954 panel: Number of establishments reporting[2]	Sales: October 1954 panel: Reported dollar values[3] (add 000)	Inventory, end-of-month (at cost): Percent change, Oct. 1954 from Oct. 1953	Inventory, end-of-month (at cost): Percent change, Oct. 1954 from Sept. 1954	Inventory, end-of-month (at cost): October 1954 panel: Number of establishments reporting[2]	Inventory, end-of-month (at cost): October 1954 panel: Reported dollar values[3] (add 000)	Stock-sales ratios[1] (percent): Oct. 1954	Stock-sales ratios[1] (percent): Oct. 1953	Stock-sales ratios[1] (percent): Sept. 1954
Merchant wholesalers, total	-3	0	-3	9,549	$2,236,823	-5	+1	6,849	$2,113,093	131	132	130
Grocery, confectionery, meat wholesalers	-3	-4	+1	1,094	316,332	+1	-2	844	177,213	81	76	78
General-line grocery wholesalers	0	0	+5	586	147,992	+6	+1	511	116,534	118	119	116
Nonaffiliated[4]	-5	-1	-3	452	61,384	+12	-2	404	74,127	148	135	143
Voluntary groups	+3	0	+6	124	55,847	-2	+4	103	38,242	92	101	88
Retailer-cooperative	+9	+1	+10	10	30,761	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Specialty-line grocery wholesalers	-4	-8	-1	273	124,067	-7	-7	176	52,640	59	54	58
Confectionery wholesalers	-8	-4	-3	89	7,605	+3	+2	51	1,669	56	48	54
Meat, meat products wholesalers	-13	-6	-4	146	36,668	-6	-5	106	6,370	22	21	22
Edible farm products distributors	-6	0	-4	725	177,323	-7	+1	450	42,581	38	29	37
Dairy, poultry products distributors	-8	-1	-5	507	147,059	-6	-1	327	37,127	41	34	40
Fresh,fruit, vegetable wholesalers	+4	+1	-1	218	30,264	-15	+18	123	5,454	26	18	22
Beer, wine, distilled spirits wholesalers	-6	+6	-3	323	98,716	-7	+6	272	123,484	153	157	152
Beer distributors	-1	-9	-3	112	11,029	-19	0	102	5,172	53	63	48
Wine, distilled spirits wholesalers	-6	+9	-3	211	87,689	-6	+7	170	118,312	167	165	169
Drugs, chemicals, allied products wholesalers	-1	0	-2	604	144,936	-3	0	439	169,050	147	163	146
Drug wholesalers (general and specialty lines)	-2	0	-1	277	103,618	-2	+2	224	138,481	159	180	156
Industrial chemicals,explosives wholesalers	+5	+2	-6	177	34,892	-6	-6	124	23,975	100	106	108
Paint, varnish wholesalers	-26	-6	-5	150	6,426	-8	-3	91	6,594	174	118	171
Tobacco distributors	-5	-6	-2	224	49,409	+1	+1	108	20,101	66	62	62
Dry goods, apparel wholesalers	-6	+3	-5	375	98,081	-11	+1	186	147,877	210	258	223
Clothing, furnishings, footwear wholesalers	-2	-3	-4	96	14,547	0	+9	38	9,930	195	186	186
Dry goods wholesalers (general and specialty lines)	+19	+3	-4	171	34,336	-6	-1	96	76,566	188	250	196
Piece goods converters	-9	+13	-7	108	49,198	-19	+2	52	61,381	250	287	284
Furniture, home furnishings wholesalers	-5	+2	-6	249	34,421	-6	+1	169	39,843	173	171	171
Furniture wholesalers	-1	+10	n.a.	82	7,451	-4	+4	53	8,839	195	201	202
Home furnishings, floor coverings wholesalers	-6	+2	n.a.	167	26,970	-7	0	116	31,004	168	164	165
Paper, allied products wholesalers	0	+1	+1	425	71,819	-7	0	333	67,942	109	105	109
Paper wholesalers	0	-1	n.a.	271	61,766	-8	0	233	58,089	103	96	101
Stationery, wallpaper wholesalers	+4	+10	n.a.	154	10,053	-2	-2	100	9,853	171	216	186
Inedible farm products merchants	-10	+5	n.a.	195	167,486	+11	+10	135	117,068	121	85	122
Automotive wholesalers	-12	-13	n.a.	537	53,544	-23	-9	380	62,857	140	163	127
Motor-vehicle distributors	-21	-28	n.a.	56	24,636	-25	-17	53	17,903	73	59	64
Automotive equipment, tire-tube wholesalers	-6	+4	-7	481	28,908	-16	-5	327	44,954	220	257	235
Electrical, electronic, appliance goods distributors	-1	-2	-6	758	201,017	-9	+1	674	265,311	145	155	139
Electrical equipment, supplies wholesalers[5]	-2	-3	-5	500	124,611	-11	+3	483	179,345	148	160	140
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	+2	-1	-9	258	76,406	-5	-1	191	85,966	141	193	139
Hardware, plumbing, heating goods wholesalers	-5	0	-8	569	124,452	-1	-2	401	224,192	210	199	213
Hardware wholesalers	-8	-1	-8	250	84,137	-3	-2	165	169,803	221	211	223
Plumbing, heating goods distributors	-2	+1	-5	319	40,315	+9	-2	236	54,389	181	161	185
Lumber, construction materials distributors	+14	+2	+4	471	114,309	0	+3	324	62,430	97	113	95
Lumber, millwork wholesalers	+16	+4	n.a.	294	91,094	-1	+4	218	51,649	102	119	101
Construction materials distributors	+5	+2	n.a.	177	23,215	+5	+1	106	10,781	79	82	75
Machinery, equipment, supplies distributors	-4	-1	-6	1,568	165,814	-6	-1	1,280	278,882	190	167	186
Air conditioning, commercial refrigeration equipment distributors	+16	+11	+7	104	7,762	+7	-2	75	5,364	80	72	92
Commercial machines, equipment distributors	+1	0	+4	131	13,348	-2	+1	100	12,534	119	127	117
Industrial machinery, equipment, supplies houses	-10	-4	-11	608	71,786	-5	-1	527	137,953	211	163	205
Professional equipment, supplies houses[6]	-1	0	-1	330	27,385	+5	-1	260	38,601	153	124	154
Surgical, medical, hospital supply houses	-5	+1	-2	50	6,568	+1	-2	37	7,779	129	130	132
Service establishment equipment, supplies houses	-4	+10	-1	145	10,019	-11	-4	113	13,792	193	168	216
Other machinery, equipment distributors	0	-7	-5	250	35,514	-13	-2	205	70,636	220	236	205
Metals, metalwork (except scrap) distributors	-3	+2	-5	276	112,108	-1	+2	198	120,554	184	150	174
Iron, steel and products distributors	-2	+3	n.a.	187	55,216	+5	+2	134	96,198	287	235	282
Nonferrous metals distributors	-3	+1	n.a.	89	56,892	-14	-1	64	24,356	77	37	71
Iron-steel scrap, waste materials dealers	-11	+21	n.a.	256	55,523	+18	+1	158	22,493	58	47	71
Iron-steel scrap dealers	-7	+23	n.a.	143	41,304	+13	+1	94	16,584	55	35	72
Waste materials dealers	-7	+16	n.a.	113	14,219	+9	+4	64	5,819	69	87	69
Other merchant wholesalers[6]	-4	+3	n.a.	900	251,533	-11	0	498	171,305	109	128	112
Amusement, sporting goods wholesalers	-2	+4	n.a.	131	17,603	-15	0	92	19,453	138	161	141
Book, periodical, newspaper wholesalers	-10	-3	n.a.	105	10,097	-23	-6	29	2,313	62	103	63
Coal wholesalers	-8	+6	-13	196	61,464	-12	+2	73	32,407	109	109	115
Farm supplies wholesalers	-1	0	+6	169	39,437	0	+7	123	25,794	114	124	109
Jewelry wholesalers	0	+26	-9	122	23,791	+4	-6	62	25,112	157	193	215

