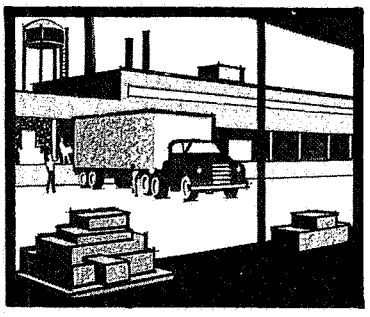
A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade



JANUARY 1971

U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

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Sales and Inventories

Sales—January 1971 sales of merchant wholesalers were estimated at $19.1 billion. After adjustment for seasonal variations and trading day differences but not for price changes, January sales were $21.2 billion, up 2 percent from last month and 5 percent above January 1970. Adjusted November-through-January average sales were up 1 percent over the August-through-October period and were 3 percent above the average sales for the comparable months of a year ago.

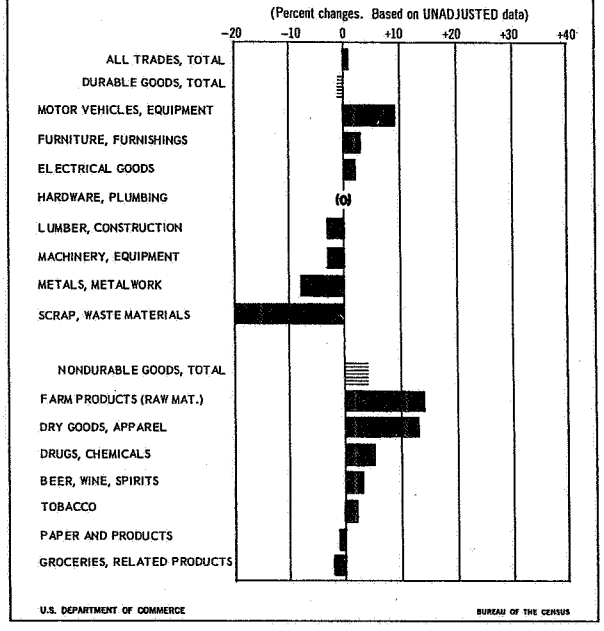
After adjustment, January sales in the durable goods trades increased 1 percent from the previous month and 2 percent from January 1970. Nondurable goods sales were up 3 percent from December and were 7 percent above January year-ago sales. Average monthly sales in the durable goods group during the November-through-January period were 1 percent below the prior 3 months but were 1 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 2 percent above the August-through-October period and 6 percent above the average for the same period a year ago.

Based on adjusted data, most trade groups showed increases from the previous month sales levels, with the larger gains shown in dry goods, apparel (8%), farm products, raw materials (6%), drugs, chemicals, allied products (6%), paper, paper products (5%), and furniture, home furnishings (5%). Decreases were shown only in lumber, construction materials (-3%), jewelry (-2%) and beer, wine, and spirits (-1%). Compared with sales a year ago most trade groups showed increases, with the largest gains reported in farm products, raw materials (20%), dry goods, apparel (14%), motor vehicles, automotive equipment (12%) and drugs, chemicals, allied products (8%). Declines were reported only in scrap, waste materials (-19%), metals, metalwork (-5%), and jewelry (-4%).

Inventories—Total inventories of merchant wholesalers were valued at $26.7 billion at the end of January. After adjustment for seasonal variations, January inventories were virtually unchanged from December but were up 9 percent over last year. Durable goods stocks increased 0.5 percent from last month and were 7 percent above January 1970. Nondurable goods stocks were virtually unchanged during January but were 12 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups indicated only small changes from their previous month inventory levels. The larger increases were shown in paper, paper products (4%), tobacco, tobacco products (4%), and beer, wine, and spirits (3%), while the sharper declines were noted in farm products, raw materials (-6%) and scrap, waste materials, (-5%). Changes from year ago levels were more substantial with all trades showing increases. Among the larger increases were farm products, raw materials (21%), metals, metalwork (13%) and beer, wine, and spirits (12%).

Sales of Merchant Wholesalers in Selected Kinds of Business January 1971 Compared With January 1970



Stock-Sales Ratio—The January stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 126 percent, down 2 percent from the previous month but up 5 percent above the January 1970 ratio. The stock-sales ratio for durable goods was 167, down 2 percent from December but up 8 percent from the year-ago ratios. The ratio of nondurable goods was 93 percent, down 3 percent from the previous month but up 4 percent from January 1970.

An advance release of January 1971 data was issued on March 5, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	Jan.[1] 1971	1970												Total 1970
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
MERCHANT WHOLESALERS, TOTAL	19,079	18,813	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	246,643
TOTAL (exc. farm products, raw materials)	17,731	17,633	17,467	19,329	19,233	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	232,306
DURABLE GOODS, TOTAL	8,211	8,328	8,393	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	111,778
Motor vehicles, automotive equipment, total	1,591	1,466	1,507	1,650	1,708	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	20,203
Automotive equipment, tires, tubes	830	833	839	890	928	922	1,015	1,017	1,017	1,032	1,043	985	894	11,413
Automotive equipment	741	731	736	771	785	792	877	875	878	885	899	845	765	9,839
Electrical goods, total	1,169	1,148	1,165	1,281	1,235	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	15,809
Electrical supplies, apparatus	480	508	521	553	562	578	649	631	611	630	659	608	594	7,104
Electrical appliances, TV, radio sets, electronic parts, equipment	688	641	644	728	673	669	771	736	693	770	798	800	781	8,705
Appliances, TV, radio sets	468	409	422	500	459	449	543	518	484	529	555	560	543	5,972
Furniture, home furnishings, total	384	374	393	464	447	413	463	442	457	502	489	459	448	5,343
Furniture-household, office	113	116	(S)	139	131	114	135	120	136	135	134	125	136	1,544
Home furnishings, floor coverings	(S)	(S)	(S)	324	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	3,799
Hardware, plumbing, heating equipment, supplies, total	763	766	787	861	864	885	971	936	914	964	966	892	828	10,634
Hardware	303	303	309	342	331	321	343	336	336	352	361	341	323	3,998
General-line hardware	170	164	168	190	185	176	194	193	194	200	206	193	179	2,242
Plumbing and heating, supplies	372	375	384	410	420	435	491	462	457	485	488	450	415	5,272
Air conditioning, refrigeration equipment, supplies	88	87	94	109	114	129	137	138	121	127	117	101	91	1,364
Lumber, construction materials, total	704	729	729	860	917	939	983	978	972	992	1,004	900	834	10,836
Lumber, millwork	433	451	(S)	541	(S)	(S)	(S)	595	(S)	607	615	565	528	6,693
Construction materials	271	278	285	318	335	360	386	383	381	(S)	(S)	(S)	306	4,143
Machinery, equipment, supplies, total	2,117	2,173	2,189	2,442	2,401	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	28,515
Construction machinery, equipment	312	295	309	367	392	376	(S)	(S)	393	415	431	366	378	4,582
Industrial machinery, equipment, supplies	1,026	1,051	1,043	1,128	1,110	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	13,185
Professional equipment, supplies	323	282	304	349	309	314	375	362	352	379	381	351	375	4,135
Service-establishment equipment, supplies	146	151	149	174	176	164	176	168	169	163	167	164	162	1,984
Metals, metalwork (except scrap), total	972	1,055	987	1,120	1,058	1,056	1,120	1,079	1,046	1,075	1,055	990	985	12,625
Iron, steel, and products	755	722	679	789	716	696	774	730	743	762	748	687	698	8,743
Nonferrous metals	(S)	334	307	332	342	360	346	(S)	303	313	307	(S)	287	3,883
Scrap, waste materials, total	395	491	501	540	591	564	550	523	472	469	484	402	398	5,986
Iron, steel scrap	243	288	290	328	358	342	334	323	286	295	309	251	243	3,647
Waste materials	152	203	(S)	(S)	233	223	216	201	185	174	176	151	155	2,339
NONDURABLE GOODS, TOTAL	10,868	10,485	10,112	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	134,867
TOTAL (exc. farm products, raw materials)	9,521	9,305	9,073	9,959	9,861	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	120,529
Groceries and related products, total	4,067	4,140	3,785	4,229	4,169	4,215	4,306	4,340	4,167	4,270	4,342	4,151	4,317	50,430
General-line groceries	1,687	1,635	1,497	1,635	1,650	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	20,092
Specialty-line groceries	1,062	1,064	1,009	1,149	1,105	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	13,417
Confectionery	81	87	84	91	87	87	92	93	92	98	105	96	97	1,108
Meat, meat products	774	854	742	845	822	839	810	834	790	842	838	785	844	9,844
Poultry, poultry products	182	204	178	195	185	179	183	191	184	186	182	193	201	2,262
Fresh fruits, vegetables	281	296	277	314	320	345	358	358	299	287	287	273	294	3,706
Beer, wine, distilled alcoholic beverages, total	837	815	845	996	1,005	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	12,862
Beer	379	357	359	415	434	506	537	568	533	517	471	429	510	5,636
Wine, distilled spirits	458	458	487	581	571	578	595	554	522	598	674	707	900	7,225
Drugs, chemicals, allied products, total	805	768	750	832	817	779	807	786	797	817	846	784	836	9,619
Drugs, drug proprietaries, sundries	494	473	454	486	469	454	462	462	477	504	524	484	536	5,786
General-line drugs	225	218	202	219	209	205	210	221	223	237	237	218	231	2,632
Paints, varnishes	31	32	32	37	40	40	43	42	41	42	40	36	32	459
Other chemicals, allied products	280	262	263	308	308	285	302	282	279	271	282	264	267	3,374
Tobacco, tobacco products	472	462	433	484	495	512	528	545	519	542	526	500	571	6,118
Dry goods, apparel, total	894	793	825	853	793	781	845	861	927	972	976	931	833	10,391
Apparel and accessories, hosiery, lingerie, footwear	424	366	405	427	374	(S)	389	428	482	499	494	466	393	5,083
Dry goods, notions	323	290	293	291	292	295	329	322	(S)	(S)	338	333	299	3,736
Paper, paper products, excluding wallpaper, total	592	595	572	620	606	599	620	612	603	624	633	610	624	7,317
Paper	453	454	437	478	475	476	490	477	471	484	485	461	477	5,664
Stationery, office supplies	138	141	135	142	131	122	130	136	132	140	148	149	147	1,653
Farm products (raw materials), total	1,347	1,180	1,039	1,262	1,101	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	14,336
Grain	950	803	715	917	777	794	810	767	862	870	964	1,038	1,053	10,370
Other nondurable goods, total	1,854	1,732	(S)	1,945	1,976	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	23,792
Amusement, sporting goods	(S)	(S)	230	(S)	263	252	266	253	300	(S)	328	(S)	331	3,375
Books, magazines, newspapers	130	126	119	131	118	125	130	143	142	141	157	146	145	1,623

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	Jan.[1] 1971	1970											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,734	24,537	24,746	24,907	25,010	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,554	22,793	23,101	23,441	23,628	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,420	14,432	14,622	14,817	14,974	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,725	2,582	2,632	2,704	2,672	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,820	1,766	1,802	1,833	1,786	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,327	2,147	2,132	2,164	2,141	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	875	808	807	835	821	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,339	1,325	1,329	1,320	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	695	659	679	702	700	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	535	495	514	532	522	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,643	1,581	1,606	1,627	1,625	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	672	646	642	646	652	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	778	774	799	814	801	803	821	814	803	784	791	773	764
Lumber, construction materials, total	982	973	982	963	1,005	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	616	599	610	597	628	623	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,570	4,221	4,321	4,382	4,502	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,292	1,143	1,158	1,179	1,236	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,804	1,674	1,678	1,699	1,768	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,851	1,642	1,620	1,624	1,686	1,616	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,284	1,381	1,356	1,364	1,422	1,365	1,372	1,391	1,485	1,460	1,462	1,475	1,288
NONDURABLE GOODS, TOTAL	11,314	10,105	10,125	10,090	10,036	10,017	9,994	9,957	10,049	10,382	10,944	11,305	11,425
TOTAL (excluding farm products, raw materials)	9,119	8,360	8,479	8,624	8,654	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,417	2,276	2,346	2,354	2,325	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,251	1,096	1,142	1,184	1,153	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	805	812	781	788	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,116	999	1,005	1,045	1,078	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	284	263	270	296	320	342	351	328	310	295	295	289	267
Wine, distilled spirits	832	736	735	749	758	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,049	1,014	1,031	1,076	1,050	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	718	705	717	743	722	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	675	646	650	665	652	666	664	681	665	671	653	661	665
Paper	455	443	448	456	452	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	Jan.[1] 1971	1970											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	140	130	134	121	123	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	129	132	121	123	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	188	173	174	158	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	171	176	175	164	156	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	219	212	215	206	192	193	181	182	182	178	179	190	208
Electrical goods, total	199	187	183	169	173	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	182	159	155	151	146	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	211	209	206	182	196	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	176	173	151	156	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	(S)	(S)	164	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	215	207	204	189	188	185	168	173	177	167	168	179	192
Hardware	222	213	208	189	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	209	207	208	199	191	185	167	176	176	162	162	172	184
Lumber, construction materials, total	139	133	135	112	110	107	103	100	101	98	100	107	115
Lumber, millwork	142	133	(S)	110	(S)	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	216	195	197	179	188	191	177	191	190	179	186	207	190
Construction machinery, equipment	414	392	375	321	315	26	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	159	161	151	159	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	190	156	164	145	159	153	148	156	168	163	168	179	195
Iron, steel, and products	206	191	200	173	199	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	104	96	100	90	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	96	90	94	87	88	89	87	86	87	87	87	91	84
Groceries and related products, total	59	55	62	56	56	55	54	54	56	55	56	59	55
General-line groceries	74	67	76	72	70	70	69	68	70	70	69	74	72
Specialty-line groceries	74	76	81	68	71	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	133	123	119	105	107	105	103	96	101	101	105	104	76
Beer	75	74	75	71	74	67	65	58	58	57	63	67	52
Wine, distilled spirits	182	161	151	129	133	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	130	132	137	129	128	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	145	149	158	153	154	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	109	114	107	108	111	107	111	110	108	103	108	106
Paper	100	98	103	95	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	Jan.[1] 1971	1970											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,217	20,292	20,571	20,463	20,012	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,838	19,140	19,423	19,200	18,839	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,360	9,201	9,344	9,300	9,034	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,794	1,602	1,684	1,653	1,589	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,327	1,249	1,296	1,306	1,325	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	471	447	449	454	440	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	904	881	906	894	838	894	899	878	867	903	892	904	889
Lumber, construction materials	884	876	886	899	891	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,365	2,367	2,387	2,380	2,246	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,046	1,106	1,049	1,068	1,007	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	420	517	526	496	542	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,857	11,091	11,227	11,163	10,978	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,478	9,939	10,080	9,902	9,805	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,286	4,255	4,239	4,242	4,140	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,104	1,038	1,050	1,048	1,067	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	857	790	812	817	806	804	789	794	800	785	810	803	809
Tobacco, tobacco products	520	491	490	508	498	527	508	519	511	514	508	519	520
Dry goods, apparel	986	864	906	820	812	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	635	620	629	618	602	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,379	1,152	1,147	1,261	1,173	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,090	1,881	1,954	1,849	1,880	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,657	24,484	24,853	24,842	24,942	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,886	23,019	23,420	23,500	23,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,642	14,636	14,788	14,781	14,773	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,750	2,605	2,643	2,656	2,646	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,372	2,195	2,169	2,166	2,130	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	729	700	691	693	693	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,653	1,599	1,606	1,608	1,582	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	997	973	973	957	971	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,659	4,281	4,387	4,378	4,453	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,831	1,623	1,656	1,669	1,655	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	11,015	9,848	10,065	10,061	10,169	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,244	8,383	8,632	8,719	8,760	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,405	2,262	2,365	2,352	2,351	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,170	1,044	1,065	1,072	1,091	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,075	1,026	1,057	1,084	1,051	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	685	654	656	668	659	664	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	126	121	121	121	125	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	120	121	122	125	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	167	159	158	159	164	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	153	163	157	161	167	157	156	159	154	158	151	156	154
Electrical goods	179	176	167	166	161	156	154	167	175	178	175	176	181
Furniture, home furnishings	155	157	154	153	158	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	183	181	177	180	189	177	177	183	187	181	184	182	186
Lumber, construction materials	113	111	110	106	109	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	197	181	184	184	198	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	175	147	158	156	164	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	93	89	90	90	93	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	84	86	88	89	87	89	88	88	88	88	89	90
Groceries and related products	56	53	56	55	57	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	106	101	101	102	102	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	125	130	130	133	130	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	105	104	108	109	107	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

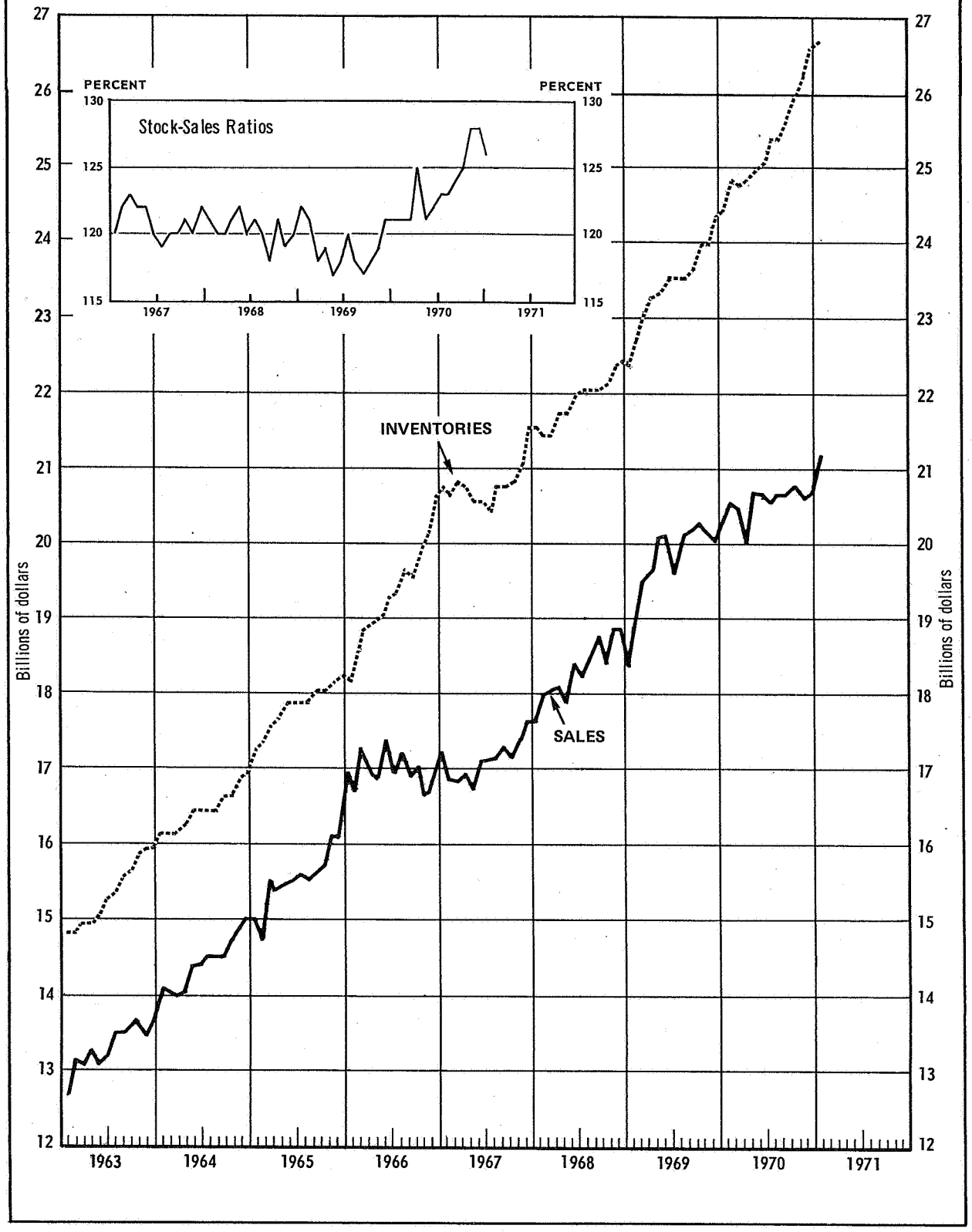


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: January 1971**

Kind of business	Unadjusted				Adjusted[1]			
	Sales		Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	January 1971 from--		January 1971 from--		January 1971 from--		January 1971 from--	
	January 1970	December 1970	January 1970	December 1970	January 1970	December 1970	January 1970	December 1970
MERCHANT WHOLESALERS, TOTAL	+1	-11	+9	0	+5	+2	+9	0
TOTAL (excluding farm products, raw materials)	+1	-11	+8	0	+4	+2	+8	+1
DURABLE GOODS, TOTAL	-1	-10	+7	+1	+2	+1	+7	0
Motor vehicles, automotive equipment, total	+9	-3	+6	0	+12	+3	+6	+2
Automobiles, other motor vehicles	+20	+2	+11	+5	-	-	-	-
Automotive equipment, tires, tubes	0	-7	+3	-2	-	-	-	-
Automotive equipment	+1	-3	+3	-2	-	-	-	-
Electrical goods, total	+2	-15	+8	+3	+6	+3	+8	+2
Electrical supplies, apparatus	-5	-19	+8	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+7	-12	+8	+5	-	-	-	-
Appliances, TV, radio sets	+14	-14	+18	+7	-	-	-	-
Furniture, home furnishings, total	+3	-14	+5	-2	+5	+5	+4	+2
Furniture-household, office	-2	-17	-3	-2	-	-	-	-
Household furniture	-2	-23	-3	-2	-	-	-	-
Office furniture	-3	-10	-2	-2	-	-	-	-
Home furnishings, floor coverings	+5	-13	+8	-2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	0	-8	-4	+3	+3	+2	+3	0
Hardware	0	-6	+4	+3	-	-	-	-
General-line hardware	+4	-5	+6	+4	-	-	-	-
Plumbing and heating equipment, supplies	-1	-10	0	+2	-	-	-	-
Air conditioning, refrigeration equipment, supplies	0	-4	+19	+11	-	-	-	-
Lumber, construction materials, total	-3	-16	+1	+3	+1	-3	+2	0
Lumber, millwork	-4	-18	+3	+2	-	-	-	-
Construction materials	-3	-11	-3	+3	-	-	-	-
Machinery, equipment, supplies, total	-3	-12	+8	+1	0	0	+9	0
Commercial machines, equipment	-18	-15	+5	-1	-	-	-	-
Construction machinery, equipment	+6	-17	+13	+3	-	-	-	-
Industrial machinery, equipment, supplies	-2	-8	+8	0	-	-	-	-
Professional equipment, supplies	+14	-14	+11	+2	-	-	-	-
Surgical, medical, hospital supplies	+25	-14	+16	+6	-	-	-	-
Service-establishment equipment, supplies	-3	-10	+4	-3	-	-	-	-
Metals, metalwork (except scrap), total	-8	-1	+13	-3	-5	+3	+13	-2
Iron, steel, and products	+5	+8	+13	-4	-	-	-	-
Nonferrous metals	-35	-24	+10	-3	-	-	-	-
Scrap, waste materials, total[2]	-20	-1	+3	-6	-19	+3	+5	-5
Iron, steel scrap	-16	0	+16	-5	-	-	-	-
Waste materials	-25	-2	-11	-9	-	-	-	-
Jewelry	-8	-41	(S)	(S)	-4	-2	(S)	(S)
NONDURABLE GOODS, TOTAL	+4	-12	+13	0	+7	+3	+12	0
TOTAL (excluding farm products, raw materials)	+2	-12	+9	0	+5	+3	+10	+1
Groceries and related products, total	-2	-6	+6	+1	+1	+3	+6	+2
General-line groceries	+3	-1	+14	+2	-	-	-	-
Voluntary groups	+5	-2	+13	0	-	-	-	-
Retailer cooperatives	+1	0	+26	+4	-	-	-	-
Nonaffiliated	+2	0	+10	+3	-	-	-	-
Specialty-line groceries	0	-10	-2	-2	-	-	-	-
Confectionery	-6	-16	+1	-2	-	-	-	-
Meats, meat products	-9	-8	-1	+8	-	-	-	-
Poultry, poultry products	-11	-10	-7	-1	-	-	-	-
Fresh fruits, vegetables	-5	-4	+4	+7	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+3	-41	+11	+4	+6	-1	+12	+3
Beer	+6	-26	+8	+7	-	-	-	-
Wine, distilled spirits	0	-49	+13	+3	-	-	-	-
Drugs, chemicals, allied products, total	+5	-4	+3	-2	+8	+6	+5	0
Drugs, drug proprietaries, druggists' sundries	+4	-8	+2	-2	-	-	-	-
General-line drugs	+3	-3	+1	-1	-	-	-	-
Paints, varnishes	-6	-5	0	+2	-	-	-	-
Other chemicals, allied products	+7	+5	+9	-2	-	-	-	-
Tobacco, tobacco products	+2	-17	+9	+5	+6	0	+9	+4
Dry goods, apparel, total	+13	+7	(S)	(S)	+14	+8	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+16	+8	(S)	(S)	-	-	-	-
Dry goods, notions	+12	+8	(S)	(S)	-	-	-	-
Piece goods converters	+7	+4	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	-1	-5	+4	+2	+2	+5	+5	+4
Paper	0	-5	+3	+2	-	-	-	-
Stationery, office supplies	-2	-6	+8	+2	-	-	-	-
Farm products (raw materials), total[2]	+14	-9	+25	-3	+20	+6	+21	-6
Cotton	+14	-11	(S)	(S)	-	-	-	-
Grain	+18	-10	(S)	(S)	-	-	-	-
Other nondurable goods, total	+7	-17	+18	-1	+11	+2	+22	-2
Amusement, sporting goods	-3	-34	+23	+1	-	-	-	-
Books, magazines, newspapers	+3	-10	+8	+1	-	-	-	-
Coal	+37	-10	(S)	(S)	-	-	-	-
Farm supplies	+13	+17	+15	+4	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

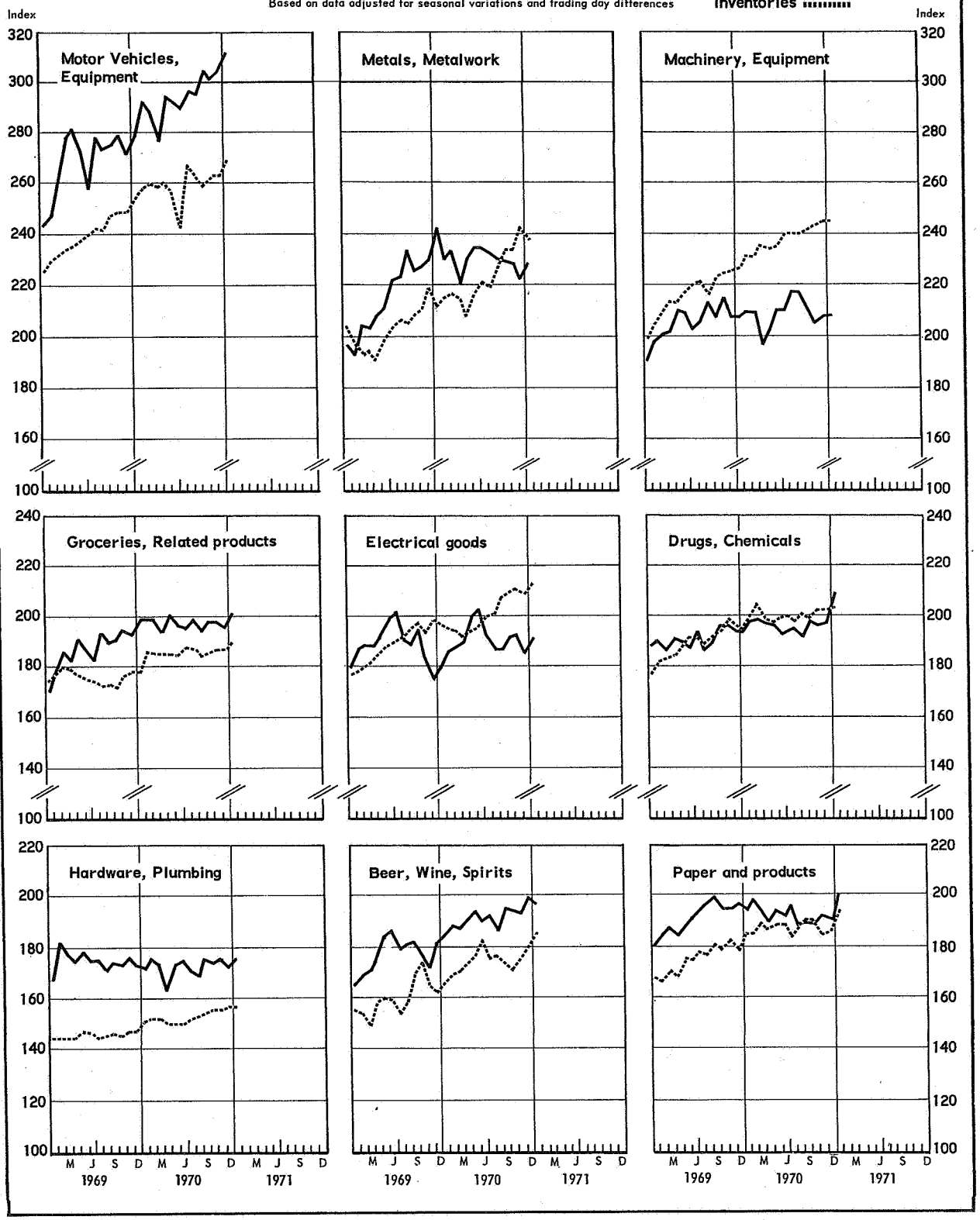
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories .....



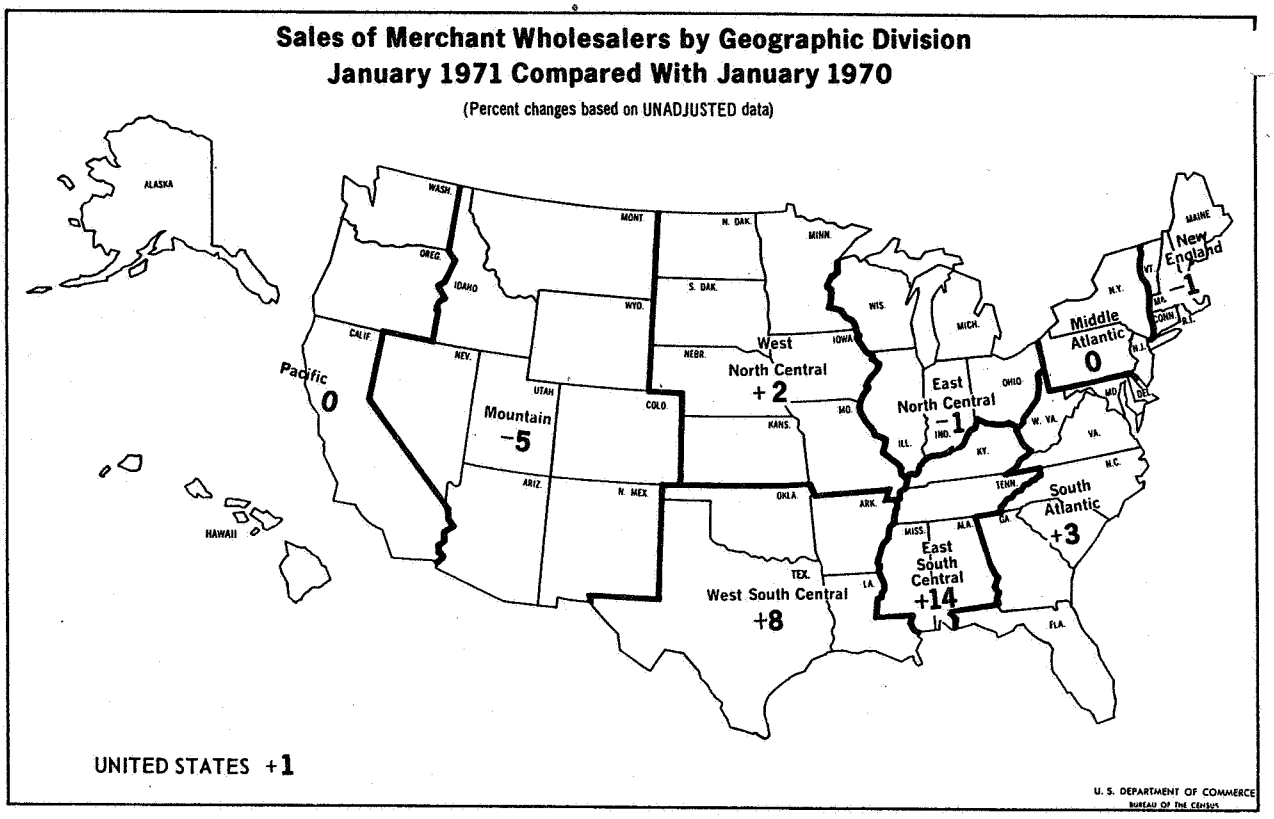


Table 6. **Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971**

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	Jan.[1] 1971	1970												Total 12 mos. 1970	Sampling error of the estimate	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		Range	Median
MERCHANT WHOLESALERS, TOTAL	19,079	18,813	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	246,643	0.8-0.9	0.8
New England	939	953	918	1,069	1,050	1,028	1,084	1,078	1,052	1,079	1,079	1,037	1,114	12,540	3-4	4
Middle Atlantic	5,202	5,215	5,288	5,876	5,726	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	69,572	1-2	2
East North Central	3,417	3,445	3,285	3,689	3,590	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	44,395	2-2	2
West North Central	1,594	1,557	1,497	1,740	1,684	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	20,298	2-3	2
South Atlantic	1,943	1,888	1,944	2,079	2,081	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	25,206	2-3	3
East South Central	1,081	951	859	1,011	1,018	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	12,497	4-6	5
West South Central	1,694	1,573	1,602	1,674	1,724	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	20,719	2-5	3
Mountain	567	595	561	605	618	618	648	679	647	653	656	595	628	7,503	3-5	4
Pacific	2,638	2,635	2,550	2,850	2,842	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	33,912	2-4	3
DURABLE GOODS, TOTAL	8,211	8,328	8,407	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	111,778	1.3-1.6	1.5
New England	387	396	381	476	456	447	489	468	445	449	476	432	449	5,365	4-6	5
Middle Atlantic	1,978	2,141	2,204	2,454	2,418	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	28,782	2-4	3
East North Central	1,568	1,625	1,583	1,779	1,695	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	21,182	2-5	3
West North Central	527	578	562	634	629	611	663	665	638	654	658	595	606	7,493	4-7	5
South Atlantic	939	874	896	995	1,031	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	12,280	3-6	4
East South Central	422	375	377	416	437	435	467	442	479	493	484	431	441	5,278	5-7	6
West South Central	810	756	780	830	903	877	940	914	908	934	907	811	894	10,449	2-5	3
Mountain	254	266	270	298	291	294	329	343	315	316	313	277	279	3,590	5-8	5
Pacific	1,322	1,313	1,341	1,488	1,511	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	17,360	3-6	4
NONDURABLE GOODS, TOTAL	10,868	10,485	10,098	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	134,865	1.2-1.5	1.2
New England	552	557	537	592	594	581	596	610	606	630	603	604	665	7,175	6-8	6
Middle Atlantic	3,224	3,074	3,084	3,421	3,308	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	40,790	2-2	2
East North Central	1,849	1,820	1,702	1,910	1,894	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	23,214	2-4	3
West North Central	1,068	979	935	1,106	1,055	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	12,805	3-5	3
South Atlantic	1,004	1,014	1,048	1,084	1,050	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,172	12,926	3-5	4
East South Central	659	575	483	595	580	598	578	624	599	640	623	626	696	7,220	4-6	5
West South Central	884	817	823	844	821	856	848	804	787	860	911	904	994	10,270	4-6	4
Mountain	313	329	291	307	327	324	319	336	332	338	343	317	349	3,913	3-6	5
Pacific	1,315	1,322	1,209	1,361	1,331	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	16,552	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]See map page 13. Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: January 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--				Sampling errors of the ratio corresponding to the percent change in columns--[2]			
	Sales		Inventories					
	January 1971 from--		January 1971 from--					
	January 1970	December 1970	January 1970	December 1970				
	A	B	D	E	A	B	D	E
MERCHANT WHOLESALERS, TOTAL	+1	-11	+9	0	0.8	0.4	0.8	0.2
New England	-1	-16	+9	+1	4.2	1.9	2.9	0.9
Middle Atlantic	0	-12	+7	0	1.6	0.5	1.6	0.4
East North Central	-1	-11	+10	+1	2.0	0.7	1.5	0.4
West North Central	+2	-11	+12	-1	2.7	1.4	2.2	0.7
South Atlantic	+3	-12	+9	+1	2.0	1.7	2.3	0.5
East South Central	+14	-5	+4	0	3.1	1.3	2.4	0.7
West South Central	+8	-10	+7	+2	2.8	1.2	2.5	0.7
Mountain	-5	-10	+15	+2	4.2	2.4	4.9	1.2
Pacific	0	-8	+13	-1	2.4	1.5	2.8	0.6
Durable goods, total	-1	-10	+7	+1	1.1	0.8	1.0	0.2
New England	-2	-14	+11	0	6.1	2.9	3.5	1.0
Middle Atlantic	-8	-15	+5	0	2.2	1.2	2.6	0.6
East North Central	-4	-9	+9	+1	2.8	1.3	1.9	0.5
West North Central	-9	-13	0	-2	4.1	2.3	3.3	0.8
South Atlantic	+7	-9	+9	+2	3.7	2.1	2.6	0.8
East South Central	+12	+4	+6	0	4.5	2.2	4.2	0.7
West South Central	+7	-9	+2	+2	3.6	1.9	2.8	0.8
Mountain	-4	-9	+20	+1	7.0	3.9	5.4	1.1
Pacific	0	-3	+8	0	3.2	3.1	3.0	0.7
Nondurable goods, total	+4	-12	+13	0	1.0	0.5	1.4	0.4
New England	-1	-17	+8	+1	5.5	2.4	6.6	1.6
Middle Atlantic	+5	-11	+10	+1	1.9	0.9	1.8	0.9
East North Central	+2	-13	+11	0	2.4	1.0	2.8	0.8
West North Central	+9	-9	+27	+1	3.2	1.8	3.3	1.4
South Atlantic	-1	-14	+9	+1	2.1	1.1	2.9	0.9
East South Central	+15	-5	+3	0	4.2	1.6	3.0	1.0
West South Central	+8	-11	+15	0	3.2	1.6	8.2	1.4
Mountain	-5	-10	+6	+4	4.9	2.2	6.2	2.6
Pacific	0	-12	+24	-3	3.6	1.8	5.7	0.9
Automotive equipment, tire, tubes	0	-7	+3	-2	3	2	3	2
New England	(S)	(S)	(S)	+3	-	-	-	2
Middle Atlantic	-13	-25	-8	-2	9	4	9	1
East North Central	-6	-15	+11	0	8	4	6	1
West North Central	(S)	+1	(S)	-3	-	5	-	1
South Atlantic	(S)	+6	+1	-1	-	4	7	1
East South Central	+31	+8	+18	+1	9	4	9	2
West South Central	+14	+4	+7	0	9	6	9	1
Mountain	(S)	+2	+1	-3	-	5	9	1
Pacific	(S)	0	-1	-7	-	3	8	2
Electrical supplies, apparatus	-5	-19	+8	0	3	1	3	1
New England	(S)	-12	(S)	+3	-	4	9	1
Middle Atlantic	-12	-20	+14	+2	9	4	8	1
East North Central	-3	-17	+10	-1	7	2	7	1
West North Central	-16	-22	-12	-9	9	5	6	2
South Atlantic	+5	-14	+9	+1	6	2	6	1
East South Central	(S)	-25	(S)	-1	9	3	-	2
West South Central	(S)	-28	-11	-2	-	2	9	2
Mountain	(S)	-23	(S)	-1	-	4	-	1
Pacific	+1	-20	+24	+1	6	4	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+7	-12	+8	+5	3	2	3	1
New England	(S)	(S)	(S)	+2	-	-	-	2
Middle Atlantic	+9	-9	+12	+15	9	4	5	2
East North Central	+8	-15	+6	+3	7	4	6	2
West North Central	+6	-11	(S)	-1	9	4	-	3
South Atlantic	+12	-12	+19	+11	6	3	8	3
East South Central	(S)	-14	(S)	-3	-	5	-	2
West South Central	-8	-6	(S)	+2	9	3	-	1
Mountain	(S)	-23	(S)	-1	-	6	-	5
Pacific	+11	-11	-1	-2	8	3	7	2
Furniture, home furnishings, total	+3	-14	+5	-2	4	3	3	1
New England	(S)	+1	(S)	-3	-	5	-	2
Middle Atlantic	+1	-19	+8	-1	7	4	6	1
East North Central	(S)	-12	+10	-3	-	4	9	2
West North Central	(S)	-2	(S)	+1	-	5	-	3
South Atlantic	(S)	(S)	(S)	-4	-	-	-	2
West South Central	(S)	(S)	(S)	-2	-	-	-	2
Mountain	(S)	(S)	(S)	-1	-	-	-	3
Pacific	-1	-20	+7	-2	8	6	7	3
Hardware	0	-6	+4	+3	2	2	2	1
New England	(S)	(S)	(S)	+5	-	-	-	2
Middle Atlantic	-13	-5	-3	+3	6	4	7	1
East North Central	-1	-11	+11	+2	5	3	5	1
West North Central	-4	-3	-8	+1	8	3	5	1
South Atlantic	+2	-7	-5	+2	9	3	8	1
East South Central	+8	-6	+6	-2	5	1	6	1
West South Central	(S)	-4	+21	+18	-	4	8	1
Pacific	-2	+1	(S)	+4	9	4	-	2
Plumbing and heating equipment, supplies	-1	-10	0	+2	3	2	3	1
New England	(S)	(S)	(S)	+7	-	-	-	2
Middle Atlantic	+1	-14	+6	0	8	4	8	1
East North Central	-9	-8	-7	+1	6	4	5	1

See footnotes at end of table..

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: January 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--				Sampling errors of the ratio corresponding to the percent change in columns--[2]			
	Sales		Inventories					
	January 1971 from--		January 1971 from--					
	January 1970	December 1970	January 1970	December 1970				
	A	B	D	E	A	B	D	E
Plumbing and heating equipment, supplies--Continued								
West North Central	(S)	(S)	(S)	+2	-	-	-	2
South Atlantic	+9	-12	(S)	+3	9	4	-	1
East South Central	(S)	-13	(S)	+3	-	6	-	3
West South Central	(S)	-5	(S)	+1	-	5	-	2
Pacific	-9	-5	+3	0	8	5	6	2
Lumber, construction materials, total	-3	-16	+1	+3	4	2	3	1
New England	(S)	-11	(S)	+1	-	6	-	3
Middle Atlantic	-6	-24	+5	+1	8	5	9	2
East North Central	-14	-19	+2	+4	9	2	6	2
West North Central	-13	-27	-6	+1	9	4	9	2
South Atlantic	+6	-11	(S)	+7	8	3	-	2
West South Central	(S)	-6	(S)	+2	-	6	-	2
Mountain	(S)	-20	(S)	-2	-	5	-	2
Pacific	-11	-12	-10	+2	7	4	7	2
Industrial machinery, equip. supplies dist	-2	-8	+8	0	5	3	3	1
New England	(S)	(S)	(S)	+7	-	-	-	5
East North Central	(S)	0	+4	+1	-	2	8	1
South Atlantic	(S)	(S)	(S)	-3	-	-	-	2
East South Central	(S)	(S)	(S)	+3	-	-	-	6
West South Central	+14	-14	+4	+1	9	5	2	1
General-line grocery wholesalers	+3	-1	+14	+2	2	1	2	1
New England	(S)	-13	(S)	-10	-	2	-	2
Middle Atlantic	+10	0	+22	+4	4	1	7	2
East North Central	+8	-2	+22	+4	6	1	6	2
West North Central	+1	-1	+10	+1	4	1	5	1
South Atlantic	+4	-2	+14	+3	7	3	7	2
East South Central	-1	-2	+1	+2	6	2	9	2
West South Central	-1	-2	+9	+4	8	1	9	2
Mountain	+4	+2	+10	-4	5	1	9	1
Pacific	+3	+4	+20	0	6	1	6	3
Specialty-line grocery wholesalers	0	-10	-2	-2	3	2	4	1
Middle Atlantic	-6	-5	-8	+3	6	3	6	2
East North Central	+6	-10	+8	+2	7	3	9	3
West North Central	(S)	-21	(S)	+1	9	3	9	2
South Atlantic	-12	-13	-12	-1	8	4	9	2
East South Central	(S)	(S)	(S)	0	-	-	-	3
West South Central	(S)	-13	(S)	(S)	-	6	-	-
Mountain	(S)	-6	(S)	-2	-	6	-	2
Pacific	(S)	-11	(S)	-16	-	5	-	3
Fresh fruit, vegetable wholesalers	-5	-4	+4	+7	4	2	5	2
New England	(S)	0	(S)	(S)	-	3	-	-
Middle Atlantic	-8	+4	+5	+2	8	4	8	3
East North Central	-4	-14	+22	+4	7	2	9	3
West North Central	(S)	-6	+5	+4	-	4	8	4
South Atlantic	(S)	-9	(S)	+12	-	4	-	4
East South Central	(S)	-12	(S)	+3	-	6	-	5
West South Central	(S)	-7	(S)	+5	-	4	-	4
Mountain	(S)	-9	(S)	+1	-	5	-	5
Pacific	+5	+4	-5	+17	9	4	9	4
Drug wholesalers (general and specialty lines)	+4	-8	+2	-2	3	1	3	1
New England	(S)	-4	(S)	-3	-	4	-	2
Middle Atlantic	+15	-1	+9	-1	8	3	6	2
East North Central	+9	-13	-6	-4	5	3	8	3
West North Central	+4	-7	+4	+2	9	3	8	3
South Atlantic	+2	-24	+6	-2	7	3	9	2
East South Central	(S)	-2	(S)	+3	-	3	-	3
West South Central	(S)	-3	+1	-2	6	2	8	2
Mountain	(S)	-2	(S)	-5	-	1	-	2
Pacific	+1	0	0	-2	8	3	7	2
Tobacco distributors	+2	-17	+9	+5	2	1	3	1
New England	(S)	-28	(S)	+2	-	3	9	1
Middle Atlantic	-4	-17	+9	+5	5	2	6	1
East North Central	+4	-18	+8	+5	7	2	7	2
West North Central	+22	-15	(S)	+11	9	2	-	2
South Atlantic	+2	-17	+9	+6	6	2	8	1
East South Central	+19	-15	+28	+3	8	3	9	2
West South Central	-2	-12	-5	-4	8	2	8	2
Mountain	(S)	-18	(S)	+9	-	3	-	6
Pacific	+6	-15	(S)	+9	9	2	-	4
Dry goods, apparel wholesalers	+13	+7	(S)	(S)	4	2	3	1
New England	(S)	+4	(S)	(S)	-	6	-	2
Middle Atlantic	(S)	+12	(S)	(S)	5	3	3	1
East North Central	(S)	(S)	(S)	(S)	-	-	-	2
South Atlantic	(S)	-3	(S)	(S)	-	6	-	2
Pacific	(S)	(S)	(S)	(S)	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described abovefor unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture--household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).--Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).--Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).--Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).--Establishments primarily engaged in wholesale distribution of

ommercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

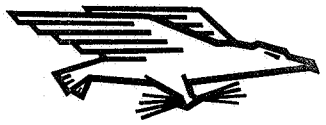
Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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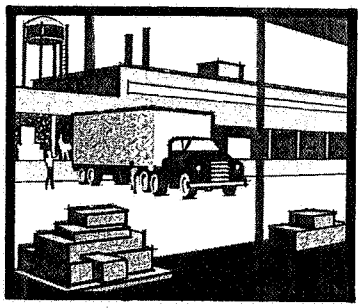
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

FEBRUARY 1971



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Issued: April 9, 1971

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Sales and Inventories

Sales--February 1971 sales of merchant wholesalers were estimated at $19.3 billion. After adjustment for seasonal variations and trading day differences but not for price changes, February sales were $21.4 billion, up 0.4 percent from last month and 4 percent above February 1970. Adjusted December-through-February average sales were up 2 percent above the September-through-November period and were 4 percent above the average sales for the comparable months of a year ago.

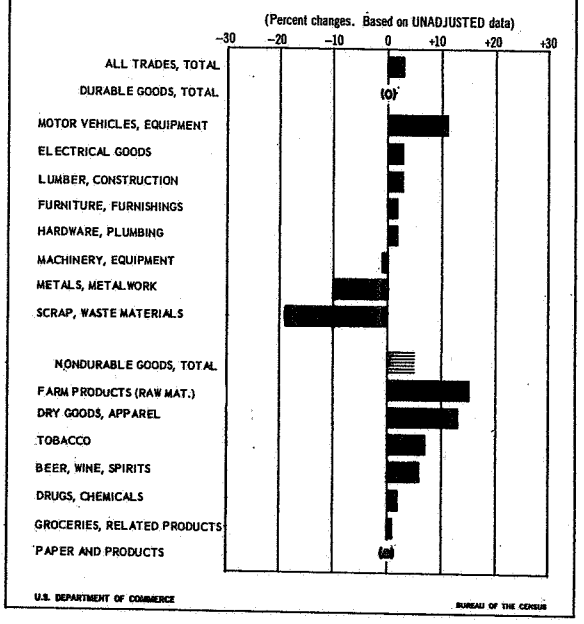
After adjustment, February sales in the durable goods trades were at about the same level as the previous month but were 1 percent above the same month a year ago. Nondurable goods sales increased 1 percent from January and were 7 percent above February 1970. Average monthly sales in the durable goods group during the December-through-February period were virtually unchanged from the prior 3 months but were 2 percent above the average of the comparable period a year ago. Three months' average sales for the nondurable goods group were 4 percent above the average for the September-through-November period, and were 6 percent above the average for the same period a year ago.