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

OCTOBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change, Oct. 1954 from--		October 1954 panel		Percent change, Oct. 1954 from--		October 1954 panel				
	Oct. 1953	Sept. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Oct. 1953	Sept. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Oct. 1954	Oct. 1953	Sept. 1954
Merchant wholesalers, total[6]	-3	0	9,549	$2,236,823	-5	+1	6,849	$2,113,093	131	132	130
New England	+4	+7	541	123,626	-8	-1	348	127,453	132	136	143
Middle Atlantic	-3	+1	2,244	708,846	-9	-2	1,349	444,195	99	102	101
East North Central	-9	+1	1,849	426,814	-6	0	1,328	425,008	129	122	128
West North Central	-5	-2	828	195,861	-5	-2	675	237,299	145	157	144
South Atlantic	+2	-3	991	172,208	-2	+5	731	175,532	153	165	144
East South Central	-5	0	435	92,934	-4	+8	335	113,659	168	160	157
West South Central	+1	0	1,071	189,338	+3	+2	915	291,250	173	175	172
Mountain	-5	0	282	35,232	-8	-1	221	55,095	172	174	173
Pacific	+2	0	1,308	291,964	-1	+2	947	243,602	125	131	119
General-line grocery wholesalers	0	0	586	147,992	+6	+1	511	116,534	118	119	116
New England	-3	-8	7	5,044	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+11	+6	68	12,922	+4	+16	60	10,600	121	137	112
East North Central	+1	0	45	20,650	+4	+7	39	16,054	122	121	110
West North Central	+1	-3	87	31,201	+17	-7	84	34,268	118	115	122
South Atlantic	-5	-2	35	4,567	+4	+5	24	3,835	118	115	113
East South Central	-4	+6	28	5,789	+7	+9	25	5,605	114	92	104
West South Central	-5	-1	155	24,248	-5	+3	138	25,492	115	121	111
Mountain	-17	-2	23	2,848	-12	+3	23	4,752	167	178	159
Pacific	+2	0	138	40,723	+3	-2	113	14,192	112	123	117
Specialty-line grocery wholesalers	-4	-8	273	124,067	-7	-7	176	52,640	59	54	58
New England	+3	+1	20	3,411	-3	-6	9	2,069	137	140	157
Middle Atlantic	-2	-14	131	89,573	-3	-14	84	33,184	47	40	49
East North Central	-9	-11	40	8,459	0	-10	28	8,606	113	107	111
West North Central	+14	-16	12	1,117	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	-12	-4	22	1,264	-37	-11	17	672	66	96	73
East South Central	+10	-15	6	3,377	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	-2	+4	13	8,731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+7	+43	29	8,135	+19	+27	18	3,383	82	62	90
Dairy, poultry products distributors	-8	-1	507	147,059	-6	-1	327	37,127	41	34	40
New England	-2	+1	18	6,294	-42	+2	12	1,195	43	25	45
Middle Atlantic	-7	0	107	38,359	-18	+1	60	6,624	36	29	34
East North Central	-16	-2	106	36,648	+1	-4	69	9,510	40	35	40
West North Central	-24	-6	41	7,065	-2	-1	35	7,088	133	110	125
South Atlantic	+7	+1	76	11,977	+7	-20	51	1,464	29	19	37
East South Central	+5	-7	21	3,967	+36	+31	11	733	27	23	18
West South Central	+5	+12	37	11,685	+20	0	13	1,664	36	25	35
Pacific	-6	-2	90	27,255	-15	+5	63	7,157	29	27	27
Fresh fruit, vegetable wholesalers	+4	+1	218	30,264	-15	+18	123	5,454	26	18	22
New England	+19	+2	23	1,964	-13	+7	17	354	20	35	19
Middle Atlantic	-4	-4	43	6,095	-2	+15	18	317	12	13	9
East North Central	-1	+6	51	8,989	-10	+7	33	1,086	20	13	19
West North Central	+3	-8	14	1,161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic	0	+5	31	3,482	-32	+15	18	1,447	58	35	54
South Central	+18	+7	31	6,318	-23	+35	21	1,793	30	17	23
Pacific	+8	-17	20	2,130	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Drug wholesalers (general and specialty lines)	-2	0	277	103,618	-2	+2	224	140,609	159	180	156
New England	-2	-1	18	5,966	-2	+1	14	7,288	140	145	138
Middle Atlantic	-3	+1	66	21,360	+4	+6	45	22,059	151	150	145
East North Central	-9	+2	44	27,877	-7	0	37	29,744	121	167	119
West North Central	+4	-4	22	8,264	-1	+1	19	12,427	171	190	165
South Atlantic	0	-2	41	12,513	-3	+2	35	19,902	181	186	175
East South Central	0	+1	11	3,328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+3	-3	34	9,101	0	+2	28	17,462	228	231	213
Mountain	-11	+5	11	3,130	-11	-9	9	5,897	191	193	221
Pacific	+1	+3	20	12,079	-2	0	29	19,957	171	183	174
Tobacco distributors	-5	-6	224	49,409	+1	+1	108	20,101	66	62	62
New England	-7	-8	22	4,767	-18	-2	7	1,777	74	85	73
Middle Atlantic	-4	0	39	12,528	+10	-5	15	5,948	77	60	83
East North Central	-6	-5	53	13,263	-4	+3	30	4,394	56	61	53
West North Central	-10	-7	12	2,435	+7	+10	8	1,158	65	54	52
South Atlantic	-3	-12	29	7,922	0	+7	21	4,338	72	68	58
East South Central	-4	-5	11	2,065	+34	+12	7	799	54	39	46
West South Central	-2	-6	29	3,952	+5	+3	9	1,295	55	50	47
Mountain	+1	-4	15	1,007	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+1	-10	14	1,470	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers	-6	+3	375	98,081	-11	+1	186	147,877	210	258	223
New England	+5	-11	25	2,647	-1	0	13	34,606	185	329	235
Middle Atlantic	-7	+9	227	73,183	-18	+2	91	71,600	221	255	246
East North Central	+4	+7	44	3,925	+14	+14	28	4,635	199	186	196
West North Central	-4	-21	20	10,271	-9	+1	16	26,098	258	274	201
South Atlantic	-6	-7	17	2,278	-11	-7	10	2,541	160	161	153
West South Central	-18	-20	8	1,013	-13	-2	4	1,523	183	174	147
Pacific	-8	-6	29	3,328	-13	-12	19	4,070	152	124	160
Furniture, home furnishings wholesalers	-5	+2	249	34,421	-6	+1	169	39,843	173	171	171
New England	+1	+12	9	434	+10	+2	6	501	153	140	163
Middle Atlantic	-6	+8	88	14,289	-4	-8	41	7,311	147	142	168
East North Central	-12	-7	54	7,879	-6	0	42	12,093	174	154	161
West North Central	-6	-4	16	2,537	-6	0	14	4,521	199	197	187
South Atlantic	-17	+8	23	1,318	-14	+19	11	2,344	368	335	368
East South Central	+7	+7	19	945	-10	-3	19	2,125	225	334	248
West South Central	+10	+7	21	3,580	-2	+5	21	6,331	177	179	181
Mountain	+5	+1	4	789	+4	+10	4	1,448	184	186	169
Pacific	+10	-2	15	2,650	-12	+6	11	3,169	125	152	116

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1954

Kind of business and geographic division	Sales: Percent change, Oct. 1954 from---		Sales: October 1954 panel		Inventory, end-of-month (at cost): Percent change, Oct. 1954 from---		Inventory: October 1954 panel		Stock-sales ratios[1] (percent)		
	Oct. 1953	Sept. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Oct. 1953	Sept. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Oct. 1954	Oct. 1953	Sept. 1954
Automotive equipment, tire-tube wholesalers...	-6	+4	481	$28,908	-16	+3	327	$44,954	220	257	235
New England	+10	+23	13	1,056	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-11	+12	68	3,369	-13	-6	39	2,795	160	186	188
East North Central	-21	+6	90	7,498	-29	-3	65	10,518	231	302	240
West North Central	+3	0	35	2,716	-22	-10	23	5,245	212	267	233
South Atlantic	-5	+2	61	4,463	-12	-7	45	8,706	210	244	228
East South Central	-1	+4	76	2,634	-5	-3	73	5,416	207	207	221
West South Central	-5	0	33	2,351	-10	-2	25	5,974	280	298	286
Mountain	+6	+3	31	1,897	+10	0	12	1,244	193	202	208
Pacific	-1	+2	74	2,924	-7	+2	42	3,518	271	265	256
Electrical, electronic, appliance goods	-1	-2	758	201,017	-9	+1	674	265,311	145	155	139
New England	-7	-4	57	12,327	-8	-5	53	16,235	137	140	130
Middle Atlantic	-7	-1	152	45,912	-7	-3	108	53,084	141	142	143
East North Central	-1	+1	139	46,058	-11	-2	123	56,309	134	142	132
West North Central	+2	-1	87	22,787	-11	-2	77	29,000	155	161	150
South Atlantic	+7	+3	125	26,042	-8	+1	119	38,492	155	172	141
East South Central	+2	-5	38	8,268	-17	-1	38	12,063	146	181	134
West South Central	+5	-9	68	14,167	-4	0	66	24,379	177	196	156
Mountain	0	-3	24	4,716	-13	+5	23	6,620	141	162	133
Pacific	-1	-3	68	20,740	-10	-1	67	29,129	141	151	132
Hardware wholesalers	-8	-1	250	84,137	-3	-1	165	169,803	221	211	223
New England	-11	0	9	903	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	+14	25	6,979	-6	-3	14	8,717	160	166	196
East North Central	-14	-2	44	18,430	-7	-2	33	34,466	192	187	193
West North Central	-10	-5	58	17,240	0	-2	17	37,154	229	216	223
South Atlantic	-9	-5	21	4,375	-1	+1	16	9,226	256	245	240
East South Central	-15	0	24	14,071	-2	-1	22	29,562	213	181	215
West South Central	+19	+14	29	8,146	-3	0	24	12,406	205	266	241
Mountain	-6	-9	19	2,841	-3	+5	15	7,947	287	243	250
Pacific	-4	-6	21	11,152	-1	-1	19	28,812	279	273	269
Plumbing, heating goods wholesalers	-2	+1	319	40,315	+9	-2	236	54,389	181	161	185
New England	+46	+10	15	1,152	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-11	+4	91	10,947	+2	-4	55	9,555	165	155	167
East North Central	+1	+1	49	4,090	+6	-3	37	6,043	186	161	193
West North Central	-4	+3	27	4,378	+17	-1	25	7,401	175	143	180
South Atlantic	-2	+2	62	11,275	+12	-2	50	15,916	174	147	185
East South Central	-8	-3	14	2,285	+8	-1	13	4,015	181	143	177
West South Central	+25	-1	31	2,235	+2	0	28	4,439	249	312	246
Mountain	+9	+6	8	593	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-3	-8	22	3,380	+5	-2	14	5,309	204	202	199
Lumber, construction materials dealers	+14	+2	471	114,309	0	+3	324	62,430	97	113	95
New England	+3	+4	17	6,758	-14	+9	16	6,363	95	72	90
Middle Atlantic	+13	+6	84	22,325	-6	+1	57	9,710	75	82	77
East North Central	+7	-5	118	21,730	-9	-2	63	11,625	109	136	110
West North Central	-1	-3	52	16,662	+16	+5	37	4,530	65	77	56
South Atlantic	+13	+4	46	7,766	-13	+5	37	5,282	89	128	88
East South Central	+20	0	20	3,261	+4	+10	16	2,360	131	159	134
West South Central	+24	-3	48	6,705	+12	+7	45	9,379	149	166	135
Mountain	+23	+5	15	3,773	-8	+4	14	3,511	94	116	95
Pacific	+29	+8	71	25,329	+18	+1	39	9,670	104	115	108
Industrial machinery, equipment, supplies distributors	-15	-4	608	71,786	-5	-1	527	137,953	211	163	205
New England	-32	-16	9	1,215	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-28	-18	44	6,456	-14	+7	29	10,159	180	152	139
East North Central	-20	-1	81	9,874	-8	-1	68	19,326	219	141	218
West North Central	-16	-10	35	3,494	-5	-2	33	6,424	187	163	172
South Atlantic	+3	-8	32	6,001	-6	+2	24	8,692	173	216	155
East South Central	-7	+2	30	3,903	+1	+3	17	3,655	187	175	169
West South Central	-11	-1	271	30,144	0	-1	258	66,581	225	169	227
Mountain	-8	+2	35	4,028	-7	-11	29	8,502	213	183	243
Pacific	-34	-2	71	6,671	-21	-2	64	13,526	211	163	205

x Insufficient data to show separately.
n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa., Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

NOVEMBER 1954

FOR RELEASE
JANUARY 7, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,500 merchant wholesalers representing firms in all parts of the country and various kinds of business. As a result of more intensive collection procedures, the number of firms submitting reports in time for this tabulation was substantially larger than in surveys earlier this year. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

November 1954 sales of merchant wholesalers were up 3 percent above the previous month, and were 6 percent higher than sales a year ago. Cumulative sales for the first eleven months of 1954 were, however, 2 percent below the corresponding period of last year.

Six geographic divisions reported sales increases of from 1 to 5 percent over the previous month, while the three other divisions showed no change. Sales in all divisions were up over a year ago, the sharpest increase, 12 percent, being reported in both the Mountain and Pacific Divisions.

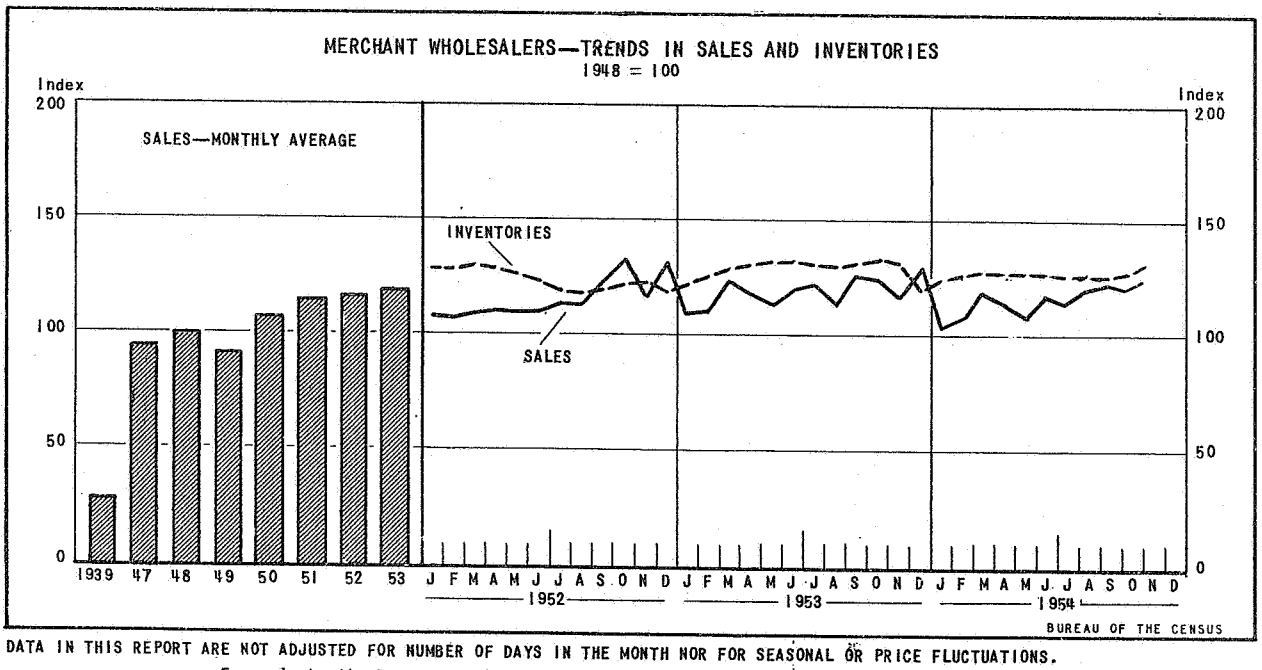
Of the 45 separate trades shown in this report, 21 registered increases over October 1954 sales, 17 were down from the previous month, while 7 showed no change. The most substantial gains were noted for motor-vehicle distributors (21%), iron and steel scrap dealers (20%), and wine and distilled spirits wholesalers (16%). The largest declines were reported by jewelry wholesalers (13%), and plumbing and heating goods distributors (9%). Compared with November 1953, all but 8 trades indicated sales gains. Lumber and millwork wholesalers (36%), iron and steel scrap dealers (36%), and air conditioning and commercial refrigeration equipment distributors (28%) reported the largest gains.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of November were up slightly (1%) over the previous month and were also 1 percent above stocks on hand November 30, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the November 1954 stock-sales ratio of 128 percent was 3 points below that of the previous month and 11 points lower than the November 1953 ratio.

Five geographic divisions, led by the East South Central Division (6%), indicated higher inventories than a month earlier, while four divisions reported stocks slightly down from October. Compared with stocks a year ago, only the West South Central Division showed a significant change in inventories, an increase of 8 percent.

Motor-vehicle distributors, up 28 percent, and iron and steel scrap dealers, up 22 percent, indicated the heaviest increases over previous month inventories. Iron and steel scrap dealers also showed the most substantial increase over year ago inventories (24%).