By trade groups, comparisons with previous month sales levels reflected mixed trends, with 7 trade groups showing gains; 6 declines; and 4 no change. Lumber, construction materials, up 6 percent, experienced the largest increase while metals, metalwork, down 8 percent, indicated the sharpest decline. Compared with sales a year ago, most trade groups showed increases, with the larger gains reported in farm products, raw materials (20%), dry goods, apparel (12%), tobacco, tobacco products (10%), and motor vehicles, automotive equipment (9%). Declines were noted only in scrap, waste materials (-20%), metals, metalwork (-10%), and jewelry (-9%).

Inventories--Total inventories of merchant wholesalers were valued at $26.7 billion at the end of February. After adjustment for seasonal variations, February inventories were up 0.5 percent over January and were 8 percent above the year-ago level. Durable goods stocks increased 1 percent from last month and were 7 percent above February 1970. Nondurable goods stocks were virtually unchanged from the prior month but were 9 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups indicated only small changes from their previous month inventory levels. The larger increases were noted

Sales of Merchant Wholesalers in Selected Kinds of Business 2 Months 1971 Compared With 2 Months 1970



in motor vehicles, automotive equipment (5%), and metals, metalwork (4%), while the largest decline was shown in furniture, home furnishings (-3%). Changes from year-ago levels were more substantial with all trades showing increases except groceries, related products which was unchanged. Among the larger increases were farm products, raw materials (19%), metals, metalwork (15%), tobacco, tobacco products (12%), beer, wine, and spirits (11%), and motor vehicles, automotive equipment (10%).

Stock-Sales Ratio-The February stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 125 percent, virtually the same as the previous month but up 4 percent from the February 1970 ratio. The stock-sales ratio for durable goods was 167 percent, up 1 percent above the previous month and 9 percent above the year-ago ratio. The ratio for nondurable goods was 92 percent, the same as the previous month but up 2 percent from the February 1970 ratio.

An advanced release of February 1971 data was issued on April 2, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971		1970											Total 2 months	
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,296	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	38,477	37,318
TOTAL (exc. farm products, raw materials)	17,857	18,062	17,467	19,329	19,233	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	35,919	35,099
DURABLE GOODS, TOTAL	8,271	8,485	8,393	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	16,756	16,722
Motor vehicles, automotive equipment, total	1,635	1,655	1,507	1,650	1,708	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	3,291	2,973
Automotive equipment, tires, tubes	860	882	839	890	928	922	1,015	1,017	1,017	1,032	1,043	985	894	1,742	1,671
Automotive equipment	762	776	736	771	785	792	877	875	878	885	899	845	765	1,537	1,467
Electrical goods, total	1,180	1,208	1,165	1,281	1,235	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	2,388	2,314
Electrical supplies, apparatus	492	501	521	553	562	578	649	631	611	630	659	608	594	993	1,029
Electrical appliances, TV, radio sets, electronic parts, equipment	688	708	644	728	673	669	771	736	693	770	798	800	781	1,395	1,285
Appliances, TV, radio sets	462	474	422	500	459	449	543	518	484	529	555	560	543	936	831
Furniture, home furnishings, total	381	401	393	464	447	413	463	442	457	502	489	459	448	782	766
Furniture-household, office	110	111	(S)	139	131	114	135	120	136	135	134	125	136	222	240
Home furnishings, floor coverings	(S)	(S)	(S)	324	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	560	527
Hardware, plumbing, heating equipment, supplies, total	773	807	787	861	864	885	971	936	914	964	966	892	828	1,579	1,552
Hardware	303	324	309	342	331	321	343	336	336	352	361	341	323	627	612
General-line hardware	167	186	168	190	185	176	194	193	194	200	206	193	179	353	332
Plumbing and heating, supplies	381	388	384	410	420	435	491	462	457	485	488	450	415	769	759
Air conditioning, refrigeration equipment, supplies	89	95	94	109	114	129	137	138	121	127	117	101	91	184	181
Lumber, construction materials, total	715	788	729	860	917	939	983	978	972	992	1,004	900	834	1,502	1,458
Lumber, millwork	443	481	(S)	541	(S)	(S)	(S)	595	(S)	607	615	565	528	924	895
Construction materials	272	307	285	318	335	360	386	383	381	(S)	(S)	(S)	306	579	563
Machinery, equipment, supplies, total	2,124	2,213	2,189	2,442	2,401	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	4,337	4,362
Construction machinery, equipment	311	348	309	367	392	376	(S)	(S)	393	415	431	366	378	660	605
Industrial machinery, equipment, supplies	1,033	1,078	1,043	1,128	1,110	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	2,111	2,094
Professional equipment, supplies	319	323	304	349	309	314	375	362	352	379	381	351	375	642	586
Service-establishment equipment, supplies	143	137	149	174	176	164	176	168	169	163	167	164	162	280	301
Metals, metalwork (except scrap), total	952	883	987	1,120	1,058	1,056	1,120	1,079	1,046	1,075	1,055	990	985	1,835	2,042
Iron, steel, and products	728	658	679	789	716	696	774	730	743	762	748	687	698	1,386	1,401
Nonferrous metals	224	(S)	307	332	342	360	346	(S)	303	313	307	(S)	287	449	647
Scrap, waste materials, total	396	404	501	540	591	564	550	523	472	469	484	402	398	801	992
Iron, steel scrap	239	249	290	328	358	342	334	323	286	295	309	251	243	488	578
Waste materials	157	155	(S)	(S)	233	223	216	201	185	174	176	151	155	303	415
NONDURABLE GOODS, TOTAL	10,910	10,811	10,112	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	21,721	20,597
TOTAL (exc. farm products, raw materials)	9,586	9,578	9,073	9,959	9,861	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	19,163	18,378
Groceries and related products, total	4,101	3,902	3,785	4,229	4,169	4,215	4,306	4,340	4,167	4,270	4,342	4,151	4,317	8,003	7,925
General-line groceries	1,681	1,585	1,497	1,635	1,650	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	3,266	3,132
Specialty-line groceries	1,069	1,037	1,009	1,149	1,105	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	2,106	2,073
Confectionery	83	83	84	91	87	87	92	93	92	98	105	96	97	166	170
Meat, meat products	802	765	742	845	822	839	810	834	790	842	838	785	844	1,567	1,596
Poultry, poultry products	179	168	178	195	185	179	183	191	184	186	182	193	201	347	382
Fresh fruits, vegetables	288	263	277	314	320	345	358	358	299	287	287	273	294	552	572
Beer, wine, distilled alcholic beverages, total	859	901	845	996	1,005	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	1,760	1,661
Beer	385	406	359	415	434	506	537	568	533	517	471	429	510	791	716
Wine, distilled spirits	474	495	487	581	571	578	595	554	522	598	674	707	900	968	945
Drugs, chemicals, allied products, total	789	765	750	832	817	779	807	786	797	817	846	784	836	1,555	1,518
Drugs, drug proprietaries, sundries	487	463	454	486	469	454	462	462	477	504	524	484	536	950	928
General-line drugs	222	207	202	219	209	205	210	221	223	237	237	218	231	429	421
Paints, varnishes	30	32	32	37	40	40	43	42	41	42	40	36	32	63	65
Other chemicals, allied products	272	270	263	308	308	285	302	282	279	271	282	264	267	542	525
Tobacco, tobacco products	479	476	433	484	495	512	528	545	519	542	526	500	571	955	895
Dry goods, apparel, total	899	935	825	853	793	781	845	861	927	972	976	931	833	1,833	1,618
Apparel and accessories, hosiery, lingerie, footwear	425	461	405	427	374	(S)	389	428	482	499	494	466	393	886	771
Dry goods, notions	330	326	293	291	292	295	329	322	(S)	(S)	338	333	299	656	583
Paper, paper products, excluding wallpaper, total	591	577	572	620	606	599	620	612	603	624	633	610	624	1,168	1,167
Paper	451	443	437	478	475	476	490	477	471	484	485	461	477	893	891
Stationery, office supplies	140	135	135	142	131	122	130	136	132	140	148	149	147	275	276
Farm products (raw materials), total	1,325	1,234	1,039	1,262	1,101	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	2,558	2,219
Grain	916	868	715	917	777	794	810	767	862	870	964	1,038	1,053	1,784	1,518
Other nondurable goods, total	1,868	2,021	(S)	1,945	1,976	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	3,889	3,594
Amusement, sporting goods	223	(S)	230	(S)	263	252	266	253	300	(S)	328	(S)	331	480	456
Books, magazines, newspapers	129	135	119	131	118	125	130	143	142	141	157	146	145	264	245

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971		1970										
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,736	24,746	24,907	25,010	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,706	23,101	23,441	23,628	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,613	14,622	14,817	14,974	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,898	2,632	2,704	2,672	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,874	1,802	1,833	1,786	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,315	2,132	2,164	2,141	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	872	807	835	821	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,442	1,325	1,329	1,320	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	700	679	702	700	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	540	541	514	532	522	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,606	1,627	1,625	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	700	642	646	652	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	795	799	814	801	803	821	814	803	784	791	773	764
Lumber, construction materials, total	992	1,015	982	963	1,005	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	614	630	610	597	628	623	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,516	4,321	4,382	4,502	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,246	1,158	1,179	1,236	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,806	1,678	1,699	1,768	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,868	1,620	1,624	1,686	1,616	1,653	1,683	1,758	1,756	1,768	1,768	[r]1,917
Iron, steel, and products	1,558	1,564	1,356	1,364	1,422	1,365	1,372	1,391	1,485	1,460	1,462	1,475	[r]1,622
NONDURABLE GOODS, TOTAL	11,284	11,123	10,125	10,090	10,036	10,017	9,994	9,957	10,049	10,382	10,944	11,305	[r]11,304
TOTAL (excluding farm products, raw materials)	9,147	9,096	8,479	8,624	8,654	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,361	2,346	2,354	2,325	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,241	1,142	1,184	1,153	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	749	812	781	788	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,120	1,005	1,045	1,078	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	294	270	296	320	342	351	328	310	295	295	289	267
Wine, distilled spirits	837	825	735	749	758	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,060	1,031	1,076	1,050	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	737	717	743	722	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	674	650	665	652	666	664	681	665	671	653	661	665
Paper	457	461	448	456	452	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971		1970										
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	134	121	123	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	137	132	121	123	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	174	158	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	175	164	156	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	212	215	206	192	193	181	182	182	178	179	190	208
Electrical goods, total	196	192	183	169	173	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	177	174	155	151	146	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	204	206	182	196	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	173	151	156	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	(S)	(S)	164	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	208	204	189	188	185	168	173	177	167	168	179	192
Hardware	224	216	208	189	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	205	208	199	191	185	167	176	176	162	162	172	184
Lumber, construction materials, total	139	129	135	112	110	107	103	100	101	98	100	107	115
Lumber, millwork	139	131	(S)	110	(S)	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	204	197	179	188	191	177	191	190	179	186	207	190
Construction machinery, equipment	408	358	375	321	315	26	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	167	161	151	159	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	211	164	145	159	153	148	156	168	163	168	179	195
Iron, steel, and products	214	238	200	173	199	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	103	100	90	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	95	94	87	88	89	87	86	87	87	87	91	84
Groceries and related products, total	58	61	62	56	56	55	54	54	56	55	56	59	55
General-line groceries	72	78	76	72	70	70	69	68	70	70	69	74	72
Specialty-line groceries	74	72	81	68	71	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	124	119	105	107	105	103	96	101	101	105	104	76
Beer	75	72	75	71	74	67	65	58	58	57	63	67	52
Wine, distilled spirits	177	167	151	129	133	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	138	137	129	128	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	159	158	153	154	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	167	114	107	108	111	107	111	110	108	103	108	106
Paper	101	104	103	95	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

[r]Revised

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States. for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971		1970										
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,434	20,571	20,463	20,012	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	20,054	19,423	19,200	18,839	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,437	9,344	9,300	9,034	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,843	1,684	1,653	1,589	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,342	1,296	1,306	1,325	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	461	449	454	440	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	916	906	894	838	894	899	878	867	903	892	904	889
Lumber, construction materials	898	952	886	899	891	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,413	2,387	2,380	2,246	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	942	1,049	1,068	1,007	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	422	526	496	542	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,997	11,227	11,163	10,978	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,617	10,080	9,902	9,805	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,321	4,374	4,239	4,242	4,140	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,050	1,048	1,067	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	823	812	817	806	804	789	794	800	785	810	803	809
Tobacco, tobacco products	528	537	490	508	498	527	508	519	511	514	508	519	520
Dry goods, apparel	991	1,015	906	820	812	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	629	629	618	602	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,380	1,147	1,261	1,173	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,118	1,954	1,849	1,880	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,784	24,853	24,842	24,942	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,072	23,420	23,500	23,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,783	14,788	14,781	14,773	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,907	2,643	2,656	2,646	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,360	2,169	2,166	2,130	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	711	691	693	693	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,606	1,608	1,582	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,017	973	957	971	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,585	4,387	4,378	4,453	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,908	1,656	1,669	1,655	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,8
NONDURABLE GOODS, TOTAL	10,993	11,001	10,065	10,061	10,169	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,03
TOTAL (excluding farm products, raw materials)	9,257	9,289	8,632	8,719	8,760	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,368	2,365	2,352	2,351	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,186	1,065	1,072	1,091	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,081	1,057	1,084	1,051	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	683	656	668	659	664	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	125	121	121	125	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	125	121	122	125	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	158	159	164	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	157	161	167	157	156	159	154	158	151	156	154
Electrical goods	176	176	167	166	161	156	154	167	175	178	175	176	181
Furniture, home furnishings	156	154	154	153	158	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	182	177	180	189	177	177	183	187	181	184	182	186
Lumber, construction materials	112	107	110	106	109	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	196	190	184	184	198	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	203	158	156	164	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	90	90	93	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	87	86	88	89	87	89	88	88	88	88	89	90
Groceries and related products	55	54	56	55	57	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	101	102	102	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	129	131	130	133	130	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	109	104	108	109	107	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

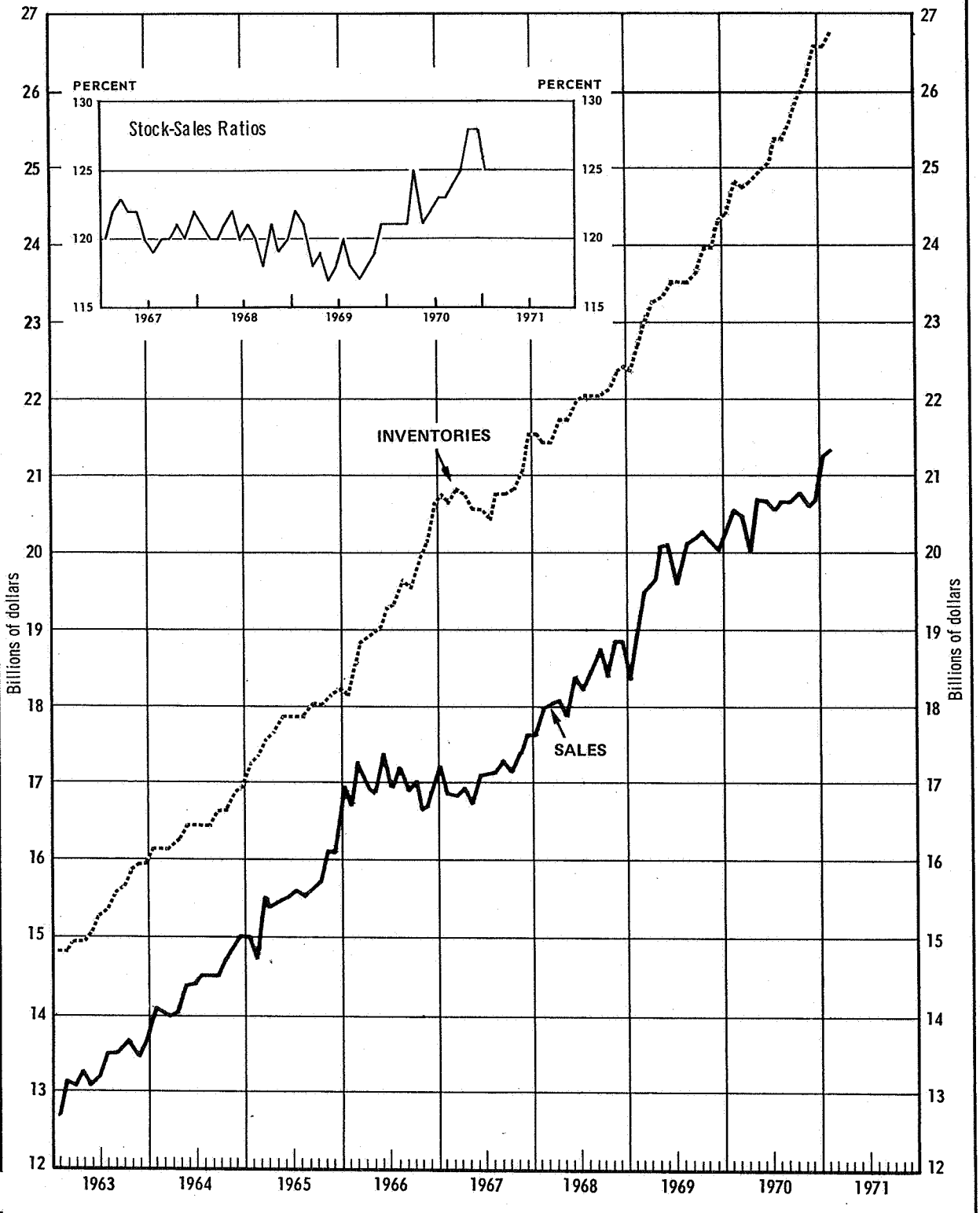


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: February 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	February 1971 from—		2 months 1971 from 2 months 1970	February 1971 from—		February 1971 from—		February 1971 from—	
	February 1970	January 1971		February 1970	January 1971	February 1970	January 1971	February 1970	January 1971
MERCHANT WHOLESALERS, TOTAL	+4	+1	+3	+8	0	+4	0	+8	+1
TOTAL (excluding farm products, raw materials)	+3	+1	+2	+7	+1	+3	0	+7	+1
DURABLE GOODS, TOTAL	+1	+3	0	+7	+1	+1	0	+7	+1
Motor vehicles, automotive equipment, total	+10	+1	+11	+10	+6	+9	0	+10	+5
Automobiles, other motor vehicles	+16	0	+19	+23	+12	-	-	-	-
Automotive equipment, tires, tubes	+5	+3	+4	+4	+2	-	-	-	-
Automotive equipment	+5	+2	+5	+5	+3	-	-	-	-
Electrical goods, total	+4	+2	+3	+9	0	+4	0	+9	0
Electrical supplies, apparatus	-4	+2	-4	+8	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+10	+3	+9	+9	0	-	-	-	-
Appliances, TV, radio sets	+13	+3	+13	+7	-2	-	-	-	-
Furniture, home furnishings, total	+2	+5	+2	+3	0	+3	-1	+3	-3
Furniture-household, office	-10	+1	-7	-4	+1	-	-	-	-
Household furniture	-9	+1	-5	-3	+3	-	-	-	-
Office furniture	-11	+1	-9	-6	-1	-	-	-	-
Home furnishings, floor coverings	+8	+7	+6	+5	0	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+3	+4	+2	+5	+3	+1	0	+4	+1
Hardware	+5	+7	+2	+9	+3	-	-	-	-
General-line hardware	+11	+11	+6	+6	+5	-	-	-	-
Plumbing and heating equipment, supplies	+1	+2	+1	0	+3	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+1	+7	+1	+12	-3	-	-	-	-
Lumber, construction materials, total	+8	+10	+3	+3	+2	+7	+6	+4	+1
Lumber, millwork	+8	+9	+3	+3	+2	-	-	-	-
Construction materials	+8	+13	+3	+3	+2	-	-	-	-
Machinery, equipment, supplies, total	+1	+4	-1	+5	-1	+1	+2	+5	-2
Commercial machines, equipment	-7	+2	-10	+1	-2	-	-	-	-
Construction machinery, equipment	+13	+12	+9	+8	-2	-	-	-	-
Industrial machinery, equipment, supplies	+3	+4	+1	+8	-1	-	-	-	-
Professional equipment, supplies	+6	+1	+10	+14	+2	-	-	-	-
Surgical, medical, hospital supplies	+7	+3	+13	+21	+4	-	-	-	-
Service-establishment equipment, supplies	-8	-4	-7	-2	-3	-	-	-	-
Metals, metalwork (except scrap), total	-10	-7	-10	+15	0	-10	-8	+15	+4
Iron, steel, and products	-3	-10	-1	+15	0	-	-	-	-
Nonferrous metals	-27	+1	-30	+4	-2	-	-	-	-
Scrap, waste materials, total[2]	-19	+2	-19	0	-3	-20	0	+1	-2
Iron, steel scrap	-14	+4	-15	+7	-3	-	-	-	-
Waste materials	-27	-1	-25	-9	-3	-	-	-	-
Jewelry	-8	+8	-8	(S)	(S)	-9	-1	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	-1	+5	+10	-1	+7	+1	+9	0
TOTAL (excluding farm products, raw materials)	+6	0	+4	+7	-1	+5	+1	+8	0
Groceries and related products, total	+3	-5	+1	+1	-1	+3	+1	0	0
General-line groceries	+6	-6	+4	+9	+2	-	-	-	-
Voluntary groups	+7	-6	+6	+8	+4	-	-	-	-
Retailer cooperatives	+6	-5	+4	+14	+3	-	-	-	-
Nonaffiliated	+4	-5	+2	+7	-1	-	-	-	-
Specialty-line groceries	+3	-3	+2	-8	-5	-	-	-	-
Confectionery	-1	0	-2	-6	+1	-	-	-	-
Meats, meat products	+3	-5	-2	-7	-1	-	-	-	-
Poultry, poultry products	-5	-6	-9	-4	-5	-	-	-	-
Fresh fruits, vegetables	-5	-9	-4	0	-1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+7	+5	+6	+11	-1	+7	-1	+11	+1
Beer	+13	+6	+11	+9	+2	-	-	-	-
Wine, distilled spirits	+2	+5	+3	+12	-2	-	-	-	-
Drugs, chemicals, allied products, total	+2	-3	+2	+3	0	+2	-2	+2	0
Drugs, drug proprietaries, druggists' sundries	+2	-5	+2	+3	+1	-	-	-	-
General-line drugs	+3	-6	+2	+1	+1	-	-	-	-
Paints, varnishes	-1	+5	-4	+4	+1	-	-	-	-
Other chemicals, allied products	+3	-1	+3	+3	-2	-	-	-	-
Tobacco, tobacco products	+10	-1	+7	+13	0	+10	+2	+12	+3
Dry goods, apparel, total	+13	+4	+13	(S)	(S)	+12	+2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+14	+8	+15	(S)	(S)	-	-	-	-
Dry goods, notions	+11	-1	+12	(S)	(S)	-	-	-	-
Piece goods converters	+16	+2	+10	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+1	-2	0	+4	+1	0	-1	+4	0
Paper	+1	-2	0	+3	+1	-	-	-	-
Stationery, office supplies	0	-4	-1	+6	0	-	-	-	-
Farm products (raw materials), total[2]	+19	-7	+15	+23	-5	+20	+2	+19	-1
Cotton	+22	-13	+20	(S)	(S)	-	-	-	-
Grain	+21	-5	+18	(S)	(S)	-	-	-	-
Other nondurable goods, total	+9	+8	+8	+18	-1	+8	+1	+20	+2
Amusement, sporting goods	+11	+15	+5	+16	+1	-	-	-	-
Books, magazines, newspapers	+13	+4	+8	+9	-2	-	-	-	-
Coal	+28	-1	+33	(S)	(S)	-	-	-	-
Farm supplies	+10	+19	+13	+14	-2	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