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

For sale by the Bureau of the Census: single copy—10¢, annual subscription—$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

NOVEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change			November 1954 panel		Percent change, Nov. 1954 from--		November 1954 panel				
	Nov. 1954 from--		11 mo. 1954 from 11 mo. 1953	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1953	Oct. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
	Nov. 1953	Oct. 1954										
Merchant wholesalers, total	+6	+3	-2	9,545	$2,340,096	+1	+1	6,838	$2,157,986	128	139	131
Grocery, confectionery, meat wholesalers	+1	+6	+1	1,076	358,105	0	-1	786	185,883	80	88	84
General-line grocery wholesalers	+6	+2	+5	600	174,958	-1	-3	472	111,929	106	115	110
Nonaffiliated[4]	+2	+2	-2	426	68,596	+1	-3	326	55,568	133	140	137
Voluntary groups	+7	+3	+6	158	69,645	-4	-2	136	47,838	89	99	93
Retailer-cooperative	+12	0	+10	16	36,717	-1	-1	10	8,523	86	90	88
Specialty-line grocery wholesalers	-6	+14	-1	258	143,514	+2	+1	182	66,754	67	69	72
Confectionery wholesalers	+8	+3	-2	75	6,962	+9	-2	33	1,805	72	61	73
Meat, meat products wholesalers	+4	+4	-3	143	32,671	-8	+10	99	5,395	21	28	20
Edible farm products distributors	+5	+5	-3	799	188,913	-3	-3	527	46,772	36	30	40
Dairy, poultry products distributors	+4	+6	-4	587	158,894	-2	-2	399	39,432	38	31	42
Fresh fruit, vegetable wholesalers	+9	+3	0	212	30,019	-6	-4	128	7,340	31	24	33
Beer, wine, distilled spirits wholesalers	+6	+14	-2	322	127,464	+10	+8	274	143,052	132	125	141
Beer distributors	+9	0	-2	116	10,793	+2	0	101	5,967	60	78	61
Wine, distilled spirits wholesalers	+5	+16	-2	206	116,671	+11	+9	173	137,085	140	130	151
Drugs, chemicals, allied products wholesalers	+9	-1	-1	678	139,913	-1	-3	466	158,356	145	167	148
Drug wholesalers (general and specialty lines)	+7	-1	0	287	102,416	-1	-3	227	134,490	153	179	158
Industrial chemicals, explosives wholesalers	+16	-3	-3	264	31,948	-1	+1	183	18,608	100	105	96
Paint, varnish wholesalers	+11	-1	-4	127	5,549	+5	-3	56	5,258	186	242	176
Tobacco distributors	+1	+2	-2	214	46,444	-6	-2	105	19,743	64	68	66
Dry goods, apparel wholesalers	+9	+2	-3	387	129,568	-4	-1	198	160,182	198	228	199
Clothing, furnishings, footwear wholesalers	+23	0	-1	93	15,911	-10	-12	50	11,295	142	198	162
Dry goods wholesalers (general and specialty lines)	+18	+3	-2	162	46,810	-1	0	84	80,404	217	269	222
Piece goods converters	-1	+1	-5	132	66,847	-7	0	64	68,483	191	188	185
Furniture, home furnishings wholesalers	+15	+6	-4	341	36,979	-2	-2	260	36,525	164	180	172
Furniture wholesalers	+5	-2	n.a.	187	8,829	-6	-3	150	7,056	165	182	167
Home furnishings, floor coverings wholesalers	+18	+9	n.a.	154	28,150	-1	-2	110	29,469	163	179	173
Paper, allied products wholesalers	+5	+6	+2	378	73,415	-8	0	279	64,117	107	122	113
Paper wholesalers	+4	+4	n.a.	232	61,707	-8	0	197	54,682	102	115	107
Stationery, wallpaper wholesalers	+7	+16	n.a.	146	11,708	-3	-2	82	9,435	145	236	166
Inedible farm products merchants	+6	+5	n.a.	180	191,018	+14	+17	116	168,892	159	185	152
Automotive wholesalers	+16	+7	n.a.	504	66,124	-2	+4	344	53,768	101	139	111
Motor-vehicle distributors	(x)	+21	n.a.	54	38,804	(x)	+28	46	24,274	64	(x)	61
Automotive equipment, tire-tube wholesalers	-5	-8	-7	450	27,320	-3	-9	298	29,494	194	209	218
Electrical, electronic, appliance goods distributors	+4	+3	-5	758	206,470	-2	0	678	262,628	139	148	144
Electrical equipment, supplies wholesalers[5]	+1	+5	-4	530	126,573	-3	+1	508	180,132	145	150	150
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	+9	0	-7	228	79,897	0	-3	170	82,496	128	143	132
Hardware, plumbing, heating goods wholesalers	+3	-5	-7	538	121,597	+2	0	376	233,018	220	222	211
Hardware wholesalers	+1	-4	-7	238	87,177	+1	-3	155	177,399	221	226	220
Plumbing, heating goods distributors	+6	-9	+4	300	34,420	+7	-1	221	55,619	218	212	203
Lumber, construction materials distributors	+33	-4	+7	467	107,660	+5	+4	321	64,766	103	118	96
Lumber, millwork wholesalers	+36	-4	n.a.	279	87,626	+5	+5	201	53,365	111	127	102
Construction materials distributors	+20	-4	n.a.	188	20,034	+7	0	120	11,401	95	114	89
Machinery, equipment, supplies distributors	+1	-2	-5	1,413	145,181	-3	-1	1,152	239,558	188	176	188
Air conditioning, commercial refrigeration equipment distributors	+28	-3	+11	106	6,166	-4	-1	70	4,480	85	88	85
Commercial machines, equipment distributors	-3	-4	+3	133	10,768	-8	-3	98	9,910	112	130	109
Industrial machinery, equipment, supplies houses	-9	-1	-10	500	61,868	-5	-1	438	107,031	196	162	202
Professional equipment, supplies houses[6]	+2	+2	-1	315	26,827	+8	+1	253	36,896	146	119	147
Surgical, medical, hospital supply houses	-1	0	-2	39	6,650	0	-2	29	6,829	113	123	118
Service establishment equipment, supplies houses	+13	-4	+3	148	10,091	+27	-3	118	13,117	193	160	189
Other machinery, equipment distributors	+5	-5	-4	211	29,461	-16	0	175	68,124	253	279	243
Metals, metalwork (except scrap) distributors	+4	+3	-12	331	110,113	-2	+1	251	120,083	179	133	185
Iron, steel and products distributors	+1	0	n.a.	250	51,721	+4	+1	191	95,175	323	234	323
Nonferrous metals distributors	+4	+7	n.a.	81	58,392	-12	+3	60	24,908	66	78	70
Iron-steel scrap, waste materials dealers	+24	+16	n.a.	243	66,607	+13	+16	158	20,785	41	60	42
Iron-steel scrap dealers	+36	+20	n.a.	134	51,746	+24	+22	92	16,245	60	70	63
Waste materials dealers	+8	+4	n.a.	109	14,861	-4	0	66	4,540	48	76	49
Other merchant wholesalers[6]	+6	+1	n.a.	916	224,525	+1	+1	547	179,858	120	129	121
Amusement, sporting goods wholesalers	+4	-1	n.a.	130	17,345	-15	-3	91	19,585	137	178	136
Book, periodical, newspaper wholesalers	-13	-3	n.a.	91	9,393	-26	+3	26	2,748	84	149	81
Coal wholesalers	+1	0	-11	204	58,816	-4	-1	80	31,488	104	102	104
Farm supplies wholesalers	+15	+2	+7	188	43,018	+4	+14	148	49,670	163	191	148
Jewelry wholesalers	0	-13	-8	131	18,333	+24	-4	77	22,245	170	149	152

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

NOVEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change, Nov. 1954 from--		November 1954 panel		Percent change, Nov. 1954 from--		November 1954 panel				
	Nov. 1953	Oct. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1953	Oct. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
Merchant wholesalers, total[6]	+6	+3	9,545	$2,340,096	+1	+1	6,838	$2,157,986	128	139	131
New England	+8	+4	537	124,680	-2	+1	367	135,523	142	144	137
Middle Atlantic	+5	+5	2,262	800,052	+1	+4	1,317	486,032	97	104	99
East North Central	+4	+4	1,792	425,877	+1	-1	1,329	405,657	120	127	126
West North Central	+9	+1	885	215,984	-1	-1	672	275,582	158	192	166
South Atlantic	+7	0	960	171,343	+1	+1	703	165,686	138	154	144
East South Central	+7	+5	532	102,185	+4	+6	409	125,630	167	172	166
West South Central	+1	0	1,065	174,419	+8	+3	894	257,132	177	171	174
Mountain	+12	0	378	37,635	0	-1	311	52,824	169	181	169
Pacific	+12	+2	1,134	287,921	-1	-2	836	253,920	123	144	127
General-line grocery wholesalers	+6	+2	600	174,958	-1	-3	472	111,929	106	115	110
New England	+6	+14	15	4,957	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	+2	-3	43	15,353	-1	-2	38	15,761	115	127	114
East North Central	+4	+4	123	25,095	+4	-7	98	12,090	110	124	121
West North Central	+8	+3	104	34,516	-5	-2	89	24,484	88	108	92
South Atlantic	-3	+3	29	6,678	+7	+3	14	4,249	102	95	103
East South Central	+10	+1	46	9,833	+2	-2	38	9,736	118	129	121
West South Central	-6	-2	134	21,784	-6	-2	132	26,375	123	115	122
Mountain	-4	+4	31	4,468	-8	-4	25	4,106	144	183	152
Pacific	+12	+1	75	52,274	+1	-4	26	13,374	94	99	101
Specialty-line grocery wholesalers	-6	+14	258	143,514	+2	+1	182	66,754	67	69	72
New England	+14	-9	11	1,279	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-11	+16	134	93,723	+11	+11	97	42,492	64	55	61
East North Central	+8	+10	40	13,293	-2	-8	26	9,635	85	90	103
West North Central	+25	+16	9	2,022	-48	-33	7	838	45	109	80
South Atlantic	-13	-7	22	1,723	-21	+18	17	1,534	101	73	80
West South Central	-17	+8	8	9,419	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+21	+16	28	18,154	-1	-11	21	9,592	70	98	89
Dairy, poultry products distributors	+4	+6	587	158,894	-2	-2	399	39,432	38	31	42
New England	+13	+18	19	7,329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	+8	97	38,954	-15	-8	50	5,147	25	16	32
East North Central	+1	+10	114	37,440	+2	-6	66	8,597	35	30	43
West North Central	-6	+29	37	8,662	-4	+2	32	7,074	97	103	131
South Atlantic	+15	-3	92	13,115	+16	-5	71	2,881	36	17	37
West South Central	+22	-1	63	11,899	+21	+3	43	2,296	43	32	43
Pacific	+10	0	134	36,856	-12	+1	104	11,519	35	29	34
Fresh fruit, vegetable wholesalers	+9	+3	212	30,019	-6	-4	128	7,340	31	24	33
New England	-9	-3	24	1,623	-16	+2	19	685	53	83	48
Middle Atlantic	+6	+5	38	6,326	+4	-6	25	1,296	33	37	39
East North Central	+8	+12	29	6,154	+5	+5	17	1,176	23	13	24
West North Central	+8	+20	18	2,782	-31	+9	11	610	26	37	30
South Atlantic	+10	+1	31	2,908	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central	+32	+1	9	537	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+19	-1	27	5,851	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain	+22	-2	6	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-1	-11	30	3,467	+8	+8	19	768	26	12	21
Drug wholesalers (general and specialty lines)	+7	-1	287	102,416	-1	-3	227	134,490	153	179	158
New England	+11	0	17	5,807	-3	-5	12	6,482	135	162	142
Middle Atlantic	+9	-4	57	20,028	+5	-3	36	19,850	150	165	148
East North Central	-4	-5	52	28,189	-4	+1	43	32,176	122	152	117
West North Central	+9	0	24	7,398	+4	-6	21	11,423	173	184	182
South Atlantic	+8	+9	37	11,994	-2	-2	32	16,942	163	173	182
East South Central	+6	+4	18	4,143	-1	-5	13	6,539	185	192	204
West South Central	+12	+7	42	10,199	0	-11	33	17,237	199	223	228
Mountain	+11	+2	11	2,512	-6	-8	9	4,364	181	219	200
Pacific	+10	-2	29	12,146	-1	-5	28	19,477	165	188	170
Tobacco distributors	+1	+2	214	46,444	-6	-2	105	19,743	64	68	65
New England	-8	+4	21	4,769	-12	+5	6	2,173	73	82	74
Middle Atlantic	+2	-1	36	12,434	-13	-4	19	6,176	68	72	70
East North Central	+2	+2	38	9,056	-2	+4	22	2,920	52	62	49
West North Central	+3	+2	20	3,082	+4	-2	16	1,643	70	69	74
South Atlantic	-1	+3	29	8,279	-3	-3	22	4,552	64	63	69
East South Central	+9	+1	13	2,533	+25	-10	9	1,248	62	59	68
West South Central	-1	+1	31	3,699	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers	+9	+2	387	129,568	-4	-1	198	160,182	198	228	199
New England	+28	+8	15	12,980	+13	+8	10	37,843	299	337	299
Middle Atlantic	+5	+1	248	90,639	-7	0	104	79,829	177	188	173
East North Central	+16	+14	25	4,142	-2	-20	16	3,689	107	166	153
West North Central	+4	-4	24	10,817	-9	-5	18	26,976	255	293	256
South Atlantic	+16	-3	33	5,369	-14	-11	27	5,893	117	160	128
East South Central	-1	-5	9	1,530	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+15	+18	22	2,982	-40	-16	12	2,286	99	176	146
Furniture, home furnishings wholesalers	+15	+6	341	36,979	-2	-2	260	36,525	164	180	172
New England	+3	-8	12	1,503	-22	-4	9	1,090	111	141	103
Middle Atlantic	+23	+12	70	15,670	-4	-5	33	6,921	150	172	165
East North Central	+3	+3	49	6,588	-6	-3	40	8,725	153	161	162
West North Central	+15	0	22	2,914	+3	+3	16	5,203	211	231	201
South Atlantic	+11	+11	16	1,792	-19	-5	5	880	136	204	181
East South Central	+18	+10	22	662	-12	-8	21	1,430	222	299	267
West South Central	+17	+6	23	3,442	-2	-3	22	6,355	188	209	205
Mountain	+24	+5	104	841	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+2	0	23	3,567	+8	+2	10	4,229	140	128	136

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1954

Kind of business and geographic division	Sales: Percent change, Nov. 1954 from--		Sales: November 1954 panel		Inventory, end-of-month (at cost): Percent change, Nov. 1954 from--		Inventory, end-of-month (at cost): November 1954 panel		Stock-sales ratios[1] (percent)		
	Nov. 1953	Oct. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1953	Oct. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
Automotive equipment, tire-tube wholesalers	-5	-8	450	$27,320	-3	-9	298	$29,494	194	209	218
New England	+10	-32	13	771	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-4	-2	70	3,053	-7	-2	44	3,257	208	234	202
East North Central	-8	+1	79	7,424	-4	-25	59	9,585	164	214	241
West North Central	-3	-28	24	1,849	+7	+3	9	490	263	274	223
South Atlantic	+8	-17	51	3,620	+6	-1	34	2,530	189	191	179
East South Central	-17	+5	69	3,256	+7	+7	67	5,392	193	152	201
West South Central	-1	-12	46	2,532	-6	+1	36	3,049	218	230	235
Mountain	-1	-4	23	1,643	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	-10	-10	75	3,172	-14	-2	42	3,862	271	238	227
Electrical, electronic, appliance goods	+4	+3	758	206,470	-2	0	678	262,628	139	148	144
New England	+13	+6	44	12,598	-2	+1	41	15,394	124	145	129
Middle Atlantic	+1	+2	134	47,286	+1	-2	103	52,924	136	137	141
East North Central	-3	+2	192	46,232	-3	+1	181	61,088	137	137	138
West North Central	+5	-2	94	25,697	-4	-3	84	30,005	144	155	145
South Atlantic	+5	+1	107	25,570	-7	-3	95	33,823	141	161	146
East South Central	+15	+10	36	7,261	-10	+4	32	9,883	149	189	155
West South Central	+4	+4	61	12,427	+4	0	57	21,374	178	178	187
Mountain	0	+7	23	5,226	-1	+3	23	7,159	137	139	142
Pacific	+9	+8	67	24,173	+2	+1	62	30,978	130	141	139
Hardware wholesalers	+1	-4	238	87,177	+1	-3	155	177,399	221	226	220
New England	-17	-12	7	1,432	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	-13	31	7,699	-2	+3	14	10,103	195	181	156
East North Central	-4	-5	37	19,976	-4	-4	31	38,613	198	206	197
West North Central	0	-8	64	17,254	+1	-5	23	39,214	240	252	233
South Atlantic	+2	+5	26	5,129	-3	-1	21	10,346	227	243	243
East South Central	+3	+2	25	15,450	+14	-4	21	29,362	198	174	211
West South Central	+9	+5	15	5,802	-8	-3	12	11,152	208	274	228
Mountain	+8	-8	6	1,807	0	-1	6	5,087	282	308	262
Pacific	+6	-2	27	12,628	+2	-3	22	30,880	274	289	279
Plumbing, heating goods wholesalers	+6	-9	300	34,420	+7	-1	221	55,619	218	212	203
New England	+13	-10	22	2,172	+5	-3	17	6,163	349	132	321
Middle Atlantic	+3	-12	88	9,132	+2	+1	51	9,296	186	209	167
East North Central	+5	-14	45	5,237	+8	0	40	8,997	208	173	178
West North Central	+11	-3	34	5,578	+16	-3	34	10,341	185	183	184
South Atlantic	+4	-9	39	5,344	+5	-1	28	8,057	195	191	186
East South Central	+10	-2	13	1,654	-4	-3	9	2,005	205	235	200
West South Central	-6	-3	26	1,938	+8	0	24	4,700	253	337	243
Mountain	+7	-13	8	646	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+16	-8	25	2,719	-4	0	13	5,128	342	424	325
Lumber, construction materials dealers	+33	-4	467	107,660	+5	+4	321	64,766	103	118	96
New England	+29	+2	23	7,590	+1	+4	17	6,282	89	75	88
Middle Atlantic	+30	-1	96	22,888	+4	+8	58	10,053	75	78	72
East North Central	+28	-4	118	20,848	-2	+4	65	11,807	96	133	87
West North Central	+25	-8	27	11,440	+19	+3	18	3,558	111	102	106
South Atlantic	+16	+2	36	6,131	-8	+3	31	4,322	85	111	85
East South Central	+12	-12	13	2,026	+17	+6	10	1,637	137	160	105
West South Central	+35	-3	45	6,041	+22	+1	38	7,116	178	198	169
Mountain	+48	-8	21	4,422	-2	+5	20	5,022	118	151	104
Pacific	+49	-8	88	26,274	+10	+4	64	14,969	122	134	106
Industrial machinery, equipment, supplies distributors	-9	-1	500	61,868	-5	-1	438	107,031	196	162	202
New England	-17	+35	20	2,948	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-17	-8	65	9,936	-12	-2	41	8,501	119	139	135
East North Central	-22	-2	77	8,577	-12	-2	72	13,680	171	144	169
West North Central	+10	-8	20	2,723	-8	+3	19	4,703	180	172	158
South Atlantic	+12	+7	34	6,392	-3	-1	24	7,148	150	211	166
East South Central	-16	-25	22	2,076	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+2	+1	191	23,490	+2	-1	188	52,779	227	159	231
Pacific	-10	-9	46	2,985	-19	-2	41	6,376	248	233	245