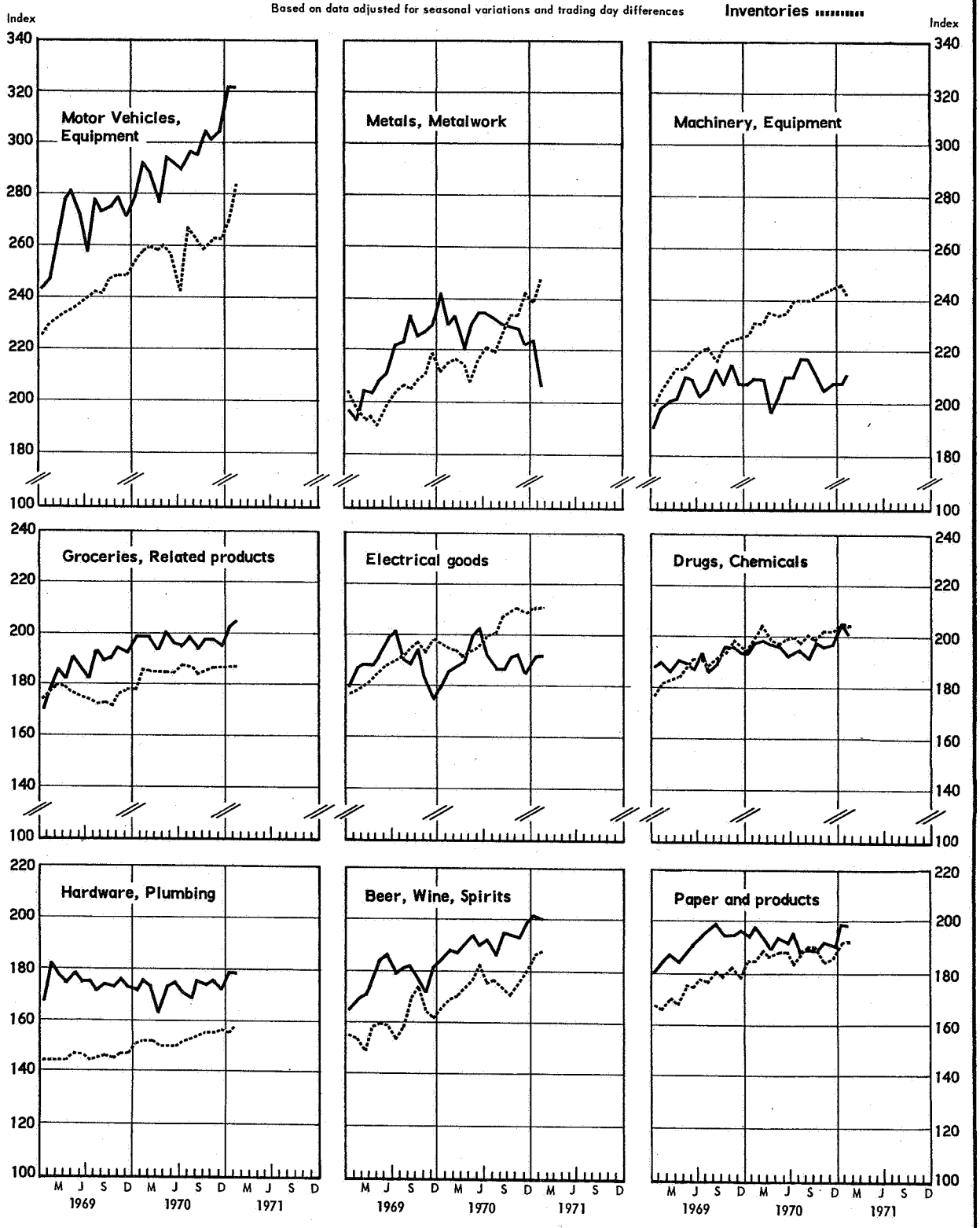
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

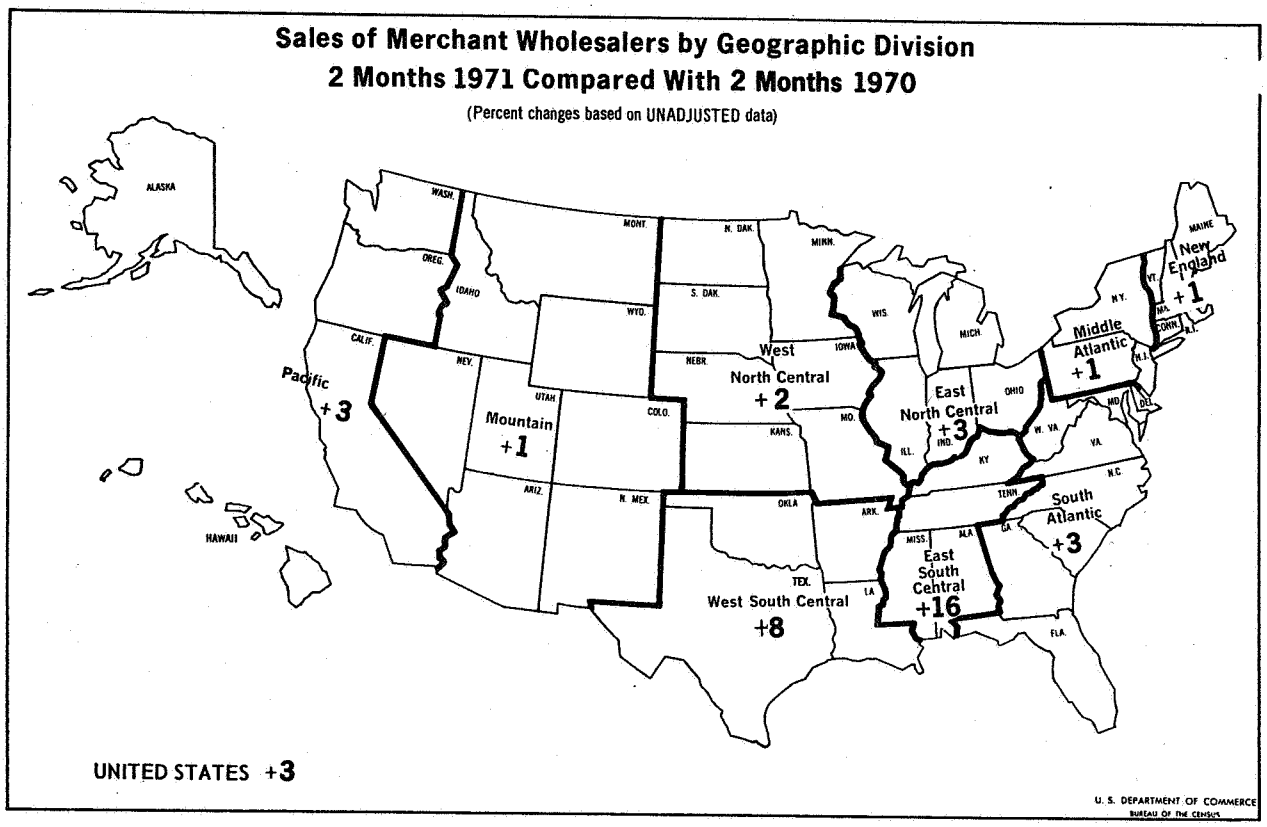
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····





6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971		1970											Total 2 months		Sampling error of the estimate	
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,296	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	38,477	37,318	0.8-0.9	0.8
New England	938	944	918	1,069	1,050	1,028	1,084	1,078	1,052	1,079	1,079	1,073	1,114	1,882	1,871	3-4	4
Middle Atlantic	5,276	5,292	5,288	5,876	5,726	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	10,568	10,502	1-2	2
East North Central	3,432	3,496	3,285	3,689	3,590	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	6,928	6,730	2-2	2
West North Central	1,584	1,540	1,497	1,740	1,684	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	3,125	3,054	2-3	2
South Atlantic	1,967	1,970	1,944	2,079	2,081	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	3,937	3,831	2-3	3
East South Central	1,071	1,033	859	1,011	1,018	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	2,104	1,810	4-6	5
West South Central	1,688	1,732	1,602	1,674	1,724	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	3,419	3,175	2-5	3
Mountain	571	595	561	605	618	618	648	679	647	653	656	595	628	1,166	1,156	3-5	4
Pacific	2,654	2,694	2,550	2,850	2,842	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	5,348	5,189	2-4	3
DURABLE GOODS, TOTAL	8,271	8,485	8,407	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	16,756	16,722	1.3-1.6	1.5
New England	393	389	381	476	456	447	489	468	445	449	476	432	449	782	777	4-6	5
Middle Atlantic	2,020	2,072	2,204	2,454	2,418	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	4,093	4,345	2-4	3
East North Central	1,585	1,604	1,583	1,779	1,695	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	3,189	3,208	2-5	3
West North Central	530	541	562	634	629	611	663	665	638	654	658	595	606	1,071	1,140	4-7	5
South Atlantic	964	992	896	995	1,031	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	1,956	1,770	3-6	4
East South Central	418	414	377	416	437	435	467	442	479	493	484	431	441	832	752	5-7	6
West South Central	795	838	780	830	903	877	940	914	908	934	907	811	894	1,633	1,536	2-5	3
Mountain	251	274	270	298	291	294	329	343	315	316	313	277	279	525	536	5-8	5
Pacific	1,315	1,360	1,341	1,488	1,511	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	2,676	2,658	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,811	10,098	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	21,721	20,597	1.2-1.5	1.2
New England	545	555	537	592	594	581	596	610	606	630	603	604	665	1,100	1,093	6-8	6
Middle Atlantic	3,256	3,220	3,084	3,421	3,308	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	6,475	6,157	2-2	2
East North Central	1,848	1,892	1,702	1,910	1,894	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	3,739	3,522	2-4	3
West North Central	1,054	1,000	935	1,106	1,055	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	2,054	1,914	3-5	3
South Atlantic	1,003	978	1,048	1,084	1,050	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,172	1,981	2,062	3-5	4
East South Central	653	619	483	595	580	598	578	624	599	640	623	626	696	1,272	1,058	4-6	5
West South Central	893	893	823	844	821	856	848	804	787	860	911	904	994	1,786	1,640	4-6	4
Mountain	320	321	291	307	327	324	319	336	332	338	343	317	349	641	620	3-6	5
Pacific	1,339	1,334	1,209	1,361	1,331	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	2,672	2,531	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: February 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	February 1971 from--		2 months 1971 from 2 months 1970	February 1971 from--						
	February 1970	January 1971		February 1970	January 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+4	+1	+3	+8	0	0.8	0.4	0.5-0.9	0.8	0.2
New England	+3	+1	+1	+5	-1	4.2	1.9	2.2-3.4	2.9	0.9
Middle Atlantic	0	0	+1	+7	+1	1.6	0.5	1.1-1.3	1.6	0.4
East North Central	+6	+2	+3	+11	0	2.0	0.7	1.0-1.7	1.5	0.4
West North Central	+3	-3	+2	+14	0	2.7	1.4	1.1-2.3	2.2	0.7
South Atlantic	+1	0	+3	+5	0	2.0	1.7	0.8-1.2	2.3	0.5
East South Central	+20	-5	+16	+9	+3	3.1	1.3	1.6-2.7	2.4	0.7
West South Central	+8	+3	+8	+1	-2	2.8	1.2	1.2-2.1	2.5	0.7
Mountain	+6	+4	+1	+16	+3	4.2	2.4	1.4-4.0	4.9	1.2
Pacific	+6	+2	+3	+10	-2	2.4	1.5	1.2-2.5	2.8	0.6
Durable goods, total	+1	+3	0	+7	+1	1.1	0.8	0.5-0.9	1.0	0.2
New England	+2	-1	+1	+5	-1	6.1	2.9	3.0-3.9	3.5	1.0
Middle Atlantic	-6	+3	-6	+9	+4	2.2	1.2	0.9-2.0	2.6	0.6
East North Central	+1	+1	-1	+12	+1	2.8	1.3	1.5-2.4	1.9	0.5
West North Central	-4	+2	-6	+4	+1	4.1	2.3	1.8-3.2	3.3	0.8
South Atlantic	+11	+3	+11	+8	+1	3.7	2.1	1.6-1.9	2.6	0.8
East South Central	+10	-1	+11	+6	+2	4.5	2.2	2.6-5.0	4.2	0.7
West South Central	+8	+5	+6	-2	0	3.6	1.9	1.7-2.4	2.8	0.8
Mountain	+1	+9	-2	+13	+1	7.0	3.9	2.8-5.3	5.4	1.1
Pacific	+1	+3	+1	+5	-1	3.2	3.1	1.8-2.7	3.0	0.7
Nondurable goods, total	+7	-1	+5	+10	-1	1.0	0.5	0.7-1.4	1.4	0.4
New England	+3	+2	+1	+5	-1	5.5	2.4	3.1-5.2	6.6	1.6
Middle Atlantic	+4	-1	+5	+5	-2	1.9	0.9	1.4-1.6	1.8	0.9
East North Central	+11	+2	+6	+12	-1	2.4	1.0	1.2-2.0	2.8	0.8
West North Central	+7	-5	+7	+25	-2	3.2	1.8	1.5-3.0	3.3	1.4
South Atlantic	-7	-3	-4	0	-1	2.1	1.1	0.9-1.7	2.9	0.9
East South Central	+28	-5	+20	+12	+4	4.2	1.6	2.5-3.3	3.0	1.0
West South Central	+9	0	+9	+6	-5	3.2	1.6	1.4-2.6	8.2	1.4
Mountain	+10	0	+3	+21	+7	4.9	2.2	2.5-5.3	6.2	2.6
Pacific	+10	0	+6	+19	-4	3.6	1.8	1.7-3.5	5.7	0.9
Automotive equipment, tire, tubes	+5	+3	+4	+4	+2	3	2	2-3	3	2
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	2
Middle Atlantic	+3	+11	+2	+6	+5	9	4	3-6	9	1
East North Central	+8	0	+4	+20	+7	8	4	4-7	6	1
West North Central	(S)	+2	+5	(S)	+1	-	5	3-9	-	1
South Atlantic	(S)	+7	+10	+1	+1	-	4	5-5	7	1
East South Central	+3	-9	+8	-9	+1	9	4	3-9	9	2
West South Central	-1	-2	+4	-14	-1	9	6	3-5	9	1
Mountain	(S)	-9	-14	+9	+2	-	5	5-7	9	1
Pacific	(S)	+3	0	+1	-1	-	3	4-8	8	2
Electrical supplies, apparatus	-4	+2	-4	+8	0	3	1	2-2	3	1
New England	(S)	-7	+10	+11	0	-	4	5-6	9	1
Middle Atlantic	-6	+7	-8	+6	+1	9	4	4-7	8	1
East North Central	-12	-5	-6	+8	0	7	2	4-5	7	1
West North Central	-9	+3	-11	+4	+1	9	5	4-7	6	2
South Atlantic	+10	+5	+5	+8	-1	6	2	2-5	6	1
East South Central	-17	-4	-13	(S)	+6	9	3	3-5	-	2
West South Central	(S)	0	(S)	+6	+7	-	2	-	9	2
Mountain	(S)	+9	(S)	(S)	+3	-	4	-	-	1
Pacific	-4	+6	-3	+9	-4	6	4	3-4	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+10	+3	+9	+9	0	3	2	2-3	3	1
New England	(S)	(S)	+11	(S)	-3	-	-	6-8	-	2
Middle Atlantic	+5	+10	+6	+17	+4	9	4	4-8	5	2
East North Central	+14	0	+10	+1	0	7	4	4-4	6	2
West North Central	-3	-12	-2	(S)	-1	9	4	4-6	-	3
South Atlantic	+21	+8	(S)	+11	-1	6	3	-	8	3
East South Central	(S)	-13	+30	(S)	-2	-	5	4-7	-	2
West South Central	+31	+3	+16	(S)	+1	9	3	5-8	-	1
Mountain	(S)	+12	(S)	(S)	+7	-	6	-	-	5
Pacific	+2	+1	0	-5	-4	8	3	4-7	7	2
Furniture, home furnishings, total	+2	+5	+2	+3	0	4	3	2-3	3	1
New England	(S)	+31	(S)	(S)	-12	-	5	-	-	2
Middle Atlantic	-9	+4	-6	-7	-2	7	4	2-5	6	1
East North Central	(S)	0	(S)	+4	+3	-	4	-	9	2
West North Central	(S)	+7	(S)	(S)	+4	-	5	-	-	3
South Atlantic	(S)	(S)	(S)	(S)	-2	-	-	-	-	2
West South Central	(S)	(S)	+27	(S)	+4	-	-	-	-	2
Mountain	(S)	(S)	(S)	(S)	+1	-	-	5-7	-	2
Pacific	-5	+6	-7	-3	+1	8	6	-	-	3
Hardware	+5	+7	+2	+9	+3	2	2	4-5	7	3
New England	(S)	(S)	(S)	(S)	+8	-	-	1-2	2	1
Middle Atlantic	-10	+3	-10	+10	+4	6	4	-	-	2
East North Central	+12	+12	+6	+22	+3	5	3	4-5	7	1
West North Central	+7	+9	0	+7	+11	8	3	2-4	5	1
South Atlantic	+21	+4	+19	+13	+4	9	3	2-6	5	1
East South Central	-10	-1	-4	-15	+4	5	1	4-5	8	1
West South Central	(S)	-3	+22	+19	-1	-	4	4-9	6	1
Pacific	-4	+12	-6	(S)	-2	9	4	5-7	8	1
Plumbing and heating equipment, supplies	+1	+2	+1	0	+3	3	2	4-6	-	2
New England	(S)	(S)	+12	(S)	-1	-	-	2-3	3	1
Middle Atlantic	-1	-4	0	+1	+3	8	4	5-9	-	2
East North Central	-2	+3	-4	-5	+2	6	4	4-7	8	1
								2-4	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: February 1971** --Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	February 1971 from--		2 months 1971 from 2 months 1970	February 1971 from--						
	February 1970	January 1971		February 1970	January 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	-15	(S)	+2	-	-	3-6	-	2
South Atlantic	-1	-9	+5	(S)	+9	9	4	3-7	-	1
East South Central	(S)	-1	+10	(S)	+7	-	6	5-8	-	3
West South Central	(S)	+12	+4	(S)	+3	-	5	6-7	-	2
Pacific	+13	+16	+4	+1	-1	8	5	4-6	6	2
Lumber, construction materials, total	+8	+10	+3	+3	+2	4	2	2-4	3	1
New England	(S)	+2	-10	(S)	-4	-	6	7-8	-	3
Middle Atlantic	-4	+6	-4	+3	+3	8	5	3-7	9	2
East North Central	+12	+6	+1	+9	+3	9	2	3-7	6	2
West North Central	+6	+15	-1	+8	+2	9	4	3-8	9	2
South Atlantic	+15	+8	+7	(S)	+3	8	3	4-5	-	2
West South Central	(S)	+7	(S)	(S)	+7	-	6	4-5	-	2
Mountain	(S)	+17	(S)	(S)	-1	-	5	-	-	2
Pacific	0	+17	-4	-2	+3	7	4	4-8	7	2
Industrial machinery, equip. supplies dist	+3	+4	+1	+8	-1	5	3	2-3	3	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	5
East North Central	(S)	+9	-2	+6	-1	-	2	4-7	8	1
South Atlantic	(S)	(S)	+11	(S)	-7	-	-	5-7	-	2
East South Central	(S)	(S)	-1	(S)	+1	-	-	6-9	-	6
West South Central	+11	+3	(S)	+2	-1	9	5	-	2	1
General-line grocery wholesalers	+6	-6	+4	+9	+2	2	1	1-1	2	1
New England	(S)	-7	(S)	(S)	-7	-	2	-	-	2
Middle Atlantic	+8	-4	+8	+14	+1	4	1	2-2	7	2
East North Central	+9	-3	+6	+7	+4	6	1	2-4	6	2
West North Central	+2	-8	+3	+5	+3	4	1	2-3	5	1
South Atlantic	-9	-5	-5	-11	+1	7	3	3-3	7	2
East South Central	+14	-6	+8	+21	+3	6	2	2-4	9	2
West South Central	+4	-6	+4	+3	+3	8	1	3-4	9	2
Mountain	+13	-8	+9	+24	+11	5	1	2-3	9	1
Pacific	+9	-10	+5	+19	-1	6	1	2-4	6	3
Specialty-line grocery wholesalers	+3	-3	+2	-8	-5	3	2	2-2	4	1
Middle Atlantic	-3	-3	-5	-22	-11	6	3	3-5	6	2
East North Central	+11	-6	+7	+21	-1	7	3	4-6	9	3
West North Central	-1	0	(S)	+14	-4	9	3	-	9	2
South Atlantic	-10	-6	-7	-5	+3	8	4	4-6	9	2
East South Central	(S)	(S)	(S)	(S)	+8	-	-	-	-	3
West South Central	(S)	+7	(S)	(S)	(S)	-	6	-	-	-
Mountain	(S)	+1	(S)	(S)	+10	-	6	-	-	2
Pacific	(S)	0	+17	(S)	-7	-	5	6-8	-	3
Fresh fruit, vegetable wholesalers	-5	-9	-4	0	-1	4	2	2-3	5	2
New England	(S)	-8	+12	(S)	(S)	-	3	7-8	-	-
Middle Atlantic	+2	+1	-4	+6	+2	8	4	4-5	8	3
East North Central	-11	-4	-11	+32	+2	7	2	3-7	9	3
West North Central	(S)	-3	+3	+7	+3	-	4	5-9	8	4
South Atlantic	(S)	-2	+1	(S)	-3	-	4	6-9	-	4
East South Central	(S)	+9	+3	(S)	(S)	-	6	5-6	-	5
West South Central	(S)	-2	-9	(S)	-6	-	4	6-9	-	4
Mountain	(S)	-41	(S)	(S)	-2	-	5	-	-	5
Pacific	-17	-29	(S)	-11	-3	9	4	-	9	4
Drug wholesalers (general and specialty lines)	+2	-5	+2	+3	+1	3	1	2-4	3	1
New England	(S)	-7	-17	(S)	+7	-	4	5-9	-	2
Middle Atlantic	-3	-7	+3	-3	-2	8	3	4-7	6	2
East North Central	+14	-2	+11	+2	+3	5	3	4-8	8	3
West North Central	+13	-6	+9	+9	-2	9	3	6-8	8	3
South Atlantic	0	-6	0	-2	0	7	3	4-9	9	2
East South Central	(S)	-12	-3	(S)	+3	-	3	5-6	-	3
West South Central	-5	-4	-1	-6	+1	6	2	2-4	8	2
Mountain	(S)	-5	-2	(S)	+13	-	1	4-6	-	2
Pacific	+16	-1	+6	+16	-3	8	3	6-6	7	2
Tobacco distributors	+10	-1	+7	+13	0	2	1	1-2	3	1
New England	(S)	0	(S)	+17	+5	-	3	-	9	1
Middle Atlantic	+10	+1	+4	+9	-1	5	2	3-4	6	1
East North Central	+16	-1	+12	+18	+1	7	2	3-5	7	2
West North Central	+14	-7	+11	(S)	+1	9	2	4-8	-	2
South Atlantic	0	-5	0	+10	0	6	2	3-5	8	1
East South Central	-14	-3	-5	-12	-1	8	3	4-6	9	2
West South Central	+13	0	+7	+10	+4	8	2	4-6	8	2
Mountain	(S)	+32	+25	(S)	0	-	3	4-9	-	6
Pacific	+17	-3	+13	(S)	-6	9	2	2-5	-	4
Dry goods, apparel wholesalers	+13	+4	+13	(S)	(S)	4	2	2-2	3	1
New England	(S)	+5	(S)	(S)	0	-	6	-	-	2
Middle Atlantic	+15	+2	+15	-1	0	5	3	2-3	3	1
East North Central	(S)	(S)	-7	(S)	-4	-	-	6-8	-	2
South Atlantic	(S)	-5	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends in 1970. Generally, the variances are near the upper limit for the early months of the year, but decrease as the sales accumulate.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite stimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	102.2	101.3	99.9	98.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2	
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

ommercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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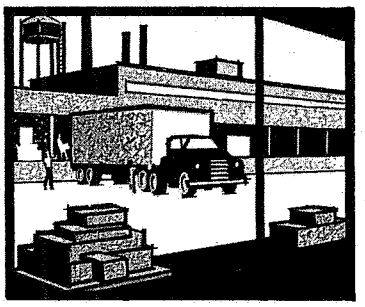
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

MARCH 1971



U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: May 13, 1971

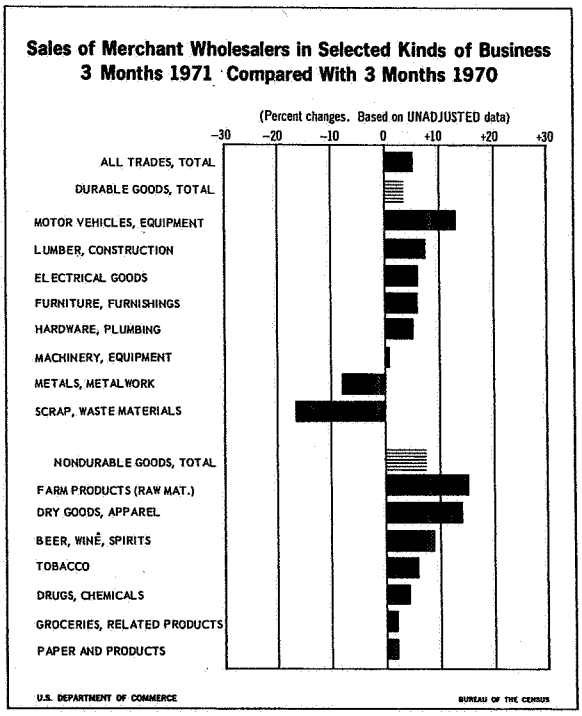
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Sales and Inventories

Sales--March 1971 sales of merchant wholesalers were estimated at $22.2 billion. After adjustment for seasonal variations and trading day differences but not for price changes, March sales were $21.4 billion, virtually unchanged from last month but up 5 percent above March 1970. Adjusted January-through-March average sales were 3 percent above the October-through-December period and were 4 percent above the average sales for the comparable months of a year ago.