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
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*

DECEMBER 1954

FOR RELEASE
FEBRUARY 8, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,400 merchant wholesalers representing firms in all parts of the country and various kinds of business. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

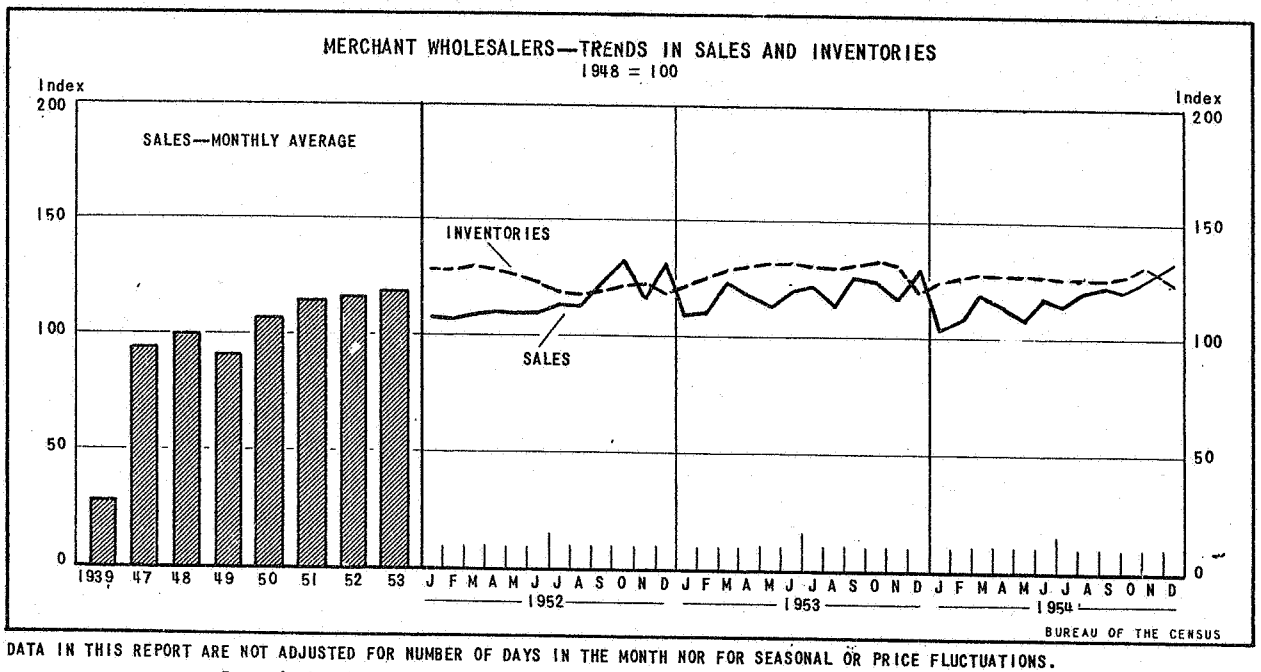
SALES

Cumulative 1954 sales of merchant wholesalers, which trailed cumulative 1953 sales throughout the year, were still slightly (1%) behind 1953 sales for the entire year despite increases reported for December. However, 10 trades showed annual 1954 sales ahead of 1953. Three trades--lumber and construction materials, air conditioning and commercial refrigeration equipment, and grocery retailer-cooperative warehouses--shared the principal increase (10%). Other important gains over 1953 were reported by farm supplies (8%), grocery voluntary groups (5%), and service equipment (5%). The largest declines were shown by the durable goods trades--metals and metalwork (11%), industrial machinery and supplies (9%), hardware (7%), and electrical appliances (6%).

December 1954 sales of merchant wholesalers were up 5 percent above November and were also 5 percent higher than sales a year ago. More than half of the trades reported sales gains over November, with motor-vehicle dealers, up 29 percent, registering the principal increase. Other substantial gains were noted by wines and spirits wholesalers (18%), electrical equipment and supplies wholesalers (18%), and tobacco distributors (17%). Sharp declines were reported by stationery and wallpaper wholesalers (21%), air conditioning and refrigeration equipment distributors (18%), construction materials distributors (17%), and dry goods wholesalers (15%). Compared with a year ago, all but 10 trades registered increases. Substantial gains were noted by lumber and millwork wholesalers (40%), iron and steel scrap dealers (39%), motor-vehicle distributors (26%), and clothing and furnishings wholesalers (20%). Paint and varnish wholesalers showed the sharpest decline (13%) below sales a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at year-end were down 3 percent from November 30 and were also slightly (1%) below stocks on hand December 31, 1953. Most trades showed only small changes in inventories. Iron and steel scrap dealers, with an increase of 62 percent over year-ago stocks, and meat products wholesalers, with inventories up 29 percent since November, registered the most substantial changes. Based on reports of establishments submitting inventory figures in conjunction with sales data, the December 1954 stock-sales ratio of 119 percent was 10 points below that of the previous month and equally below the December 1953 ratio.