After adjustment, March sales in the durable goods trades increased 2 percent from the previous month and 4 percent from March 1970. Nondurable goods decreased 1 percent from February but were 5 percent above the same month a year ago. Average monthly sales in the durable goods group during the January-through-March period were 2 percent above both the prior 3 months and the average of the comparable period a year ago. Three months' average sales for the nondurable goods group were 4 percent above the average for the October-through-December period, and were 6 percent above the average for the same period a year ago.

Based on adjusted data, most trade groups showed increases from the previous month sales levels, with the larger gains shown in metals, metalwork (5%), jewelry (5%), lumber, construction materials (4%), and furniture, home furnishings (4%). Declines were shown only in farm products, raw materials (-12%), dry goods, apparel (-5%), and groceries and related products (-1%). Compared with sales a year ago, most trade groups also showed increases, with the sharper gains reported in dry goods, apparel (16%), motor vehicles, automotive equipment (13%) and lumber, construction materials (10%). Declines were reported only in scrap, waste materials (-14%), metals, metalwork (-8%), and farm products, raw materials (-2%).



Inventories--Total inventories of merchant wholesalers were valued at $26.7 billion at the end of March. After adjustment for seasonal variations, March inventories were down 0.6 percent from February but were 7 percent above the year-ago level. Durable goods stocks decreased 1 percent from last month but were 6 percent above March 1970. Nondurable goods stocks were virtually unchanged from the previous month, but were 9 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups indicated only small changes from their previous month inventory levels. The largest increase was noted in beer, wine, and spirits (3%), while the largest decline was shown in motor vehicles, automotive equipment (-4%). Changes from the year-ago levels were more substantial with all trades showing increases except paper, paper products (-2%), scrap, waste materials (-1%), and groceries, related products, which remained unchanged. Among the sharper increases were farm products, raw materials (25%), beer, wine, and spirits (15%), and metals, metalwork (13%).

Stock-Sales Ratio--The March stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 125 percent, down 1 percent from the previous month but up 4 percent from the March 1970 ratio. The stock-sales ratio for durable goods was 162 percent, down 5 percent from the previous month but up 3 percent above the year-ago ratio. The ratio for nondurable goods was 94 percent, up 2 percent from the previous month and 4 percent above the March 1970 ratio.

An advance release of March 1971 data was issued on May 7, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971			1970										Total 3 months	
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,199	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	60,685	57,910
TOTAL (exc. farm products, raw materials)	17,857	17,941	20,860	19,329	19,233	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	56,665	54,429
DURABLE GOODS, TOTAL	8,271	8,502	9,982	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	26,763	26,092
Motor vehicles, automotive equipment, total	1,635	1,670	1,897	1,650	1,708	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	5,203	4,623
Automotive equipment, tires, tubes	860	895	987	890	928	922	1,015	1,017	1,017	1,032	1,043	985	894	2,741	2,561
Automotive equipment	762	789	862	771	785	792	877	875	878	885	899	845	765	2,413	2,238
Electrical goods, total	1,180	1,219	1,391	1,281	1,235	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	3,798	3,595
Electrical supplies, apparatus	492	515	577	553	562	578	649	631	611	630	659	608	594	1,582	1,582
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	814	728	673	669	771	736	693	770	798	800	781	2,216	2,013
Appliances, TV, radio sets	462	485	573	500	459	449	543	518	484	529	555	560	543	1,530	1,531
Furniture, home furnishings, total	381	411	512	464	447	413	463	442	457	502	489	459	448	1,304	1,230
Furniture-household, office	110	114	133	139	131	114	135	120	136	135	134	125	136	357	379
Home furnishings, floor coverings	(S)	297	(S)	324	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	947	851
Hardware, plumbing, heating equipment, supplies, total	773	810	941	861	864	885	971	936	914	964	966	892	828	2,532	2,413
Hardware	303	326	379	342	331	321	343	336	336	352	361	341	323	1,008	955
General-line hardware	167	186	215	190	185	176	194	193	194	200	206	193	179	569	522
Plumbing and heating, supplies	381	390	440	410	420	435	491	462	457	485	488	450	415	1,211	1,168
Air conditioning, refrigeration equipment, supplies	89	94	122	109	114	129	137	138	121	127	117	101	91	305	290
Lumber, construction materials, total	715	786	982	860	917	939	983	978	972	992	1,004	900	834	2,483	2,318
Lumber, millwork	443	485	627	541	(S)	(S)	(S)	595	(S)	607	615	565	528	1,555	1,437
Construction materials	272	301	355	318	335	360	386	383	381	(S)	(S)	(S)	306	928	881
Machinery, equipment, supplies, total	2,124	2,198	2,556	2,442	2,401	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	6,878	6,804
Construction machinery, equipment	311	343	448	367	392	376	(S)	(S)	393	415	431	366	378	1,102	972
Industrial machinery, equipment, supplies	1,033	1,042	1,158	1,128	1,110	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	3,233	3,222
Professional equipment, supplies	319	335	391	349	309	314	375	362	352	379	381	351	375	1,046	935
Service-establishment equipment, supplies	143	142	164	174	176	164	176	168	169	163	167	164	162	449	475
Metals, metalwork (except scrap), total	952	874	1,069	1,120	1,058	1,056	1,120	1,079	1,046	1,075	1,055	990	985	2,894	3,162
Iron, steel, and products	728	646	783	789	716	696	774	730	743	762	748	687	698	2,157	2,190
Nonferrous metals	224	228	(S)	332	342	360	346	(S)	303	313	307	(S)	287	737	973
Scrap, waste materials, total	396	407	475	540	591	564	550	523	472	469	484	402	398	1,279	1,533
Iron, steel scrap	239	253	286	328	358	342	334	323	286	295	309	251	243	778	906
Waste materials	157	154	189	(S)	233	223	216	201	185	174	176	151	155	501	627
NONDURABLE GOODS, TOTAL	10,910	10,698	12,217	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	33,922	31,818
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,877	9,959	9,861	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	29,902	28,337
Groceries and related products, total	4,101	3,832	4,424	4,229	4,169	4,215	4,306	4,340	4,167	4,270	4,342	4,151	4,317	12,357	12,154
General-line groceries	1,681	1,529	1,744	1,635	1,650	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	4,954	4,767
Specialty-line groceries	1,069	1,044	1,212	1,149	1,105	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	3,324	3,221
Confectionery	83	83	97	91	87	87	92	93	92	98	105	96	97	264	261
Meat, meat products	802	741	858	845	822	839	810	834	790	842	838	785	844	2,401	2,441
Poultry, poultry products	179	166	185	195	185	179	183	191	184	186	182	193	201	529	577
Fresh fruits, vegetables	288	268	327	314	320	345	358	358	299	287	287	273	294	884	886
Beer, wine, distilled alcholic beverages, total	859	901	1,125	996	1,005	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	2,885	2,657
Beer	385	399	484	415	434	506	537	568	533	517	471	429	510	1,268	1,131
Wine, distilled spirits	474	503	641	581	571	578	595	554	522	598	674	707	900	1,618	1,526
Drugs, chemicals, allied products, total	789	769	881	832	817	779	807	786	797	817	846	784	836	2,440	2,350
Drugs, drug proprietaries, sundries	487	459	526	486	469	454	462	462	477	504	524	484	536	1,472	1,414
General-line drugs	222	206	233	219	209	205	210	221	223	237	237	218	231	661	640
Paints, varnishes	30	32	39	37	40	40	43	42	41	42	40	36	32	101	103
Other chemicals, allied products	272	278	317	308	308	285	302	282	279	271	282	264	267	867	833
Tobacco, tobacco products	479	461	522	484	495	512	528	545	519	542	526	500	571	1,462	1,379
Dry goods, apparel, total	899	919	992	853	793	781	845	861	927	972	976	931	833	2,810	2,471
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	471	427	374	(S)	389	428	482	499	494	466	393	1,340	1,198
Dry goods, notions	330	326	349	291	292	295	329	322	(S)	(S)	338	333	299	1,005	874
Paper, paper products, excluding wallpaper, total	591	573	667	620	606	599	620	612	603	624	633	610	624	1,831	1,787
Paper	451	436	516	478	475	476	490	477	471	484	485	461	477	1,403	1,369
Stationery, office supplies	140	136	151	142	131	122	130	136	132	140	148	149	147	427	418
Farm products (raw materials), total	1,325	1,259	1,341	1,262	1,101	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	4,020	3,481
Grain	916	873	982	917	777	794	810	767	862	870	964	1,038	1,053	2,867	2,435
Other nondurable goods, total	1,868	1,984	2,265	1,945	1,976	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	6,117	5,539
Amusement, sporting goods	223	(S)	(S)	(S)	263	252	266	253	300	(S)	328	(S)	331	822	726
Books, magazines, newspapers	129	136	145	131	118	125	130	143	142	141	157	146	145	411	376

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971			1970									
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,743	24,907	25,010	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	24,902	23,441	23,628	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,689	14,817	14,974	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,887	2,704	2,672	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,943	1,833	1,786	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,271	2,164	2,141	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	859	835	821	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,412	1,329	1,320	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	737	702	700	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	540	557	580	532	522	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,718	1,627	1,625	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	706	646	652	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	828	814	801	803	821	814	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,051	963	1,005	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	614	636	654	597	628	623	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,550	4,382	4,502	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,280	1,179	1,236	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,760	1,699	1,768	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,832	1,624	1,686	1,616	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,519	1,364	1,422	1,365	1,372	1,391	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,054	10,090	10,036	10,017	9,994	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,222	8,624	8,654	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,387	2,354	2,325	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,248	1,184	1,153	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	762	781	788	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,180	1,045	1,078	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	293	330	296	320	342	351	328	310	295	295	289	267
Wine, distilled spirits	837	831	849	749	758	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,085	1,076	1,050	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	750	743	722	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	651	665	652	666	664	681	665	671	653	661	665
Paper	457	445	437	456	452	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971			1970									
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	120	121	123	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	121	123	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	158	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	152	164	156	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	197	206	192	193	181	182	182	178	179	190	208
Electrical goods, total	196	188	163	169	173	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	151	146	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	173	182	196	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	144	151	156	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	153	164	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	189	188	185	168	173	177	167	168	179	192
Hardware	224	212	186	189	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	185	199	191	185	167	176	176	162	162	172	184
Lumber, construction materials, total	139	130	107	112	110	107	103	100	101	98	100	107	115
Lumber, millwork	139	131	104	110	(S)	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	179	188	191	177	191	190	179	186	207	190
Construction machinery, equipment	408	368	286	321	315	26	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	152	151	159	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	171	145	159	153	148	156	168	163	168	179	195
Iron, steel, and products	214	236	194	173	199	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	90	90	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	85	87	88	89	87	86	87	87	87	91	84
Groceries and related products, total	58	61	54	56	56	55	54	54	56	55	56	59	55
General-line groceries	72	79	72	72	70	70	69	68	70	70	69	74	72
Specialty-line groceries	74	73	63	68	71	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	105	105	107	105	103	96	101	101	105	104	76
Beer	75	74	68	71	74	67	65	58	58	57	63	67	52
Wine, distilled spirits	177	165	132	129	133	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	123	129	128	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	143	153	154	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	98	107	108	111	107	111	110	108	103	108	106
Paper	101	102	85	95	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971			1970									
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,386	20,463	20,012	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,150	19,200	18,839	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,636	9,300	9,034	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,862	1,653	1,589	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,377	1,306	1,325	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	492	454	440	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	947	894	838	894	899	878	867	903	892	904	889
Lumber, construction materials	898	949	989	899	891	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,402	2,380	2,246	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	983	1,068	1,007	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	429	496	542	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,750	11,163	10,978	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,514	9,902	9,805	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,321	4,296	4,258	4,242	4,140	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,146	1,048	1,067	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	838	817	806	804	789	794	800	785	810	803	809
Tobacco, tobacco products	528	520	526	508	498	527	508	519	511	514	508	519	520
Dry goods, apparel	991	998	951	820	812	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	642	618	602	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,236	1,261	1,173	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,153	1,849	1,880	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,655	24,842	24,942	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	24,979	23,500	23,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,653	14,781	14,773	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,833	2,656	2,646	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,282	2,166	2,130	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	729	693	693	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,694	1,608	1,582	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,046	957	971	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,545	4,378	4,453	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,887	1,669	1,655	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,002	10,061	10,169	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,326	8,719	8,760	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,359	2,352	2,351	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,230	1,072	1,091	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,090	1,084	1,051	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	652	668	659	664	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	125	121	125	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	124	122	125	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	159	164	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	152	161	167	157	156	159	154	158	151	156	154
Electrical goods	176	172	166	166	161	156	154	167	175	178	175	176	181
Furniture, home furnishings	156	153	148	153	158	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	179	180	189	177	177	183	187	181	184	182	186
Lumber, construction materials	112	108	106	106	109	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	184	198	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	192	156	164	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	94	90	93	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	89	88	89	87	89	88	88	88	88	89	90
Groceries and related products	55	54	55	55	57	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	107	102	102	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	129	132	130	133	130	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	102	108	109	107	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

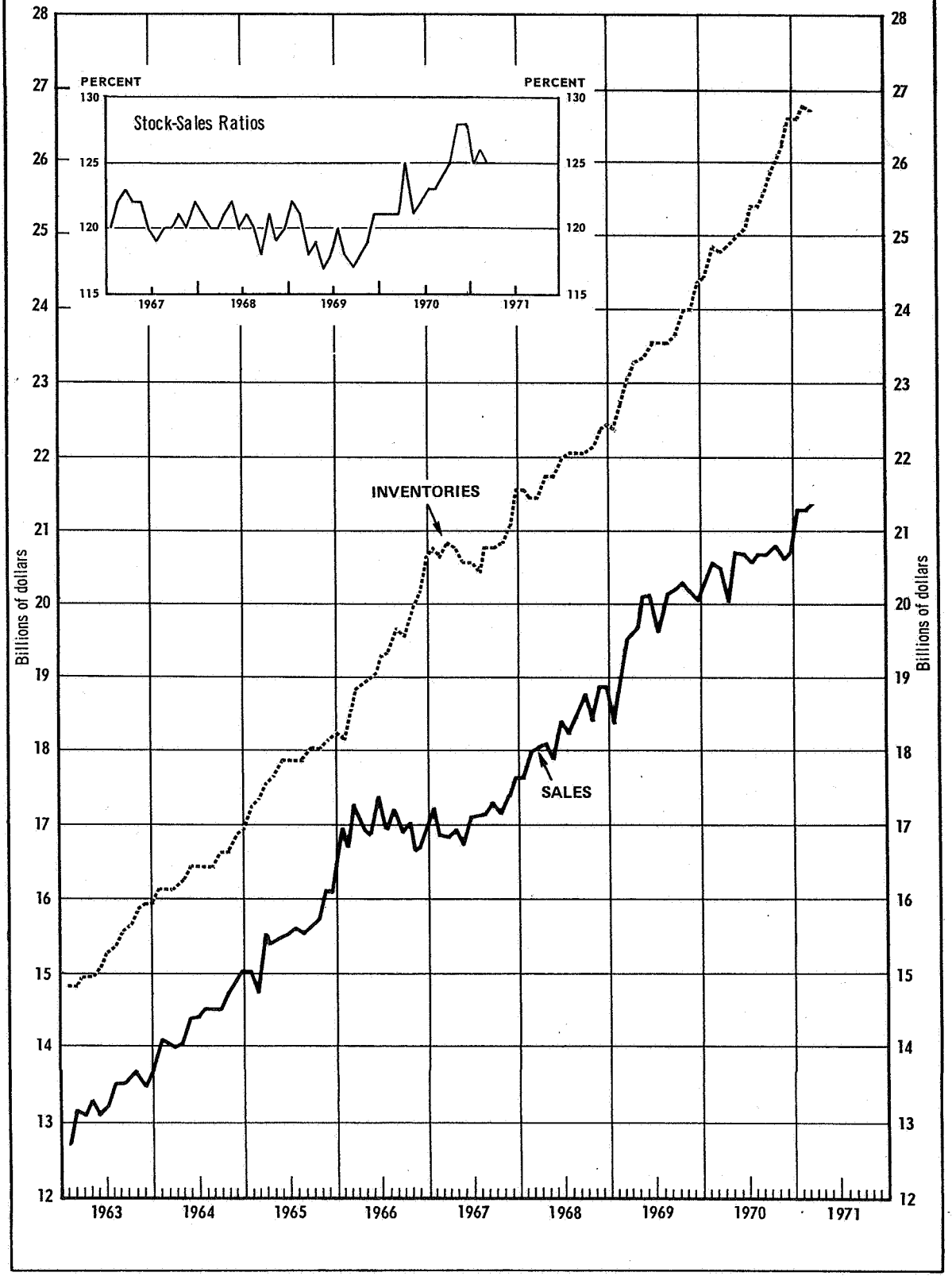


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: March 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	March 1971 from--		3 months 1971 from 3 months 1970	March 1971 from--		March 1971 from--		March 1971 from--	
	March 1970	February 1971		March 1970	February 1971	March 1970	February 1971	March 1970	February 1971
MERCHANT WHOLESALERS, TOTAL	+8	+16	+5	+7	0	+5	0	+7	-1
TOTAL (excluding farm products, raw materials)	+8	+16	+4	+6	+1	+5	+1	+6	-1
DURABLE GOODS, TOTAL	+7	+17	+3	+6	0	+4	+2	+6	-1
Motor vehicles, automotive equipment, total	+15	+14	+13	+7	-1	+13	0	+7	-4
Automobiles, other motor vehicles	+20	+17	+19	+8	-7	-	-	-	-
Automotive equipment, tires, tubes	+11	+10	+7	+6	+2	-	-	-	-
Automotive equipment	+12	+9	+8	+7	+1	-	-	-	-
Electrical goods, total	+9	+14	+6	+5	-1	+5	+2	+5	-2
Electrical supplies, apparatus	+4	+12	0	+3	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+12	+16	+10	+6	-1	-	-	-	-
Appliances, TV, radio sets	+15	+18	+15	+11	-1	-	-	-	-
Furniture, home furnishings, total	+10	+25	+6	+5	+3	+8	+4	+5	0
Furniture-household, office	-5	+17	-6	-8	0	-	-	-	-
Household furniture	+6	+20	+1	-2	0	-	-	-	-
Office furniture	-12	+14	-11	-14	-1	-	-	-	-
Home furnishings, floor coverings	+17	+28	+11	+9	+4	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+9	+16	+5	+6	+2	+6	+3	+5	+2
Hardware	+11	+16	+6	+9	+2	-	-	-	-
General-line hardware	+13	+16	+9	+10	+3	-	-	-	-
Plumbing and heating equipment, supplies	+7	+13	+4	+2	+3	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+12	+29	+5	+10	+1	-	-	-	-
Lumber, construction materials, total	+14	+25	+7	+9	+3	+10	+4	+9	+2
Lumber, millwork	+16	+29	+8	+10	+3	-	-	-	-
Construction materials	+11	+18	+5	+8	+3	-	-	-	-
Machinery, equipment, supplies, total	+5	+16	+1	+4	0	+1	0	+4	-2
Commercial machines, equipment	-10	+6	-9	+6	+1	-	-	-	-
Construction machinery, equipment	+22	+30	+13	+5	+1	-	-	-	-
Industrial machinery, equipment, supplies	+3	+11	0	+4	-1	-	-	-	-
Professional equipment, supplies	+12	+17	+12	+11	-3	-	-	-	-
Surgical, medical, hospital supplies	+22	+19	+18	+14	-2	-	-	-	-
Service-establishment equipment, supplies	-6	+16	-6	-5	0	-	-	-	-
Metals, metalwork (except scrap), total	-5	+22	-8	+13	0	-8	+5	+13	+1
Iron, steel, and products	-1	+21	-1	+11	0	-	-	-	-
Nonferrous metals	-14	+26	-24	+20	+2	-	-	-	-
Scrap, waste materials, total[2]	-12	+17	-17	+1	+2	-14	+1	-1	-2
Iron, steel scrap	-13	+13	-14	+5	-1	-	-	-	-
Waste materials	-11	+23	-20	-3	+6	-	-	-	-
Jewelry	+5	+26	-3	(S)	(S)	+3	+5	(S)	(S)
NONDURABLE GOODS, TOTAL	+9	+14	+7	+10	0	+5	-1	+9	0
TOTAL (excluding farm products, raw materials)	+9	+15	+6	+7	+2	+6	0	+7	+1
Groceries and related products, total	+5	+15	+2	+1	+3	0	-1	0	+1
General-line groceries	+7	+14	+4	+5	+4	-	-	-	-
Voluntary groups	+7	+14	+5	+7	+4	-	-	-	-
Retailer cooperatives	+8	+14	+5	+12	+4	-	-	-	-
Nonaffiliated	+5	+14	+2	0	+3	-	-	-	-
Specialty-line groceries	+5	+16	+3	-2	0	-	-	-	-
Confectionery	+7	+17	+1	+1	-1	-	-	-	-
Meats, meat products	+2	+16	-2	-5	+5	-	-	-	-
Poultry, poultry products	-5	+11	-8	-2	+6	-	-	-	-
Fresh fruits, vegetables	+4	+22	0	0	+3	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+13	+25	+9	+13	+5	+9	+2	+15	+3
Beer	+17	+21	+12	+12	+13	-	-	-	-
Wine, distilled spirits	+10	+28	+6	+13	+2	-	-	-	-
Drugs, chemicals, allied products, total	+6	+15	+4	+1	+1	+3	+1	+1	-1
Drugs, drug proprietaries, druggists' sundries	+8	+15	+4	+1	+2	-	-	-	-
General-line drugs	+6	+14	+3	-3	+2	-	-	-	-
Paints, varnishes	+3	+21	-1	0	+2	-	-	-	-
Other chemicals, allied products	+3	+14	+4	+1	-1	-	-	-	-
Tobacco, tobacco products	+8	+13	+6	+2	+1	+4	+1	+1	+1
Dry goods, apparel, total	+16	+8	+14	(S)	(S)	+16	-5	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+10	+6	+12	(S)	(S)	-	-	-	-
Dry goods, notions	+20	+7	+15	(S)	(S)	-	-	-	-
Piece goods converters	+28	+16	+16	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+8	+16	+2	-2	-1	+4	+3	-2	-2
Paper	+8	+18	+2	-4	-2	-	-	-	-
Stationery, office supplies	+6	+11	+2	+2	0	-	-	-	-
Farm products (raw materials), total[2]	+6	+6	+15	+25	-9	-2	-12	+25	-1
Cotton	(S)	(S)	(S)	(S)	(S)	-	-	-	-
Grain	+7	+12	+18	(S)	(S)	-	-	-	-
Other nondurable goods, total	+16	+14	+10	+15	+1	+16	+4	+15	0
Amusement, sporting goods	+24	+28	+13	+22	+3	-	-	-	-
Books, magazines, newspapers	+11	+6	+9	+7	+1	-	-	-	-
Coal	+21	-5	+29	(S)	(S)	-	-	-	-
Farm supplies	+12	+12	+12	+11	-9	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

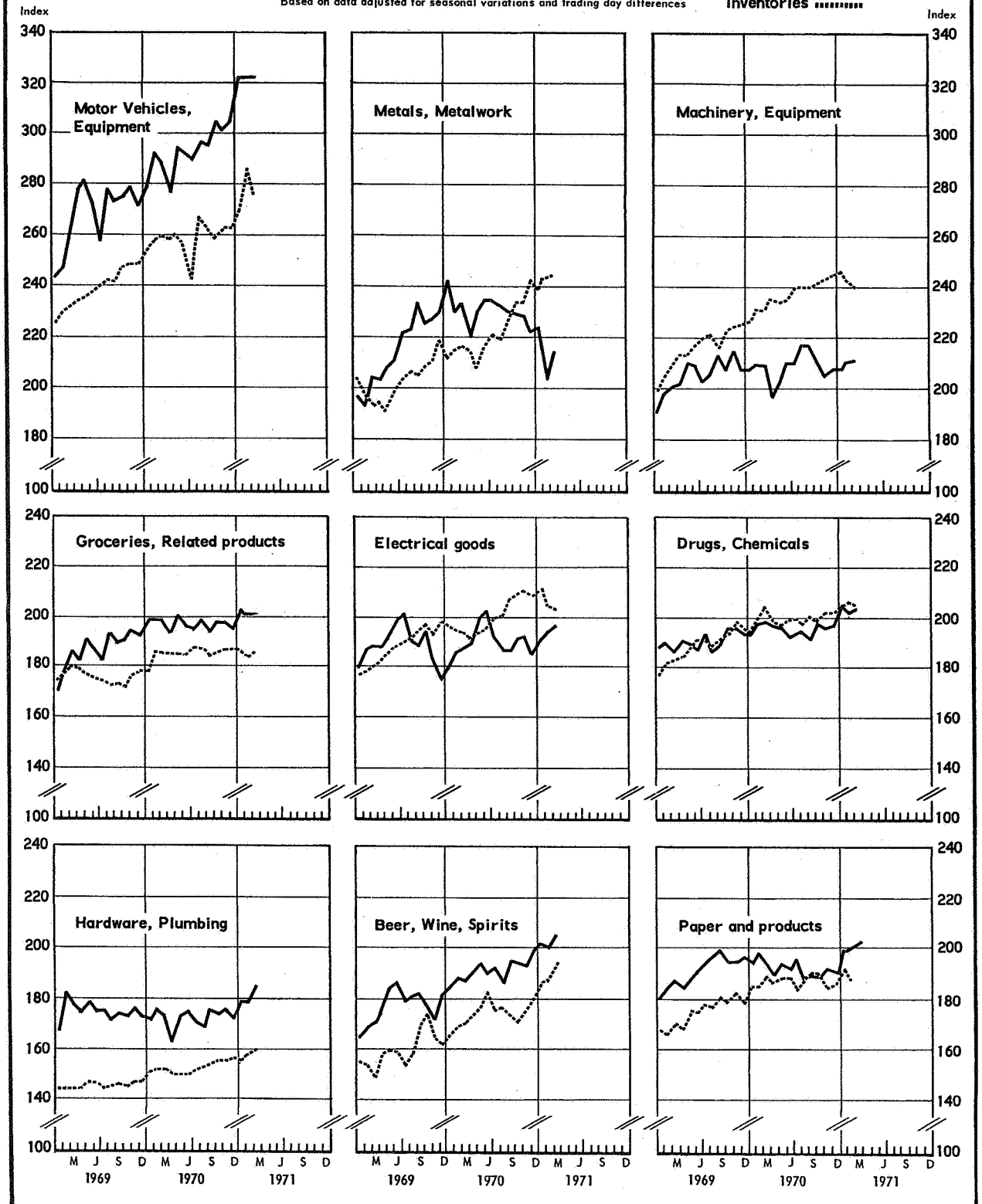
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

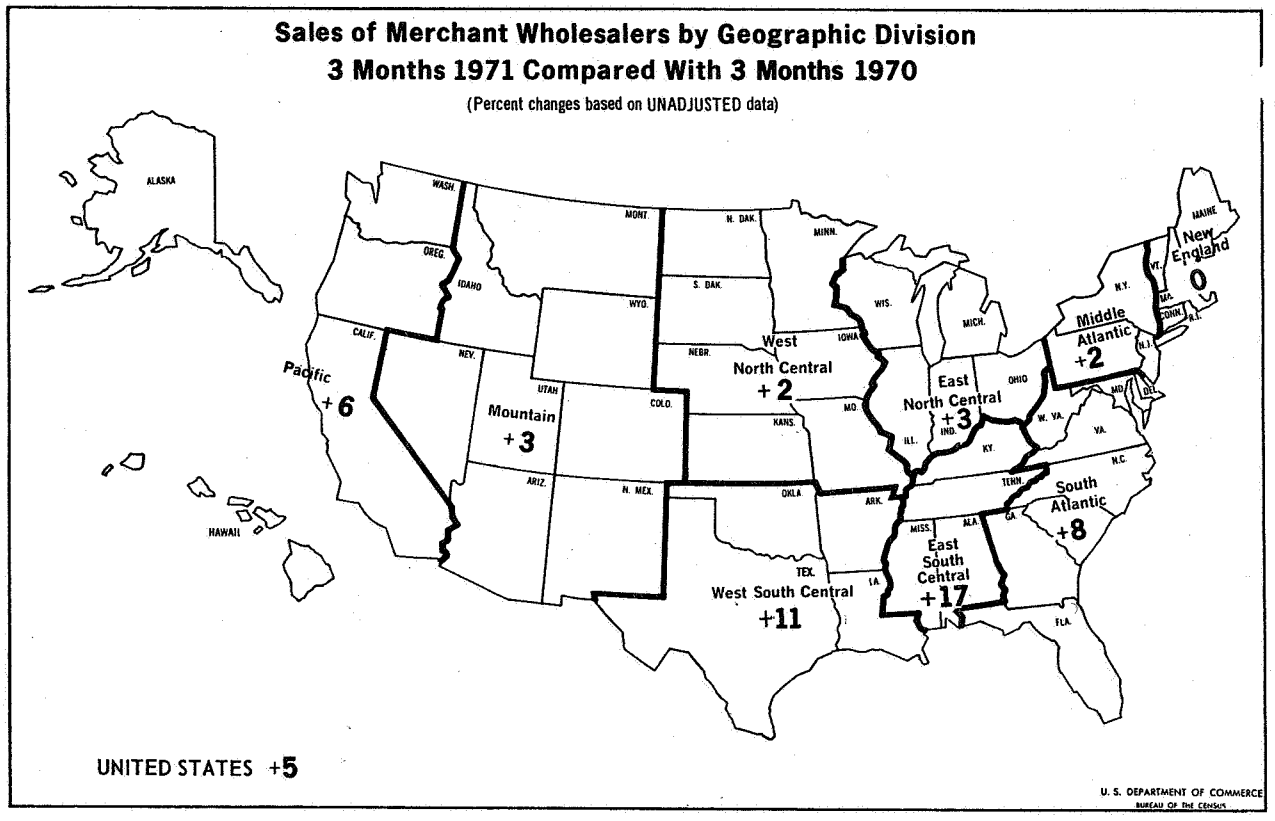
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····





6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971			1970									Total 3 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,199	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	60,685	57,910	0.8-0.9	0.8
New England	938	931	1,065	1,069	1,050	1,028	1,084	1,078	1,052	1,079	1,079	1,073	1,114	2,951	2,939	3-4	4
Middle Atlantic	5,276	5,292	6,159	5,876	5,726	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	16,724	16,378	1-2	2
East North Central	3,432	3,390	3,915	3,689	3,590	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	10,748	10,419	2-2	2
West North Central	1,584	1,519	1,796	1,740	1,684	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	4,899	4,794	2-3	2
South Atlantic	1,967	2,046	2,383	2,079	2,081	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	6,397	5,910	2-3	3
East South Central	1,071	1,018	1,120	1,011	1,018	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	3,304	2,821	4-6	5
West South Central	1,688	1,750	1,936	1,674	1,724	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	5,374	4,849	2-5	3
Mountain	571	580	669	605	618	618	648	679	647	653	656	595	628	1,820	1,761	3-5	4
Pacific	2,654	2,674	3,158	2,850	2,842	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	8,486	8,039	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	9,982	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	26,763	26,092	1.3-1.6	1.5
New England	393	391	446	476	456	447	489	468	445	449	476	432	449	1,229	1,253	4-6	5
Middle Atlantic	2,020	2,091	2,495	2,454	2,418	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	6,604	6,800	2-4	3
East North Central	1,585	1,571	1,869	1,779	1,695	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	5,035	4,987	2-5	3
West North Central	530	541	634	634	629	611	663	665	638	654	658	595	606	1,706	1,774	4-7	5
South Atlantic	964	990	1,161	995	1,031	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	3,115	2,764	3-6	4
East South Central	418	414	485	416	437	435	467	442	479	493	484	431	441	1,316	1,168	5-7	6
West South Central	795	843	953	830	903	877	940	914	908	934	907	811	894	2,591	2,366	2-5	3
Mountain	251	283	337	298	291	294	329	343	315	316	313	277	279	871	833	5-8	5
Pacific	1,315	1,378	1,603	1,488	1,511	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	4,296	4,146	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,217	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	33,922	31,818	1.2-1.5	1.2
New England	545	541	619	592	594	581	596	610	606	630	603	604	665	1,704	1,686	6-8	6
Middle Atlantic	3,256	3,200	3,663	3,421	3,308	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	10,120	9,578	2-2	2
East North Central	1,848	1,819	2,046	1,910	1,894	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	5,713	5,432	2-4	3
West North Central	1,054	978	1,161	1,106	1,055	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	3,193	3,020	3-5	3
South Atlantic	1,003	1,056	1,222	1,084	1,050	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,172	3,281	3,146	3-5	4
East South Central	653	604	635	595	580	598	578	624	599	640	623	626	696	1,987	1,653	4-6	5
West South Central	893	907	984	844	821	856	848	804	787	860	911	904	994	2,783	2,484	4-6	4
Mountain	320	297	332	307	327	324	319	336	332	338	343	317	349	949	928	3-6	5
Pacific	1,339	1,297	1,555	1,361	1,331	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	4,190	3,892	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: March 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	March 1971 from--		3 months 1971 from 3 months 1970	March 1971 from--						
	March 1970	February 1971		March 1970	February 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+8	+16	+5	+7	0	0.8	0.4	0.7	0.8	0.2
New England	0	+14	0	+3	0	4.2	1.9	3.4	2.9	0.9
Middle Atlantic	+5	+16	+2	+6	0	1.6	0.5	1.1	1.6	0.4
East North Central	+6	+16	+3	+8	+1	2.0	0.7	1.4	1.5	0.4
West North Central	+3	+18	+2	+7	0	2.7	1.4	2.9	2.2	0.7
South Atlantic	+15	+17	+8	+13	0	2.0	1.7	1.9	2.3	0.5
East South Central	+11	+10	+17	+11	-1	3.1	1.3	2.2	2.4	0.7
West South Central	+16	+11	+11	+8	0	2.8	1.2	1.4	2.5	0.7
Mountain	+11	+15	+3	+7	+2	4.2	2.4	2.8	4.9	1.2
Pacific	+11	+18	+6	+5	0	2.4	1.5	1.6	2.8	0.6
Durable goods, total	+7	+17	+3	+6	0	1.1	0.8	1.1	1.0	0.2
New England	-6	+14	-2	+5	+1	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+2	+19	-3	+7	-2	2.2	1.2	1.4	2.6	0.6
East North Central	+5	+19	+1	+7	+1	2.8	1.3	1.6	1.9	0.5
West North Central	0	+17	-4	0	0	4.1	2.3	3.2	3.3	0.8
South Atlantic	+17	+17	+13	+16	+1	3.7	2.1	2.3	2.6	0.8
East South Central	+17	+17	+13	+13	+3	4.5	2.2	3.6	4.2	0.7
West South Central	+15	+13	+10	+3	+2	3.6	1.9	2.1	2.8	0.8
Mountain	+13	+19	+5	+4	+3	7.0	3.9	3.9	5.4	1.1
Pacific	+8	+16	+4	-2	-1	3.2	3.1	3.3	3.0	0.7
Nondurable goods, total	+9	+14	+7	+10	0	1.0	0.5	0.8	1.4	0.4
New England	+5	+15	+1	0	-1	5.5	2.4	5.0	6.6	1.6
Middle Atlantic	+7	+15	+6	+6	+2	1.9	0.9	1.8	1.8	0.9
East North Central	+7	+13	+5	+8	-1	2.4	1.0	2.1	2.8	0.8
West North Central	+5	+19	+6	+14	-1	3.2	1.8	3.2	3.3	1.4
South Atlantic	+13	+16	+4	+7	-2	2.1	1.1	2.2	2.9	0.9
East South Central	+7	+5	+20	+9	-5	4.2	1.6	2.4	3.0	1.0
West South Central	+17	+9	+12	+16	-2	3.2	1.6	2.4	8.2	1.4
Mountain	+8	+12	+2	+11	+1	4.9	2.2	4.1	6.2	2.6
Pacific	+14	+20	+8	+18	+3	3.6	1.8	2.1	5.7	0.9
Automotive equipment, tire, tubes	+11	+10	+7	+6	+2	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+21	+10	+8	+10	0	9	4	4	9	1
East North Central	0	+11	+2	+3	-1	8	4	5	6	1
West North Central	(S)	+19	+8	(S)	(S)	-	5	8	-	1
South Atlantic	(S)	+14	+16	+28	+4	-	4	4	7	1
East South Central	+3	+12	+7	+1	+2	9	4	6	9	2
West South Central	+19	+6	+13	+4	+5	9	6	4	9	1
Mountain	(S)	-6	-10	+10	+5	-	5	9	9	1
Pacific	(S)	+11	0	0	0	-	3	9	8	2
Electrical supplies, apparatus	+4	+12	0	+3	0	3	1	2	3	1
New England	(S)	+12	+9	+12	-1	-	4	5	9	1
Middle Atlantic	+6	+9	-1	+3	0	9	4	6	8	1
East North Central	+3	+13	-3	+7	+1	7	2	4	7	1
West North Central	-23	+10	-16	-25	-1	9	5	7	6	2
South Atlantic	+15	+14	+9	+9	0	6	2	6	6	1
East South Central	+1	+6	-5	(S)	-1	9	3	6	-	2
West South Central	(S)	+18	0	+2	-5	-	2	6	9	2
Mountain	(S)	+10	+14	(S)	0	-	4	8	-	1
Pacific	-1	+11	0	-3	+1	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+12	+16	+10	+6	-1	3	2	3	3	1
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
Middle Atlantic	+20	+18	+11	+15	-6	9	4	6	5	2
East North Central	+19	+19	+15	+5	+5	7	4	6	6	2
West North Central	+4	+14	(S)	(S)	-3	9	4	-	-	3
South Atlantic	+5	+7	+15	+8	+1	6	3	5	8	3
East South Central	(S)	+12	+29	(S)	+5	-	5	9	-	2
West South Central	+22	+17	+14	(S)	+1	9	3	6	-	1
Mountain	(S)	(S)	(S)	(S)	-11	-	6	-	-	5
Pacific	-8	+13	(S)	-17	-2	8	3	-	7	2
Furniture, home furnishings, total	+10	+25	+6	+5	+3	4	3	4	3	1
New England	(S)	+41	(S)	(S)	(S)	-	5	-	-	2
Middle Atlantic	+5	+23	+1	-2	0	7	4	6	6	1
East North Central	(S)	+45	(S)	+20	+13	-	4	-	9	2
West North Central	(S)	+26	+7	(S)	+3	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
West South Central	(S)	(S)	(S)	(S)	+2	-	-	-	-	2
Mountain	(S)	(S)	(S)	(S)	+10	-	-	-	-	3
Pacific	-5	+22	-7	-6	+1	8	6	8	7	3
Hardware	+11	+16	+6	+9	+2	2	2	2	2	1
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	2
Middle Atlantic	-3	+11	-7	0	-3	6	4	6	7	1
East North Central	+8	+17	+6	+10	+3	5	3	3	5	1
West North Central	+6	+19	+1	+7	-1	8	3	4	5	1
South Atlantic	+50	+24	+28	+38	+8	9	3	6	8	1
East South Central	+26	+22	+13	+21	+6	5	1	3	6	1
West South Central	(S)	+8	+17	+10	-1	-	4	4	8	1
Pacific	+10	+15	+1	(S)	+3	9	4	5	-	2
Plumbing and heating equipment, supplies	+7	+13	+4	+2	+3	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	+1	-	-	-	-	2
Middle Atlantic	+5	+15	+0	(S)	(S)	8	4	5	8	1
East North Central	+7	+18	0	-4	+2	6	4	4	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: March 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	March 1971 from--		3 months 1971 from 3 months 1970	March 1971 from--						
	March 1970	February 1971		March 1970	February 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	-2	(S)	0	-	-	8	-	2
South Atlantic	-3	+9	+2	(S)	6	9	4	8	-	1
East South Central	(S)	+19	+6	(S)	+7	-	6	7	-	3
West South Central	(S)	+29	+20	(S)	+4	-	5	5	-	2
Pacific	+14	+15	+7	0	+2	8	5	6	6	2
Lumber, construction materials, total	+14	+25	+7	+9	+3	4	2	2	3	1
New England	(S)	+26	+6	(S)	+6	-	6	9	-	3
Middle Atlantic	-5	+29	-5	+6	+2	8	5	6	9	2
East North Central	+13	+26	+4	+10	+1	9	2	6	6	2
West North Central	+10	+15	+2	+3	+2	9	4	5	9	2
South Atlantic	+26	+31	+13	(S)	+8	8	3	6	-	2
West South Central	(S)	(S)	+26	(S)	+3	-	6	6	-	2
Mountain	(S)	+19	+10	(S)	+1	-	5	9	-	2
Pacific	+16	+28	+6	+16	+3	7	4	5	7	2
Industrial machinery, equip. supplies dist	+3	+11	0	+4	-1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	+5	-	-	-	-	5
East North Central	(S)	+8	-6	+2	-1	-	2	7	8	1
South Atlantic	(S)	(S)	+8	(S)	+4	-	-	8	-	2
East South Central	(S)	(S)	+3	(S)	-1	-	-	9	-	6
West South Central	+1	+13	+5	-11	0	9	5	6	2	1
General-line grocery wholesalers	+7	+14	+4	+5	+4	2	1	1	2	1
New England	(S)	+12	-20	(S)	+6	-	2	6	-	2
Middle Atlantic	+9	+16	+8	0	+4	4	1	2	7	2
East North Central	+2	+8	+2	+11	+5	6	1	2	6	2
West North Central	+5	+15	+2	+3	+2	4	1	3	5	1
South Atlantic	+10	+16	+6	+2	+3	7	3	6	7	2
East South Central	+6	+16	+3	-3	+4	6	2	4	9	2
West South Central	+20	+12	+9	+21	+5	8	1	3	9	2
Mountain	+5	+16	+4	+3	0	5	1	4	9	1
Pacific	+11	+18	+6	+14	+4	6	1	3	6	3
Specialty-line grocery wholesalers	+5	+16	+3	-2	0	3	2	2	4	1
Middle Atlantic	-2	+13	-3	-16	+3	6	3	3	6	2
East North Central	+8	+14	+5	+8	-2	7	3	7	9	3
West North Central	+13	+13	(S)	+12	+1	9	3	-	9	2
South Atlantic	+12	+18	+2	+11	+3	8	4	5	9	2
East South Central	(S)	(S)	(S)	(S)	-4	-	-	-	-	3
West South Central	(S)	+25	+10	(S)	(S)	-	6	6	-	-
Mountain	(S)	+7	(S)	(S)	-2	-	6	-	-	2
Pacific	(S)	+24	+17	(S)	-4	-	5	8	-	3
Fresh fruit, vegetable wholesalers	+4	+22	0	0	+3	4	2	2	5	2
New England	(S)	+2	+12	(S)	(S)	-	3	9	-	-
Middle Atlantic	+3	+26	-3	-4	+6	8	4	7	8	3
East North Central	-8	+22	-8	+13	+5	7	2	4	9	3
West North Central	(S)	+23	0	-1	0	-	4	9	8	4
South Atlantic	(S)	+24	+10	(S)	+1	-	4	4	-	4
East South Central	(S)	+13	+10	(S)	(S)	-	6	6	-	5
West South Central	(S)	+20	-9	(S)	+2	-	4	8	-	4
Mountain	(S)	(S)	(S)	(S)	-1	-	5	-	-	5
Pacific	+3	+33	-1	-1	+7	9	4	6	9	4
Drug wholesalers (general and specialty lines)	+8	+15	+4	+1	+2	3	1	2	3	1
New England	(S)	+11	(S)	(S)	+3	-	4	-	-	2
Middle Atlantic	+6	+9	+4	-1	+1	8	3	4	6	2
East North Central	+12	+14	+10	0	+3	5	3	5	8	3
West North Central	-1	+15	+2	-4	+3	9	3	5	8	3
South Atlantic	+17	+22	+7	+3	-1	7	3	3	9	2
East South Central	(S)	+25	+2	(S)	-2	-	3	8	-	3
West South Central	+18	+12	+7	+7	+5	6	2	4	8	2
Mountain	(S)	+15	+6	(S)	0	-	1	8	-	2
Pacific	+6	+19	+4	+4	+1	8	3	6	7	2
Tobacco distributors	+8	+13	+6	+2	+1	2	1	1	3	1
New England	(S)	+11	-3	(S)	(S)	-	3	6	9	1
Middle Atlantic	+8	+13	+4	-2	0	5	2	2	6	1
East North Central	+10	+12	+9	+2	+1	7	2	4	7	2
West North Central	-13	+15	-1	(S)	(S)	9	2	7	-	2
South Atlantic	+6	+10	+1	-1	-4	6	2	2	8	1
East South Central	+15	+16	+9	+16	+5	8	3	4	9	2
West South Central	+20	+17	+10	+8	-1	8	2	7	8	2
Mountain	(S)	-10	+26	(S)	0	-	3	7	-	6
Pacific	+14	+26	+11	(S)	+14	9	2	8	-	4
Dry goods, apparel wholesalers	+16	+8	+14	(S)	(S)	4	2	3	3	1
New England	(S)	+13	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+20	+9	+16	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	-9	(S)	(S)	-	-	9	-	2
South Atlantic	(S)	+30	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for March 1971.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report wer developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigne weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	[illegible]	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	I00.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classificatio' Liquor departments of drug wholesalers, however, ai included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments pr' marily engaged in the wholesale distribution of footwea of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

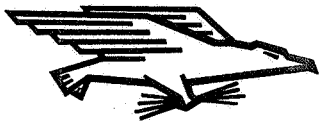
Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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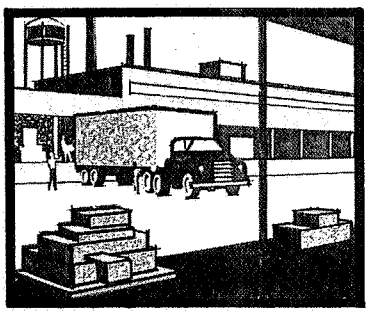


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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade



APRIL 1971

U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: June 14, 1971

BW-71-4

Sales and Inventories

Sales--April 1971 sales of merchant wholesalers were estimated at $21.9 billion. After adjustment for seasonal variations and trading day differences but not for price changes, April sales were $21.8 billion, up 1 percent from last month and 9 percent above April 1970. Adjusted February-through-April average sales were up 3 percent above the November-through-January period and were 6 percent above the average sales for the comparable months of a year ago.

After adjustment, April sales in the durable goods trades increased 1 percent from the previous month and were 9 percent above April 1970. Nondurable goods sales were virtually unchanged from March but were 9 percent above the same month a year ago. Average monthly sales in the durable goods group during the February-through-April period were 4 percent above the prior 3 months and were 5 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 3 percent above the November-through-January period and 7 percent above the average for the same period a year ago.

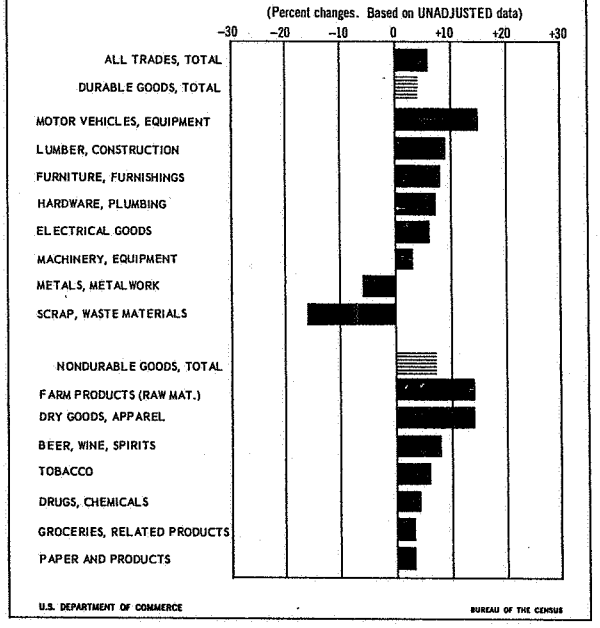
By trade group, comparisons with previous month sales levels reflected mixed trends, with 9 trade groups showing gains; 6 indicating declines; and 2 no change. Electrical goods, up 7 percent, experienced the largest increase while jewelry, down 6 percent, indicated the sharpest decline. Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-16%) and jewelry (-4%). Among the larger increases were motor vehicles, automotive equipment (21%); hardware, plumbing (16%); lumber, construction materials (14%), dry goods, apparel (13%); and farm products, raw materials (11%).

Inventories--Total inventories of merchant wholesalers were valued at $27.1 billion at the end of April. After adjustment for seasonal variations, April inventories increased 1 percent from March and were 9 percent above the year-ago level. Durable goods stocks were up 2 percent from last month and were 8 percent above April 1970. Nondurable goods stocks were virtually unchanged from the previous month, but were 9 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups indicated only small changes from their previous month inventory levels. The largest increase was noted in metals, metalwork (5%), while the largest decline was shown in beer, wine, and spirits (-2%). Changes from the year-ago levels were more substantial with all trades showing increases except scrap, waste materials, which remained unchanged. Among the sharper increases were metals, metalwork (23%), and farm products, raw materials (18%).

Stock-Sales Ratio--The April stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 124 percent, virtually the same as the previous month but down 1 percent from the April 1970 ratio. The stock-sales ratio for durable goods was 162 percent, at about the same level as March but down 2 percent from the year-ago ratio. The ratio for nondurable goods was 92 percent, virtually unchanged from the previous month but 1 percent below the April 1970 ratio.