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

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios[1] (percent)		
	Percent change			December 1954 panel		Percent change, Dec. 1954 from--		December 1954 panel				
	Dec. 1954 from--		12 mo. 1954 from 12 mo. 1953	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Dec. 1953	Nov. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Dec. 1954	Dec. 1953	Nov. 1954
	Dec. 1953	Nov. 1954										
Merchant wholesalers, total	+5	+5	-1	9,428	$2,576,656	-1	-3	6,789	$2,217,740	119	129	129
Grocery, confectionery, meat wholesalers	+4	+5	+2	1,221	389,505	-3	-1	957	219,280	79	86	83
General-line grocery wholesalers	+3	-2	+5	753	195,169	0	-4	639	143,876	103	106	105
Nonaffiliated[4]	-1	-2	-2	562	74,259	-2	-3	474	71,922	132	132	131
Voluntary groups	+2	-3	+5	170	78,779	-1	-4	150	58,383	87	96	90
Retailer-cooperative	+13	+14	+10	21	42,131	+9	-3	15	13,571	75	76	77
Specialty-line grocery wholesalers	+9	+14	0	256	149,086	-12	+1	170	65,794	66	85	72
Confectionery wholesalers	+5	+2	-1	72	6,555	+13	-2	35	1,303	52	51	57
Meat, meat products wholesalers	-5	+7	-3	140	38,695	+18	+29	113	8,307	24	19	20
Edible farm products distributors	-2	+1	-3	791	180,715	-16	-4	616	47,066	33	30	35
Dairy, poultry products distributors	-2	+1	-4	484	144,158	-16	-1	394	39,062	34	31	35
Fresh fruit, vegetable wholesalers	0	-3	0	307	36,557	-14	-14	222	8,004	29	28	34
Beer, wine, distilled spirits wholesalers	+1	+17	-1	400	204,284	-4	-23	313	119,205	75	88	115
Beer distributors	+2	+6	-1	129	12,818	+5	-5	109	4,802	44	40	49
Wine, distilled spirits wholesalers	+1	+18	-2	271	191,466	-1	-20	204	114,403	77	93	121
Drugs, chemicals, allied products wholesalers	+4	-1	0	588	136,113	0	-4	393	156,521	154	159	157
Drug wholesalers (general and specialty lines)	+6	-2	+1	291	98,500	+3	-5	225	129,630	161	162	164
Industrial chemicals, explosives wholesalers	+1	+5	-3	164	30,953	-12	+2	99	20,892	130	148	134
Paint, varnish wholesalers	-13	-6	-5	133	6,660	+3	+6	69	5,999	222	232	176
Tobacco distributors	+2	+17	-2	232	60,805	-6	-17	127	17,628	44	48	62
Dry goods, apparel wholesalers	+10	-4	-1	365	134,126	-3	+4	199	165,214	206	241	195
Clothing, furnishings, footwear wholesalers	+20	-9	+1	83	14,179	-9	-3	36	9,219	184	219	160
Dry goods wholesalers (general and specialty lines)	-2	-15	-2	166	38,125	+4	+5	101	81,224	272	261	224
Piece goods converters	+17	+5	+2	116	81,822	-10	+4	62	74,771	139	199	156
Furniture, home furnishings wholesalers	+8	-4	-3	240	37,822	+1	-6	148	37,565	150	166	163
Furniture wholesalers	+13	+3	n.a.	112	12,944	+9	-6	59	10,693	126	125	158
Home furnishings, floor coverings wholesalers	+6	-7	n.a.	128	24,878	-1	-7	89	26,872	163	181	165
Paper, allied products wholesalers	+11	-3	+3	349	63,082	-3	-6	230	43,053	93	97	100
Paper wholesalers	+11	+1	n.a.	206	53,839	-3	-7	143	33,865	83	91	93
Stationery, wallpaper wholesalers	+8	-21	n.a.	143	9,243	+1	-5	87	9,188	164	163	142
Inedible farm products merchants	+9	+5	n.a.	216	240,910	+13	+6	149	267,980	191	194	187
Automotive wholesalers	+19	+13	n.a.	518	73,277	-8	0	315	70,496	110	149	127
Motor-vehicle distributors	+26	+29	n.a.	62	46,384	-3	+5	46	24,071	53	55	66
Automotive equipment, tire-tube wholesalers	+11	-7	-5	456	26,893	-9	-2	269	46,425	245	295	231
Electrical, electronic, appliance goods distributors	+1	+11	-4	758	244,563	+2	-10	695	252,110	109	110	134
Electrical equipment, supplies wholesalers[5]	0	+18	-4	526	166,181	+3	-10	506	169,552	104	105	137
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors	+5	+1	-6	232	78,382	-1	-10	189	82,558	119	128	130
Hardware, plumbing, heating goods wholesalers	+2	-6	-6	517	113,328	-2	-4	384	205,520	213	221	208
Hardware wholesalers	+2	-5	-7	187	77,074	-2	-4	142	146,340	215	222	211
Plumbing, heating goods distributors	+3	-8	-3	330	36,254	-2	-5	242	59,180	207	220	199
Lumber, construction materials distributors	+34	-6	+10	432	99,200	+5	+3	280	62,556	111	138	102
Lumber, millwork wholesalers	+40	-2	n.a.	257	80,094	+4	+3	175	50,607	116	153	110
Construction materials distributors	+11	-17	n.a.	175	19,106	+9	+3	105	11,949	94	91	79
Machinery, equipment, supplies distributors	+1	+4	-5	1,364	149,493	-1	+2	1,093	257,772	197	202	201
Air conditioning, commercial refrigeration equipment distributors	+5	-18	+10	99	5,440	-17	-3	57	4,606	101	170	83
Commercial machines, equipment distributors	+6	+3	+3	121	11,582	+7	-2	87	9,784	107	106	109
Industrial machinery, equipment, supplies houses	-5	+10	-9	533	74,298	+4	+4	450	133,047	201	179	214
Professional equipment, supplies houses[6]	+4	+4	0	293	20,229	+5	0	257	35,846	195	185	204
Surgical, medical, hospital supply houses	+1	+2	-2	49	6,011	+5	0	36	6,722	133	125	136
Service establishment equipment, supplies houses	+15	-13	+5	114	6,406	-2	+2	74	9,243	192	244	170
Other machinery, equipment distributors	+8	-1	-4	204	31,538	-10	+1	168	65,246	238	282	231
Metals, metalwork (except scrap) distributors	-4	+14	-11	276	128,940	-14	-4	207	109,521	196	226	208
Iron, steel and products distributors	+2	+15	n.a.	194	65,975	-13	-5	146	83,350	298	312	325
Nonferrous metals distributors	-9	+13	n.a.	82	62,965	-17	+2	61	26,171	94	117	93
Iron-steel scrap, waste materials dealers	+31	+6	n.a.	262	75,568	+43	-3	169	23,201	44	42	49
Iron-steel scrap dealers	+39	+10	n.a.	156	63,810	+62	-3	110	18,557	41	37	46
Waste materials dealers	+1	-10	n.a.	106	11,758	-10	-2	59	4,644	62	72	59
Other merchant wholesalers[6]	+3	+6	n.a.	899	244,925	0	-3	514	163,052	104	110	112
Amusement, sporting goods wholesalers	+3	+5	n.a.	121	16,280	-10	-19	68	11,120	100	109	124
Book, periodical, newspaper wholesalers	+11	+9	n.a.	93	9,238	-13	-2	30	3,851	138	171	143
Coal wholesalers	+7	+10	-8	216	69,876	+1	-15	93	27,059	71	77	96
Farm supplies wholesalers	+15	+16	+8	191	46,958	+4	+5	147	42,512	137	159	143
Jewelry wholesalers	0	0	-7	111	17,382	+8	-7	53	19,457	181	154	209

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

DECEMBER 1954

Kind of business and geographic division	Sales: Percent change, Dec. 1954 from-- Dec. 1953	Sales: Percent change, Dec. 1954 from-- Nov. 1954	Sales: December 1954 panel: Number of establishments reporting[2]	Sales: December 1954 panel: Reported dollar values[3] (add 000)	Inventory, end-of-month (at cost): Percent change, Dec. 1954 from-- Dec. 1953	Inventory, end-of-month (at cost): Percent change, Dec. 1954 from-- Nov. 1954	Inventory, end-of-month (at cost): December 1954 panel: Number of establishments reporting[2]	Inventory, end-of-month (at cost): December 1954 panel: Reported dollar values[3] (add 000)	Stock-sales ratios[1] (percent): Dec. 1954	Dec. 1953	Nov. 1954
Merchant wholesalers, total[6]	+5	+5	9,428	$2,576,656	-1	-3	6,789	$2,217,740	119	129	129
New England	+2	+2	501	115,424	0	-1	336	124,435	142	151	149
Middle Atlantic	+6	+12	2,233	891,301	-6	-3	1,302	470,737	85	99	98
East North Central	+5	+1	1,832	499,674	-4	-5	1,359	415,679	103	121	110
West North Central	+7	-3	899	203,088	+3	-2	697	242,107	155	159	151
South Atlantic	0	-2	930	189,941	+3	-6	696	235,145	161	165	178
East South Central	-4	+6	406	116,073	0	-1	309	123,840	151	179	160
West South Central	+3	+13	1,009	198,692	+6	+2	862	280,367	169	163	190
Mountain	+10	+6	292	48,518	+1	-4	232	65,030	154	150	173
Pacific	+10	+1	1,326	313,945	0	-5	996	260,400	111	121	118
General-line grocery wholesalers	+3	-2	753	195,169	0	-4	639	143,876	103	106	105
Middle Atlantic	-3	0	76	18,734	-3	-11	46	15,890	104	130	115
East North Central	+5	-4	137	35,465	+4	+1	120	27,865	105	113	103
West North Central	+6	-3	126	31,945	-1	-3	121	28,330	95	101	96
South Atlantic	-6	+8	33	7,522	-6	-4	23	5,748	121	120	129
East South Central	-1	-2	41	7,608	+3	-12	39	8,289	111	99	123
West South Central	+5	+1	91	17,016	-6	-2	90	19,583	116	107	119
Mountain	+13	+1	36	6,905	+3	-8	30	5,513	102	112	115
Pacific	+4	-3	209	67,038	-1	-2	167	31,920	97	97	92
Specialty-line grocery wholesalers	+9	+14	256	149,086	-12	+1	170	65,794	66	85	72
New England	-1	-15	16	1,681	-15	0	8	825	115	127	93
Middle Atlantic	+7	+19	119	105,164	-10	+6	79	42,814	62	78	66
East North Central	-5	+3	29	8,001	0	+3	22	7,884	107	102	106
West North Central	+2	-6	8	1,496	+3	-8	7	829	68	66	78
South Atlantic	0	-3	19	1,473	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central	+25	+25	28	15,370	(x)	-6	24	6,480	80	(x)	116
Pacific	+32	-14	27	12,714	-1	-22	17	5,627	47	86	52
Dairy, poultry products distributors	-2	+1	484	144,158	-16	-1	394	39,062	34	31	35
New England	-6	-9	21	6,419	-44	+6	18	728	21	35	17
Middle Atlantic	-3	+4	92	39,889	-15	0	63	7,245	26	29	26
East North Central	-4	-2	98	34,667	-23	+1	77	9,088	31	33	30
West North Central	-14	+2	42	9,113	-44	+8	34	6,045	75	66	71
South Atlantic	-4	+2	55	11,825	+12	-1	48	2,950	44	26	44
South Central	-3	+2	59	7,822	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+5	+3	107	31,612	+25	-7	97	9,874	32	20	36
Fresh fruit, vegetable wholesalers	0	-3	307	36,557	-14	-14	222	8,004	29	28	34
New England	+25	+9	16	1,157	-27	-19	14	248	22	42	31
Middle Atlantic	-1	-6	43	5,504	+15	-20	21	202	7	6	8
East North Central	-3	+3	34	7,623	-10	-8	24	966	16	17	18
West North Central	+2	+9	54	4,367	0	-16	45	941	25	24	32
South Atlantic	-5	-7	28	2,192	-2	-4	17	1,223	71	76	71
South Central	-2	-12	42	6,766	-30	-22	31	1,307	29	46	41
Mountain	-7	-4	17	701	-32	-14	12	124	28	34	32
Pacific	+2	-3	73	8,247	-19	-14	58	2,993	40	24	46
Drug wholesalers (general and specialty lines)	+6	-2	291	98,500	+3	-5	225	129,630	161	162	164
New England	+8	+9	16	6,901	+6	-5	13	6,525	121	132	138
Middle Atlantic	+7	-4	66	24,332	+2	-3	40	27,606	171	146	169
East North Central	+6	-3	58	19,541	+7	-5	48	24,234	146	151	148
West North Central	+3	-2	21	7,618	+6	-6	19	10,532	157	156	163
South Atlantic	+4	-2	44	13,192	0	-3	32	16,864	162	163	166
East South Central	+5	-2	13	3,729	+2	-5	10	5,447	175	181	180
West South Central	+4	0	37	9,694	+1	-4	28	15,537	192	195	198
Mountain	+8	-8	10	2,914	-4	-14	10	5,129	176	226	188
Pacific	+5	-5	26	11,389	0	-6	25	17,756	156	167	158
Tobacco distributors	+2	+17	232	60,805	-6	-17	127	17,628	44	48	62
New England	-10	+26	22	5,592	-15	-11	9	1,670	49	51	68
Middle Atlantic	+2	+18	45	17,686	-17	-19	26	5,444	50	63	73
East North Central	+3	+17	36	11,681	+9	-6	21	2,834	37	36	47
West North Central	+3	+26	14	2,796	-14	-23	9	681	34	39	56
South Atlantic	+14	+21	28	9,765	-3	-13	20	3,339	45	59	63
South Central	+8	+16	37	5,933	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers	+10	-4	365	134,126	-3	+4	199	165,214	206	241	195
New England	-9	0	18	13,684	+15	-2	9	36,431	298	225	300
Middle Atlantic	+15	+1	234	86,631	-11	+3	116	85,689	159	221	168
East North Central	+14	-22	23	3,168	-2	-2	18	4,743	158	182	124
West North Central	0	-21	16	7,020	-4	+5	12	24,740	367	381	281
South Atlantic	+10	-25	8	1,354	+8	+5	5	2,361	214	205	141
East South Central	+11	-30	15	1,168	-13	-17	6	1,618	216	509	168
Pacific	+8	-30	37	4,505	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Furniture, home furnishings wholesalers	+8	-4	240	37,822	+1	-6	148	37,565	150	166	163
Middle Atlantic	-1	-13	77	14,233	-1	-6	30	6,454	153	167	150
East North Central	+8	-8	54	7,360	-1	-6	35	9,432	153	166	151
West North Central	+17	-2	18	2,374	+1	-4	15	4,156	197	231	198
South Atlantic	+31	+39	26	4,325	+5	-20	13	2,684	84	107	165
South Central	+17	+3	33	4,542	+9	-10	22	5,624	169	162	182
Pacific	+7	-3	22	3,937	-2	+1	20	5,733	147	163	143