Sales of Merchant Wholesalers in Selected Kinds of Business
4 Months 1971 Compared With 4 Months 1970



An advance release of April 1971 data was issued on June 7, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971				1970									Total 4 months	
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	21,937	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	82,831	78,243
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,764	19,233	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	77,631	73,661
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,181	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	37,034	35,463
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,038	1,708	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	7,293	6,332
Automotive equipment, tires, tubes	860	895	1,011	1,104	928	922	1,015	1,017	1,017	1,032	1,043	985	894	3,870	3,489
Automotive equipment	762	789	876	937	785	792	877	875	878	885	899	845	765	3,363	3,023
Electrical goods, total	1,180	1,219	1,375	1,353	1,235	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	5,122	4,830
Electrical supplies, apparatus	492	515	577	603	562	578	649	631	611	630	659	608	594	2,186	2,144
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	750	673	669	771	736	693	770	798	800	781	2,936	2,687
Appliances, TV, radio sets	462	485	552	518	459	449	543	518	484	529	555	560	543	2,012	1,790
Furniture, home furnishings, total	381	411	525	490	447	413	463	442	457	502	489	459	448	1,807	1,677
Furniture-household, office	110	114	133	128	131	114	135	120	136	135	134	125	136	486	510
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	1,322	1,167
Hardware, plumbing, heating equipment, supplies, total	773	810	938	990	864	885	971	936	914	964	966	892	828	3,511	3,277
Hardware	303	326	380	370	331	321	343	336	336	352	361	341	323	1,379	1,285
General-line hardware	167	186	216	207	185	176	194	193	194	200	206	193	179	777	707
Plumbing and heating, supplies	381	390	437	480	420	435	491	462	457	485	488	450	415	1,688	1,588
Air conditioning, refrigeration equipment, supplies	89	94	121	140	114	129	137	138	121	127	117	101	91	444	404
Lumber, construction materials, total	715	786	977	1,058	917	939	983	978	972	992	1,004	900	834	3,535	3,235
Lumber, millwork	443	485	632	658	(S)	(S)	(S)	595	(S)	607	615	565	528	2,217	2,019
Construction materials	272	301	345	400	335	360	386	383	381	(S)	(S)	(S)	306	1,318	1,216
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,534	2,401	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	9,451	9,205
Construction machinery, equipment	311	343	442	508	392	376	(S)	(S)	393	415	431	366	378	1,605	1,364
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,112	1,110	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	4,387	4,332
Professional equipment, supplies	319	335	397	364	309	314	375	362	352	379	381	351	375	1,415	1,244
Service-establishment equipment, supplies	143	142	167	166	176	164	176	168	169	163	167	164	162	617	651
Metals, metalwork (except scrap), total	952	874	1,082	1,080	1,058	1,056	1,120	1,079	1,046	1,075	1,055	990	985	3,987	4,220
Iron, steel, and products	728	646	800	795	716	696	774	730	743	762	748	687	698	2,969	2,905
Nonferrous metals	224	228	(S)	285	342	360	346	(S)	303	313	307	(S)	287	1,018	1,315
Scrap, waste materials, total	396	407	481	492	591	564	550	523	472	469	484	402	398	1,776	2,124
Iron, steel scrap	239	253	299	301	358	342	334	323	286	295	309	251	243	1,092	1,264
Waste materials	157	154	182	191	233	223	216	201	185	174	176	151	155	684	859
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,756	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	45,798	42,780
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,583	9,861	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	40,597	38,198
Groceries and related products, total	4,101	3,832	4,521	4,401	4,169	4,215	4,306	4,340	4,167	4,270	4,342	4,151	4,317	16,866	16,323
General-line groceries	1,681	1,529	1,821	1,761	1,650	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	6,792	6,417
Specialty-line groceries	1,069	1,044	1,202	1,186	1,105	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	4,501	4,327
Confectionery	83	83	96	89	87	87	92	93	92	98	105	96	97	351	348
Meat, meat products	802	741	886	846	822	839	810	834	790	842	838	785	844	3,287	3,263
Poultry, poultry products	179	166	184	180	185	179	183	191	184	186	182	193	201	708	762
Fresh fruits, vegetables	288	268	331	339	320	345	358	358	299	287	287	273	294	1,226	1,206
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,089	1,005	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	3,954	3,662
Beer	385	399	480	493	434	506	537	568	533	517	471	429	510	1,756	1,565
Wine, distilled spirits	474	503	626	596	571	578	595	554	522	598	674	707	900	2,198	2,097
Drugs, chemicals, allied products, total	789	769	879	871	817	779	807	786	797	817	846	784	836	3,309	3,167
Drugs, drug proprietaries, sundries	487	459	520	503	469	454	462	462	477	504	524	484	536	1,968	1,883
General-line drugs	222	206	239	225	209	205	210	221	223	237	237	218	231	891	849
Paints, varnishes	30	32	39	40	40	40	43	42	41	42	40	36	32	142	142
Other chemicals, allied products	272	278	321	328	308	285	302	282	279	271	282	264	267	1,199	1,141
Tobacco, tobacco products	479	461	526	529	495	512	528	545	519	542	526	500	571	1,995	1,874
Dry goods, apparel, total	899	919	996	895	793	781	845	861	927	972	976	931	833	3,709	3,265
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	411	374	(S)	389	428	482	499	494	466	393	1,754	1,572
Dry goods, notions	330	326	347	330	292	295	329	322	(S)	(S)	338	333	299	1,333	1,166
Paper, paper products, excluding wallpaper, total	591	573	664	628	606	599	620	612	603	624	633	610	624	2,455	2,393
Paper	451	436	513	489	475	476	490	477	471	484	485	461	477	1,889	1,844
Stationery, office supplies	140	136	152	139	131	122	130	136	132	140	148	149	147	567	549
Farm products (raw materials), total	1,325	1,259	1,443	1,174	1,101	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	5,200	4,582
Grain	916	873	1,057	795	777	794	810	767	862	870	964	1,038	1,053	3,641	3,212
Other nondurable goods, total	1,868	1,984	2,287	2,170	1,976	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	8,309	7,515
Amusement, sporting goods	223	(S)	328	309	263	252	266	253	300	(S)	328	(S)	331	1,124	989
Books, magazines, newspapers	129	136	147	139	118	125	130	143	142	141	157	146	145	551	494

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971				1970								
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,118	25,010	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,488	23,628	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,216	14,974	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,672	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,976	1,786	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,316	2,141	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	876	821	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,439	1,320	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	774	700	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	540	557	603	616	522	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,723	1,625	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	692	697	652	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	830	801	803	821	814	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,049	1,005	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	614	636	635	668	628	623	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,707	4,502	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,287	1,236	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,911	1,768	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,053	1,686	1,616	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,706	1,422	1,365	1,372	1,391	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,901	10,036	10,017	9,994	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,271	8,654	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,430	2,325	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,258	1,153	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	792	788	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,154	1,078	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	293	329	357	320	342	351	328	310	295	295	289	267
Wine, distilled spirits	837	831	812	797	758	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,097	1,050	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	747	722	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	672	652	666	664	681	665	671	653	661	665
Paper	457	445	451	458	452	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971				1970								
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	124	123	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	123	123	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	145	156	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	179	192	193	181	182	182	178	179	190	208
Electrical goods, total	196	188	164	171	173	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	145	146	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	192	196	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	145	158	156	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	174	188	185	168	173	177	167	168	179	192
Hardware	224	212	182	188	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	191	185	167	176	176	162	162	172	184
Lumber, construction materials, total	139	130	105	99	110	107	103	100	101	98	100	107	115
Lumber, millwork	139	131	101	101	(S)	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	186	188	191	177	191	190	179	186	207	190
Construction machinery, equipment	408	368	292	253	315	26	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	172	159	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	190	159	153	148	156	168	163	168	179	195
Iron, steel, and products	214	236	196	215	199	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	93	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	88	88	89	87	86	87	87	87	91	84
Groceries and related products, total	58	61	54	55	56	55	54	54	56	55	56	59	55
General-line groceries	72	79	70	71	70	70	69	68	70	70	69	74	72
Specialty-line groceries	74	73	64	67	71	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	106	107	105	103	96	101	101	105	104	76
Beer	75	74	69	72	74	67	65	58	58	57	63	67	52
Wine, distilled spirits	177	165	130	134	133	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	126	128	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	148	154	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	107	108	111	107	111	110	108	103	108	106
Paper	101	102	88	94	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1970				1970								
	Jan.	Feb.	Mar.	Apr.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Sales ADJUSTED for seasonal variations and trading day differences												
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,841	20,012	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,535	18,839	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,875	9,034	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,917	1,589	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,458	1,325	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	486	440	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	972	838	894	899	878	867	903	892	904	889
Lumber, construction materials	898	949	984	1,018	891	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,384	2,246	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,033	1,007	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	457	542	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	11,966	10,978	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,660	9,805	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,321	4,296	4,351	4,473	4,140	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,150	1,067	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	857	806	804	789	794	800	785	810	803	809
Tobacco, tobacco products	528	520	530	533	498	527	508	519	511	514	508	519	520
Dry goods, apparel	991	998	955	918	812	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	636	602	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,306	1,173	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,093	1,880	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
	Inventories ADJUSTED for seasonal variations												
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,063	24,942	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,403	23,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,026	14,773	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,646	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,328	2,130	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	770	693	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,678	1,582	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,022	971	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,633	4,453	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,029	1,655	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,037	10,169	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,377	8,760	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,437	2,351	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,167	1,091	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,098	1,051	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	683	659	664	652	667	671	674	662	653	660
	Stock-sales ratios based on ADJUSTED data												
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	125	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	124	125	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	164	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	152	167	157	156	159	154	158	151	156	154
Electrical goods	176	172	167	160	161	156	154	167	175	178	175	176	181
Furniture, home furnishings	156	153	149	158	158	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	173	189	177	177	183	187	181	184	182	186
Lumber, construction materials	112	108	104	100	109	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	194	198	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	196	164	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	93	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	88	89	87	89	88	88	88	88	89	90
Groceries and related products	55	54	55	54	57	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	102	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	129	132	132	128	130	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	107	109	107	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

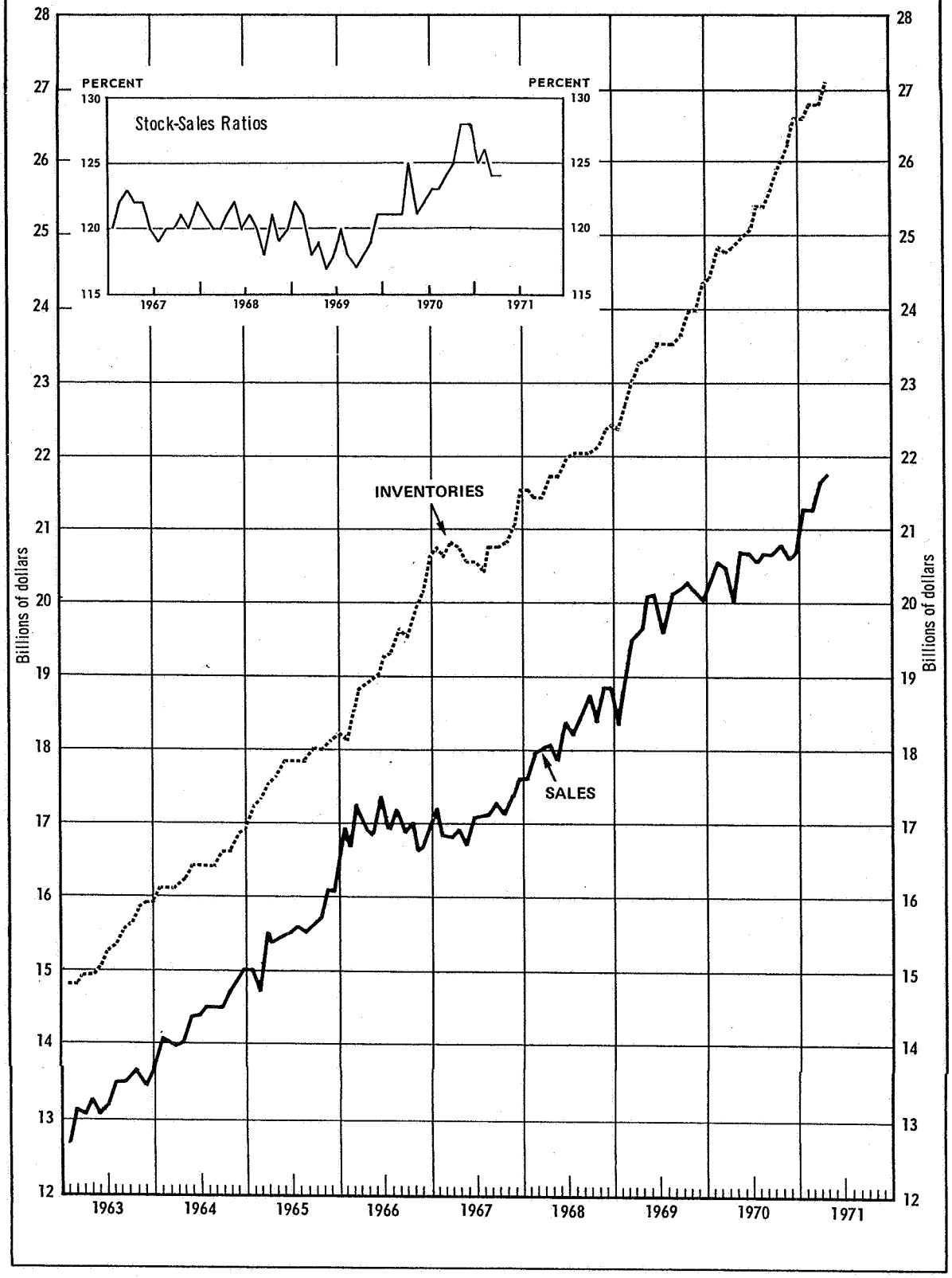


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: April 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	April 1971 from--		4 months 1971 from 4 months 1970	April 1971 from--		April 1971 from--		April 1971 from--	
	April 1970	March 1971		April 1970	March 1971	April 1970	March 1971	April 1970	March 1971
MERCHANT WHOLESALERS, TOTAL	+8	-3	+6	+8	+1	+9	+1	+9	+1
TOTAL (excluding farm products, raw materials)	+8	-1	+5	+8	+2	+9	+1	+8	+1
DURABLE GOODS, TOTAL	+9	+1	+4	+8	+3	+9	+1	+8	+2
Motor vehicles, automotive equipment, total	+19	+5	+15	+10	+1	+21	0	+10	+2
Automobiles, other motor vehicles	+20	0	+20	+10	+3	-	-	-	-
Automotive equipment, tires, tubes	+19	+9	+11	+11	0	-	-	-	-
Automotive equipment	+19	+7	+11	+11	0	-	-	-	-
Electrical goods, total	+10	-2	+6	+8	+2	+10	+7	+9	+3
Electrical supplies, apparatus	+7	+5	+2	+2	-	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+11	-6	+10	+9	+3	-	-	-	-
Appliances, TV, radio sets	+13	-6	+13	+14	+4	-	-	-	-
Furniture, home furnishings, total	+10	-7	+8	+11	+2	+10	-4	+11	+2
Furniture-household, office	-3	-4	-5	-11	0	-	-	-	-
Household furniture	+8	-1	+2	-13	-1	-	-	-	-
Office furniture	-11	-7	-10	-9	+1	-	-	-	-
Home furnishings, floor coverings	+15	-7	+13	+18	+2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+15	+6	+7	+6	+2	+16	+3	+6	0
Hardware	+12	-3	+7	+7	+1	-	-	-	-
General-line hardware	+12	-4	+10	+9	+1	-	-	-	-
Plumbing and heating equipment, supplies	+14	+10	+6	+4	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+23	+16	+10	+14	+6	-	-	-	-
Lumber, construction materials, total	+15	+8	+9	+4	+2	+14	+3	+5	0
Lumber, millwork	+13	+4	+10	+6	+5	-	-	-	-
Construction materials	+19	+16	+8	+1	-3	-	-	-	-
Machinery, equipment, supplies, total	+6	-2	+3	+5	+2	+6	-2	+4	0
Commercial machines, equipment	-8	-2	-9	+11	+4	-	-	-	-
Construction machinery, equipment	+30	+15	+18	+1	+4	-	-	-	-
Industrial machinery, equipment, supplies	0	-7	+1	+8	+4	-	-	-	-
Professional equipment, supplies	+18	-8	+14	+12	+2	-	-	-	-
Surgical, medical, hospital supplies	+26	-11	+20	+15	+2	-	-	-	-
Service-establishment equipment, supplies	-6	0	-5	+2	-1	-	-	-	-
Metals, metalwork (except scrap), total	+2	0	-6	+22	+9	+3	+4	+23	+5
Iron, steel, and products	+11	-1	+2	+20	+9	-	-	-	-
Nonferrous metals	-17	+1	-23	+31	+11	-	-	-	-
Scrap, waste materials, total[2]	-17	+2	-16	0	+1	-16	+5	0	+2
Iron, steel scrap	-16	+1	-13	0	-1	-	-	-	-
Waste materials	-18	+5	-20	+1	+3	-	-	-	-
Jewelry	-3	-10	-2	(S)	(S)	-4	-6	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	-5	+7	+9	-1	+9	0	+9	0
TOTAL (excluding farm products, raw materials)	+7	-4	+6	+7	0	+9	0	+7	+1
Groceries and related products, total	+6	-3	+3	+5	0	+8	+3	+4	+2
General-line groceries	+7	-3	+6	+9	-2	-	-	-	-
Voluntary groups	+7	-3	+7	+10	-3	-	-	-	-
Retailer cooperatives	+7	-5	+6	+20	-1	-	-	-	-
Nonaffiliated	+6	-1	+4	+3	-1	-	-	-	-
Specialty-line groceries	+7	-1	+4	+1	+3	-	-	-	-
Confectionery	+1	-8	+1	0	+1	-	-	-	-
Meats, meat products	+3	-4	+1	0	+4	-	-	-	-
Poultry, poultry products	-3	-2	-7	-13	-7	-	-	-	-
Fresh fruits, vegetables	+6	+3	+2	+3	0	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+8	-2	+8	+7	+1	+8	+2	+7	-2
Beer	+14	+3	+12	+12	+8	-	-	-	-
Wine, distilled spirits	+4	-5	+5	+5	-2	-	-	-	-
Drugs, chemicals, allied products, total	+7	-1	+4	+5	0	+6	+3	+4	-1
Drugs, drug proprietaries, druggists' sundries	+7	-3	+5	+4	-1	-	-	-	-
General-line drugs	+7	-6	+5	+2	0	-	-	-	-
Paints, varnishes	+2	+3	0	+8	+5	-	-	-	-
Other chemicals, allied products	+6	+2	+5	+7	0	-	-	-	-
Tobacco, tobacco products	+7	+1	+6	+5	+2	+7	+2	+5	+1
Dry goods, apparel, total	+13	-10	+14	(S)	(S)	+13	-4	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+10	-14	+12	(S)	(S)	-	-	-	-
Dry goods, notions	+13	-5	+14	(S)	(S)	-	-	-	-
Piece goods converters	+21	+11	+18	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+4	-5	+3	+3	+1	+6	0	+4	+3
Paper	+3	-5	+2	+1	+2	-	-	-	-
Stationery, office supplies	+6	-8	+3	+7	+1	-	-	-	-
Farm products (raw materials), total[2]	+7	-19	+14	+18	-11	+11	-2	+18	-1
Cotton	(S)	(S)	(S)	(S)	(S)	-	-	-	-
Grain	+2	-25	+14	(S)	(S)	-	-	-	-
Other nondurable goods, total	+10	-5	+11	+12	+1	+11	-4	+12	0
Amusement, sporting goods	+17	-6	+14	+16	+5	-	-	-	-
Books, magazines, newspapers	+18	-5	+12	+9	+3	-	-	-	-
Coal	-1	-5	+21	(S)	(S)	-	-	-	-
Farm supplies	+7	-2	+11	+22	+3	-	-	-	-

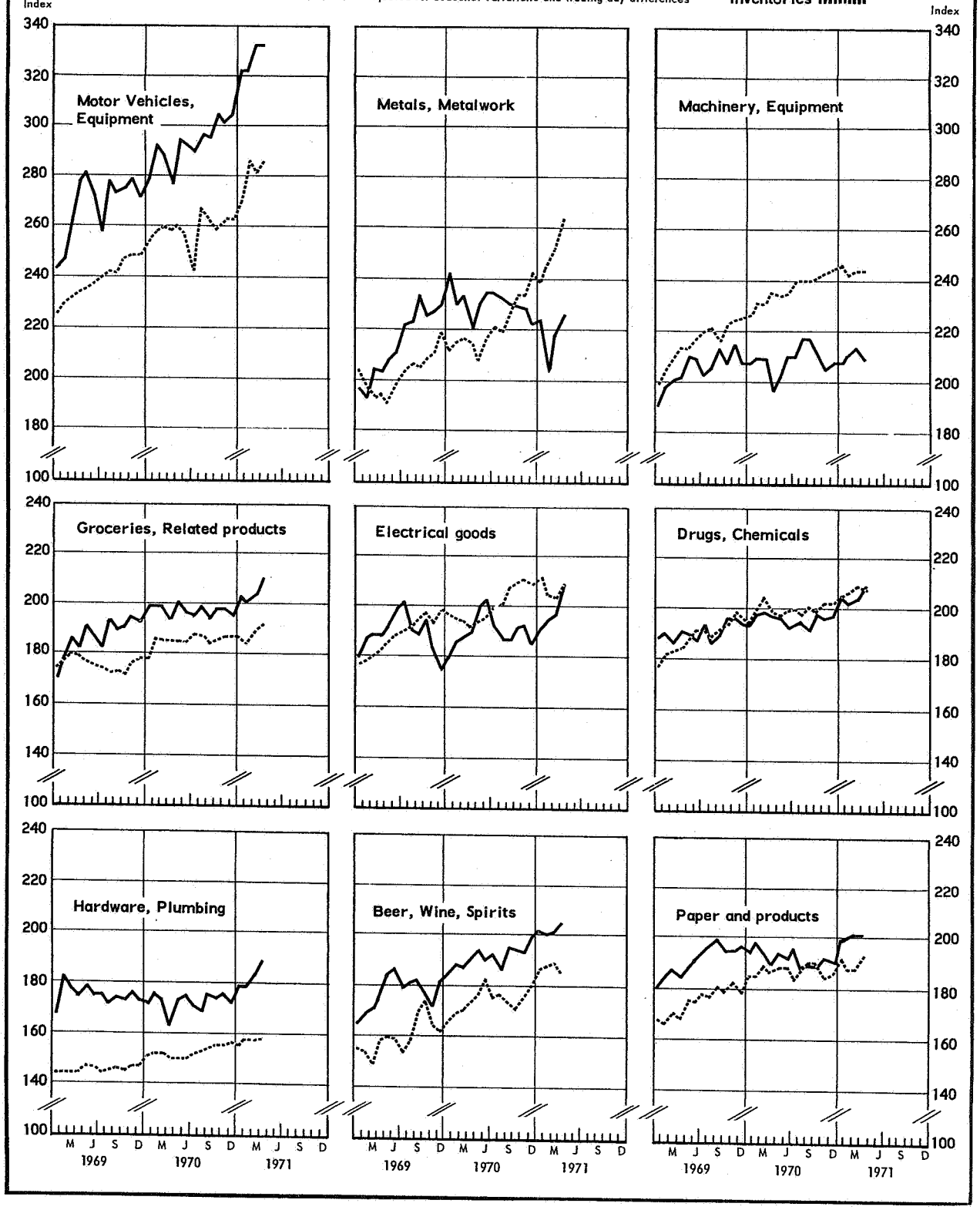
S Does not meet publication standards because of extreme variability or high nonresponse rate.
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

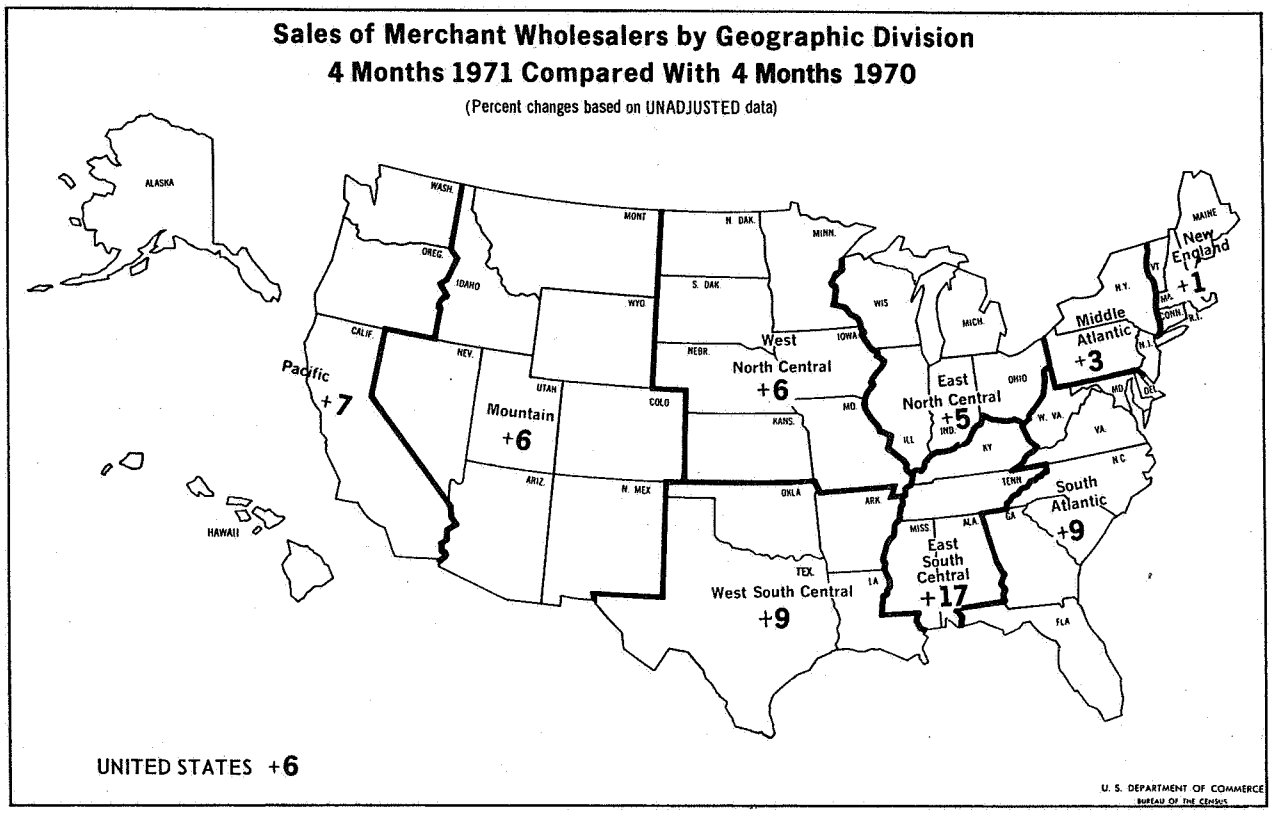
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····