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1954

Kind of business and geographic division	Sales: Percent change, Dec. 1954 from--		Sales: December 1954 panel		Inventory, end-of-month (at cost): Percent change, Dec. 1954 from--		Inventory, end-of-month (at cost): December 1954 panel		Stock-sales ratios[1] (percent)		
	Dec. 1953	Nov. 1954	Number of establishments reporting[2]	Reported dollar values[3] (add 000)	Dec. 1953	Nov. 1954	Number of establishments reporting[2]	Reported dollar values[3]	Dec. 1954	Dec. 1953	Nov. 1954
Automotive equipment, tire-tube wholesalers	+11	-7	456	$26,893	-9	-2	269	$46,425	245	295	231
New England	+25	0	7	981	+7	+1	5	1,815	259	300	245
Middle Atlantic	+15	-10	73	3,789	-17	-3	31	2,884	223	281	195
East North Central	+9	-4	92	7,147	-26	+3	54	12,768	214	326	201
West North Central	+6	-9	61	2,382	-8	-3	21	4,523	388	397	336
South Atlantic	+21	-14	57	3,393	+4	-6	44	8,223	268	327	248
East South Central	-6	-12	27	1,868	+3	-3	23	3,843	219	199	197
West South Central	-4	-4	21	1,631	+1	-8	20	5,410	332	317	349
Mountain	+1	+1	31	2,042	-4	+4	26	3,432	191	198	184
Pacific	+29	0	87	3,660	-16	-7	45	3,527	224	262	219
Electrical, electronic, appliance goods	+1	+11	758	244,563	+2	-10	695	252,110	109	110	134
New England	-1	+8	43	12,537	-2	-10	41	13,867	113	115	135
Middle Atlantic	+1	+11	118	60,280	-3	-6	99	56,869	101	119	119
East North Central	-3	+11	193	53,940	+4	-14	183	53,776	102	94	131
West North Central	-4	+8	78	24,630	+11	-6	69	24,225	122	99	140
South Atlantic	+2	+13	121	30,786	+2	-9	108	33,856	117	113	145
East South Central	+8	+11	40	9,622	-14	-15	38	10,490	111	137	146
West South Central	+7	+16	64	16,414	+12	-6	63	23,343	143	138	176
Mountain	-5	+6	24	6,063	-11	-16	24	6,446	106	104	134
Pacific	+11	+12	77	30,291	+3	-15	70	29,238	99	105	129
Hardware wholesalers	-5	+2	187	77,074	-2	-4	142	146,340	215	222	211
Middle Atlantic	-5	-2	24	5,781	+4	+2	10	7,773	196	179	192
East North Central	-11	-12	31	16,961	-3	-4	29	35,781	212	203	194
West North Central	-3	-14	22	10,660	+6	-2	20	25,576	259	221	226
South Atlantic	0	-7	28	5,705	-6	-7	18	10,879	233	264	231
East South Central	+8	-1	24	15,150	-7	0	23	27,002	179	206	179
West South Central	+18	+5	21	8,848	-9	-9	15	9,669	167	218	197
Mountain	+11	+5	7	2,207	0	-7	6	4,830	241	260	275
Pacific	+12	-1	25	10,889	-1	-8	18	23,855	256	288	274
Plumbing, heating goods wholesalers	+3	-8	330	36,254	-2	-5	242	59,180	207	220	199
New England	+12	-10	16	1,348	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic	-3	-5	104	9,774	-3	-4	58	10,413	190	191	187
East North Central	-5	-10	47	4,194	-7	-7	37	7,214	197	189	193
West North Central	+19	-12	35	4,247	-6	-7	33	8,396	203	256	191
South Atlantic	+2	-11	59	9,130	+8	-9	48	13,704	174	160	169
East South Central	+6	-8	14	1,988	+14	-3	13	3,441	178	170	169
West South Central	+2	-1	28	2,009	+2	-2	26	5,032	257	261	261
Mountain	+10	+5	7	501	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific	+15	-1	20	3,063	-8	-2	12	5,155	241	291	236
Lumber, construction materials dealers	+34	-6	432	99,200	+5	+3	280	62,556	111	138	102
New England	+24	-2	28	7,852	+13	-4	24	7,119	93	124	96
Middle Atlantic	+20	-7	80	15,562	-12	-3	54	8,921	71	98	70
East North Central	+34	-7	111	17,132	-5	+7	53	10,649	116	163	112
West North Central	+51	-2	32	21,931	+34	+16	20	4,871	133	190	96
South Atlantic	+21	-18	38	4,653	-6	+2	24	3,742	128	170	100
East South Central	+31	-7	16	2,646	+16	+7	12	1,600	134	160	122
West South Central	+45	-5	30	3,853	+23	+8	30	7,627	198	246	174
Mountain	+60	+4	13	3,162	+8	+3	11	3,546	116	168	117
Pacific	+34	-6	84	22,409	+7	-1	52	14,481	117	114	108
Industrial machinery, equipment, supplies distributors	-5	+10	533	74,298	+4	+4	450	133,047	201	179	214
New England	-8	-24	10	909	-31	-3	5	795	124	144	82
Middle Atlantic	-3	+11	46	6,830	+5	+4	21	5,374	119	111	132
East North Central	-15	+4	48	6,616	-23	+1	35	9,236	163	176	172
West North Central	+2	+11	35	3,206	-10	-5	20	3,484	186	178	212
South Atlantic	+10	+1	38	8,278	-7	+1	36	12,337	163	199	160
South Central	-5	+14	271	30,599	+17	+10	251	63,247	224	193	237
Mountain	-16	+18	29	6,933	+14	+2	28	15,834	232	123	238
Pacific	-12	+10	56	10,927	-12	-4	47	21,248	206	191	214

x Insufficient data to show separately.
n.a. Cumulative trends not available for this classification.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

[2] Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

[3] Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

[4] Not affiliated with voluntary groups or cooperative groups.

[5] Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

[6] Totals include data for some kinds of business not shown separately.

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