6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971				1970									Total 4 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	21,937	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	82,831	78,243	0.8-0.9	0.8
New England	938	931	1,081	1,075	1,050	1,028	1,084	1,078	1,052	1,079	1,079	1,073	1,114	4,025	3,990	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,971	5,726	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	22,752	22,104	1-2	2
East North Central	3,432	3,390	3,992	3,874	3,590	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	14,684	14,009	2-2	2
West North Central	1,584	1,519	1,868	1,898	1,684	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	6,869	6,478	2-3	2
South Atlantic	1,967	2,046	2,347	2,327	2,081	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	8,688	7,991	2-3	3
East South Central	1,071	1,018	1,210	1,182	1,018	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	4,480	3,839	4-6	5
West South Central	1,688	1,750	1,913	1,845	1,724	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	7,196	6,573	2-5	3
Mountain	571	580	682	685	618	618	648	679	647	653	656	595	628	2,518	2,379	3-5	4
Pacific	2,654	2,674	3,211	3,080	2,842	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	11,619	10,881	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,181	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	37,034	35,463	1.3-1.6	1.5
New England	393	391	444	454	456	447	489	468	445	449	476	432	449	1,681	1,710	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,458	2,418	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	9,072	9,217	2-4	3
East North Central	1,585	1,571	1,913	1,949	1,695	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	7,013	6,683	2-5	3
West North Central	530	541	659	715	629	611	663	665	638	654	658	595	606	2,445	2,403	4-7	5
South Atlantic	964	990	1,131	1,148	1,031	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	4,233	3,795	3-6	4
East South Central	418	414	470	491	437	435	467	442	479	493	484	431	441	1,793	1,605	5-7	6
West South Central	795	843	961	958	903	877	940	914	908	934	907	811	894	3,558	3,268	2-5	3
Mountain	251	283	349	359	291	294	329	343	315	316	313	277	279	1,242	1,124	5-8	5
Pacific	1,315	1,378	1,655	1,650	1,511	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	5,997	5,657	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,756	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	45,798	42,780	1.2-1.5	1.2
New England	545	541	637	621	594	581	596	610	606	630	603	604	665	2,344	2,280	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,513	3,308	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	13,681	12,886	2-2	2
East North Central	1,848	1,819	2,079	1,926	1,894	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	7,671	7,326	2-4	3
West North Central	1,054	978	1,209	1,183	1,055	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	4,424	4,075	3-5	3
South Atlantic	1,003	1,056	1,217	1,180	1,050	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,172	4,455	4,196	3-5	4
East South Central	653	604	739	690	580	598	578	624	599	640	623	626	696	2,686	2,234	4-6	5
West South Central	893	907	952	887	821	856	848	804	787	860	911	904	994	3,639	3,305	4-6	4
Mountain	320	297	332	326	327	324	319	336	332	338	343	317	349	1,276	1,255	3-6	5
Pacific	1,339	1,297	1,556	1,430	1,331	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	5,621	5,223	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: April 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	April 1971 from--		4 months 1971 from 4 months 1970	April 1971 from--						
	April 1970	March 1971		April 1970	March 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+8	-3	+6	+8	+1	0.8	0.4	0.7	0.8	0.2
New England	+2	-1	+1	+4	+2	4.2	1.9	3.4	2.9	0.9
Middle Atlantic	+4	-4	+3	+6	+1	1.6	0.5	1.1	1.6	0.4
East North Central	+8	-3	+5	+13	+1	2.0	0.7	1.4	1.5	0.4
West North Central	+13	+2	+6	+14	+2	2.7	1.4	2.9	2.2	0.7
South Atlantic	+12	-1	+9	+10	0	2.0	1.7	1.9	2.3	0.5
East South Central	+16	-2	+17	+9	0	3.1	1.3	2.2	2.4	0.7
West South Central	+7	-4	+9	0	-1	2.8	1.2	1.4	2.5	0.7
Mountain	+11	0	+6	+8	0	4.2	2.4	2.8	4.9	1.2
Pacific	+8	-4	+7	+11	+3	2.4	1.5	1.6	2.8	0.6
Durable goods, total	+9	+1	+4	+8	+3	1.1	0.8	1.1	1.0	0.2
New England	-1	+2	-2	+4	+3	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+2	-2	-2	+10	+3	2.2	1.2	1.4	2.6	0.6
East North Central	+15	+2	+5	+14	+2	2.8	1.3	1.6	1.9	0.5
West North Central	+14	+9	+2	+9	+6	4.1	2.3	3.2	3.3	0.8
South Atlantic	+11	+1	+12	+10	+1	3.7	2.1	2.3	2.6	0.8
East South Central	+12	+4	+12	+7	+1	4.5	2.2	3.6	4.2	0.7
West South Central	+6	0	+9	-2	+1	3.6	1.9	2.1	2.8	0.8
Mountain	+23	+3	+10	+10	+1	7.0	3.9	3.9	5.4	1.1
Pacific	+9	0	+6	+6	+4	3.2	3.1	3.3	3.0	0.7
Nondurable goods, total	+7	-5	+7	+9	-1	1.0	0.5	0.8	1.4	0.4
New England	+4	-3	+3	+5	+2	5.5	2.4	5.0	6.6	1.6
Middle Atlantic	+6	-5	+6	+1	-2	1.9	0.9	1.8	1.8	0.9
East North Central	+2	-7	+5	+9	0	2.4	1.0	2.1	2.8	0.8
West North Central	+12	-2	+9	+19	-3	3.2	1.8	3.2	3.3	1.4
South Atlantic	+12	-3	+6	+11	-2	2.1	1.1	2.2	2.9	0.9
East South Central	+19	-7	+21	+10	-1	4.2	1.6	2.4	3.0	1.0
West South Central	+8	-7	+10	+6	-5	3.2	1.6	2.4	8.2	1.4
Mountain	0	-2	+2	+4	-1	4.9	2.2	4.1	6.2	2.6
Pacific	+7	-8	+8	+20	+1	3.6	1.8	2.1	5.7	0.9
Automotive equipment, tire, tubes	+19	+9	+11	+11	0	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	+1	-	-	-	-	2
Middle Atlantic	+10	+7	+7	+7	+3	9	4	4	9	1
East North Central	+35	+13	+14	+23	+2	8	4	5	6	1
West North Central	(S)	+21	+16	(S)	+1	-	5	8	-	1
South Atlantic	(S)	+3	+15	+14	-2	-	4	4	7	1
East South Central	+13	+20	+11	-9	-6	9	4	6	9	2
West South Central	+18	0	+15	+2	-2	9	6	4	9	1
Mountain	(S)	+11	-2	(S)	(S)	-	5	9	9	1
Pacific	(S)	+3	+4	+13	0	-	3	9	8	2
Electrical supplies, apparatus	+7	+5	+2	+7	+2	3	1	2	3	1
New England	(S)	-5	0	-6	0	-	4	5	9	1
Middle Atlantic	+12	+7	+2	+14	+2	9	4	6	8	1
East North Central	-3	-1	-4	+2	+2	7	2	4	7	1
West North Central	+20	+26	-2	+5	+6	9	5	7	6	2
South Atlantic	+8	+1	+9	+9	+2	6	2	6	6	1
East South Central	+9	+6	-3	(S)	-6	9	3	6	-	2
West South Central	(S)	0	-5	-17	+3	-	2	6	9	2
Mountain	(S)	+20	+36	(S)	+5	-	4	8	-	1
Pacific	+15	+5	+6	+22	+2	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+11	-6	+10	+9	+3	3	2	3	3	1
New England	(S)	(S)	(S)	(S)	+3	-	-	-	-	2
Middle Atlantic	-4	-13	+4	+3	+8	9	4	6	5	2
East North Central	+23	-5	+15	+12	-1	7	4	6	6	2
West North Central	+36	-1	(S)	(S)	+4	9	4	-	-	3
South Atlantic	+15	+1	+16	+27	+1	6	3	5	8	3
East South Central	(S)	-7	+24	(S)	+4	-	5	9	-	2
West South Central	+2	-7	+9	(S)	+4	9	3	6	-	1
Mountain	(S)	-3	(S)	(S)	-4	-	6	-	-	5
Pacific	+16	0	(S)	-5	+2	8	3	-	7	2
Furniture, home furnishings, total	+10	-7	+8	+11	+2	4	3	4	3	1
New England	(S)	-2	(S)	(S)	-7	-	5	-	-	2
Middle Atlantic	-6	-12	0	+18	+3	7	4	6	6	1
East North Central	(S)	(S)	(S)	+22	+1	-	4	-	9	2
West North Central	(S)	+5	+10	(S)	-5	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	0	-	-	-	-	2
West South Central	(S)	(S)	(S)	(S)	+5	-	-	-	-	2
Mountain	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3
Pacific	0	-7	-3	0	+4	8	6	8	7	3
Hardware	+12	-3	+7	+7	+1	2	2	2	2	1
New England	(S)	(S)	(S)	(S)	+1	-	-	-	-	2
Middle Atlantic	+2	-4	-4	-1	-4	6	4	6	7	1
East North Central	+21	-5	+10	+21	+1	5	3	3	5	1
West North Central	+9	-1	+3	+2	+5	8	3	4	5	1
South Atlantic	+6	-2	+15	+4	+1	9	3	6	8	1
East South Central	+16	+5	+10	+6	-3	5	1	3	6	1
West South Central	(S)	-14	+15	+1	+2	-	4	4	8	1
Pacific	+19	-3	+6	(S)	+3	9	4	5	-	2
Plumbing and heating equipment, supplies	+14	+10	+6	+4	+1	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	-12	+2	-5	-10	0	8	4	5	8	1
East North Central	+49	+17	+12	+15	0	6	4	4	5	1

See footnotes at end of table.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: April 1971 --Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in-- Sales: April 1971 from-- April 1970	Sales: April 1971 from-- March 1971	Sales: 4 months 1971 from 4 months 1970	Inventories: April 1971 from-- April 1970	Inventories: April 1971 from-- March 1971	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	+17	+4	(S)	+3	-	-	8	-	2
South Atlantic	+8	+7	+5	(S)	+2	9	4	8	-	1
East South Central	(S)	+11	+5	(S)	+2	-	6	7	-	3
West South Central	(S)	-2	+17	(S)	-3	-	5	5	-	2
Pacific	+18	+9	+10	+12	+3	8	5	6	6	2
Lumber, construction materials, total	+15	+8	+9	+4	+2	4	2	2	3	1
New England	(S)	+5	+1	(S)	+2	-	6	9	-	3
Middle Atlantic	+7	+15	0	+13	0	8	5	6	9	2
East North Central	+32	+23	+12	+1	+2	9	2	6	6	2
West North Central	+3	+2	+3	+6	+5	9	4	5	9	2
South Atlantic	+7	+5	+10	(S)	+7	8	3	6	-	2
West South Central	(S)	+2	+28	(S)	-6	-	6	6	-	2
Mountain	(S)	+16	+22	(S)	-6	-	5	9	-	2
Pacific	+15	+1	+7	+17	+6	7	4	5	7	2
Industrial machinery, equip. supplies dist.	0	-7	+1	+8	+4	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	+2	-	-	-	-	5
East North Central	(S)	-6	-6	+5	+1	-	2	7	8	1
South Atlantic	(S)	(S)	+2	(S)	+2	-	-	8	-	2
East South Central	(S)	(S)	-2	(S)	+9	-	-	9	-	6
West South Central	0	0	+6	-1	+5	9	5	6	2	1
General-line grocery wholesalers	+7	-3	+6	+9	-2	2	1	1	2	1
New England	(S)	-4	-14	(S)	-4	-	2	6	-	2
Middle Atlantic	+24	+1	+15	+19	-2	4	1	2	7	2
East North Central	+3	-3	+4	+6	-3	6	1	2	6	2
West North Central	+1	-4	+2	+8	-1	4	1	3	5	1
South Atlantic	+31	-3	+14	+24	-2	7	3	6	7	2
East South Central	+12	+2	+7	0	-2	6	2	4	9	2
West South Central	-4	-5	+3	+4	+1	8	1	3	9	2
Mountain	-7	-8	+1	+1	-3	5	1	4	9	1
Pacific	-4	-10	+4	+7	-3	6	1	3	6	3
Specialty-line grocery wholesalers	+7	-1	+4	+1	+3	3	2	2	4	1
Middle Atlantic	0	-3	-4	-21	+5	6	3	3	6	2
East North Central	+8	+4	+7	+8	+3	7	3	7	9	3
West North Central	(S)	+1	(S)	(S)	+2	9	3	-	9	2
South Atlantic	+3	-6	+1	+18	+2	8	4	5	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3
West South Central	(S)	-8	+13	(S)	(S)	-	6	6	-	-
Mountain	(S)	+14	(S)	(S)	+12	-	6	-	-	2
Pacific	(S)	-1	+11	(S)	+5	-	5	8	-	3
Fresh fruit, vegetable wholesalers	+6	+3	+2	+3	0	4	2	2	5	2
New England	(S)	+4	+17	(S)	-1	-	3	9	-	-
Middle Atlantic	+14	+5	+4	+11	+13	8	4	7	8	3
East North Central	-5	+6	-6	+6	-3	7	2	4	9	3
West North Central	(S)	+5	+8	+15	+6	-	4	9	8	4
South Atlantic	(S)	+4	+13	(S)	0	-	4	4	-	4
East South Central	(S)	+3	+11	(S)	+3	-	6	6	-	5
West South Central	(S)	-3	-9	(S)	-5	-	4	8	-	4
Mountain	(S)	(S)	(S)	(S)	-3	-	5	-	-	5
Pacific	-8	-2	-4	-12	-10	9	4	6	9	4
Drug wholesalers (general and specialty lines)	+7	-3	+5	+4	-1	3	1	2	3	1
New England	(S)	+14	(S)	(S)	+5	-	4	-	-	2
Middle Atlantic	-7	-1	+1	-7	0	8	3	4	6	2
East North Central	+13	-6	+10	+8	-2	5	3	5	8	3
West North Central	+14	-7	+9	+14	-1	9	3	5	8	3
South Atlantic	+30	0	+10	+14	-1	7	3	3	9	2
East South Central	(S)	-8	+5	(S)	+2	-	3	8	-	3
West South Central	+15	-4	+8	+10	+1	6	2	4	8	2
Mountain	(S)	-6	-2	(S)	-2	-	1	8	-	2
Pacific	+5	-7	+4	-2	-3	8	3	6	7	2
Tobacco distributors	+7	+1	+6	+5	+2	2	1	1	3	1
New England	(S)	0	0	+4	+6	-	3	6	9	1
Middle Atlantic	+8	-1	+6	-1	-1	5	2	2	6	1
East North Central	+9	0	+9	+6	+1	7	2	4	7	2
West North Central	+2	+3	+5	(S)	+2	9	2	7	-	2
South Atlantic	+3	+9	+2	+7	+4	6	2	2	8	1
East South Central	+14	+1	+9	+28	+5	8	3	4	9	2
West South Central	+1	-5	+6	+4	+3	8	2	7	8	2
Mountain	(S)	-3	+18	(S)	+2	-	3	7	-	6
Pacific	+14	-2	+12	(S)	+2	9	2	8	-	4
Dry goods, apparel wholesalers	+13	-10	+14	(S)	(S)	4	2	3	3	1
New England	(S)	-13	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+13	-8	+15	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	-6	(S)	(S)	-	-	9	-	2
South Atlantic	(S)	-14	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1] See map page 8.

[2] The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for March 1971.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used adjust the sales and inventory data in this report wei developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigne weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1:6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).--Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).--Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.--Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification Liquor departments of drug wholesalers, however, ar included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).--Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwea of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).--Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).--Establishments primarily engaged in wholesale distribution of

ommercial stationery; office supplies including enve-opes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).--Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).--Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).--Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).--Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).--Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).--Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).--Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).--Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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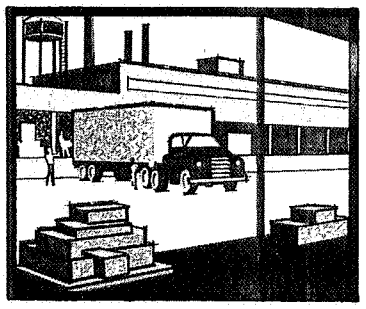


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Monthly Wholesale Trade



MAY 1971

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Sales and Inventories

Sales--May 1971 sales of merchant wholesalers were estimated at $21.9 billion. After adjustment for seasonal variations and trading day differences but not for price changes, May sales amounted to $22.3 billion, up 2 percent from last month and 8 percent above May 1970. Adjusted March-through-May average sales were up 4 percent above the December-through-February period and were 8 percent above the average sales for the comparable months of a year ago.

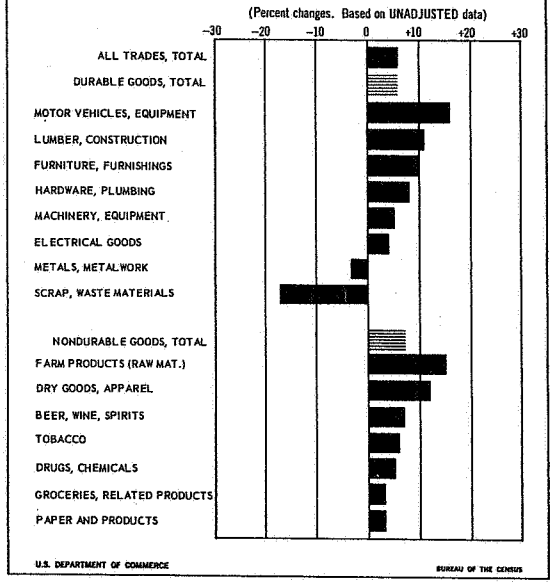
After adjustment, May sales in the durable goods trades increased 4 percent from the previous month and were 9 percent above May 1970. Nondurable goods sales were virtually unchanged from April but were 7 percent above the same month a year ago. Average monthly sales in the durable goods group during the March-through-May period were 6 percent above the prior 3 months and were 8 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 2 percent above the December-through-February period and 8 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends, with 10 trade groups showing gains; 5 indicating declines; and 2 no change. The sharper increases were reported in furniture, home furnishings (9%), machinery, equipment, supplies (8%),and metals, metalwork (7%). The larger declines were noted in dry goods, apparel (-4%) and beer, wine, distilled alcoholic beverages (-3%). Compared with sales a year ago, all trade groups showed increases except scrap,waste materials (-21%) and electrical goods (-1%). Among the larger increases were furniture,home furnishings (23%), farm products,raw materials (19%), motor vehicles, automotive equipment (16%), lumber, construction material (15%),and machinery,equipment, supplies (14%).

Inventories--Total inventories of merchant wholesalers were valued at $27.1 billion at the end of May. After adjustment for seasonal variations,May inventories were 0.4 percent above April and 9 percent over last year. Durable goods stocks were up 1 percent from last month and were 9 percent above May 1970. Nondurable goods stocks were virtually unchanged during May but were 8 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 5 trade groups showing gains; 7 indicating declines; and 3 no change. The larger increases were noted in furniture, home furnishings (7%) and metals, metalwork (4%), while the sharpest decline was noted in scrap, waste materials (-6%). Changes from the year-ago levels were more substantial with all trades showing increases except scrap, waste materials (-7%),lumber,construction materials (no change), and paper, paper products (no change). Among the sharper increases were metals, metalwork (30%), furniture, home furnishings (14%), and farm products, raw materials (13%).

Sales of Merchant Wholesalers in Selected Kinds of Business
5 Months 1971 Compared With 5 Months 1970



Stock-Sales Ratio--The May stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 122 percent, 2 percent below the previous month but 1 percent above the May 1970 ratio. The stock-sales ratio for durable goods was 157 percent, down 5 percent from the previous month but unchanged from the year ago ratio. The ratio for nondurable goods was 91 percent, 1 percent below April and the same as the ratio for May 1970.

An advance release of May 1971 data was issued on July 6, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971					1970								Total 5 months	
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	21,908	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	104,798	98,490
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,578	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	98,261	92,805
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,178	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	47,237	44,757
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,041	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	9,359	8,042
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,058	922	1,015	1,017	1,017	1,032	1,043	985	894	4,910	4,411
Automotive equipment	762	789	876	919	906	792	877	875	878	885	899	845	765	4,251	3,815
Electrical goods, total	1,180	1,219	1,375	1,307	1,247	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	6,328	6,077
Electrical supplies, apparatus	492	515	577	596	583	578	649	631	611	630	659	608	594	2,762	2,721
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	664	669	771	736	693	770	798	800	781	3,566	3,355
Appliances, TV, radio sets	462	485	552	490	464	449	543	518	484	529	555	560	543	2,453	2,239
Furniture, home furnishings, total	381	411	525	486	500	413	463	442	457	502	489	459	448	2,303	2,090
Furniture-household, office	110	114	133	131	129	114	135	120	136	135	134	125	136	618	624
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	1,686	1,466
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	975	885	971	936	914	964	966	892	828	4,483	4,162
Hardware	303	326	380	370	354	321	343	336	336	352	361	341	323	1,733	1,606
General-line hardware	167	186	216	208	200	176	194	193	194	200	206	193	179	978	883
Plumbing and heating, supplies	381	390	437	480	479	435	491	462	457	485	488	450	415	2,168	2,023
Air conditioning, refrigeration equipment, supplies	89	94	121	137	142	129	137	138	121	127	117	101	91	583	533
Lumber, construction materials, total	715	786	977	1,059	1,076	939	983	978	972	992	1,004	900	834	4,613	4,173
Lumber, millwork	443	485	632	657	660	(S)	(S)	595	(S)	607	615	565	528	2,876	2,597
Construction materials	272	301	345	402	416	360	386	383	381	(S)	(S)	(S)	306	1,737	1,576
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,639	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	12,147	11,549
Construction machinery, equipment	311	343	442	498	486	376	(S)	(S)	393	415	431	366	378	2,081	1,740
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,217	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	5,661	5,423
Professional equipment, supplies	319	335	397	353	374	314	375	362	352	379	381	351	375	1,779	1,558
Service-establishment equipment, supplies	143	142	167	168	163	164	176	168	169	163	167	164	162	783	815
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,103	1,056	1,120	1,079	1,046	1,075	1,055	990	985	5,097	5,276
Iron, steel, and products	728	646	800	812	835	696	774	730	743	762	748	687	698	3,821	3,601
Nonferrous metals	224	228	(S)	(S)	268	360	346	(S)	303	313	307	(S)	287	1,276	1,675
Scrap, waste materials, total	396	407	481	474	453	564	550	523	472	469	484	402	398	2,211	2,68
Iron, steel scrap	239	253	299	285	272	342	334	323	286	295	309	251	243	1,348	1,6
Waste materials	157	154	182	189	181	223	216	201	185	174	176	151	155	863	1,0
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,730	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	57,561	53,733
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,399	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	51,023	48,048
Groceries and related products, total	4,101	3,832	4,521	4,376	4,381	4,215	4,306	4,340	4,167	4,270	4,342	4,151	4,317	21,211	20,537
General-line groceries	1,681	1,529	1,821	1,757	1,739	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	8,527	8,070
Specialty-line groceries	1,069	1,044	1,202	1,186	1,155	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	5,656	5,437
Confectionery	83	83	96	92	88	87	92	93	92	98	105	96	97	443	436
Meat, meat products	802	741	886	827	865	839	810	834	790	842	838	785	844	4,121	4,102
Poultry, poultry products	179	166	184	182	185	179	183	191	184	186	182	193	201	895	941
Fresh fruits, vegetables	288	268	331	332	349	345	358	358	299	287	287	273	294	1,569	1,551
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,113	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	5,069	4,746
Beer	385	399	480	496	531	506	537	568	533	517	471	429	510	2,290	2,071
Wine, distilled spirits	474	503	626	595	582	578	595	554	522	598	674	707	900	2,780	2,675
Drugs, chemicals, allied products, total	789	769	879	869	827	779	807	786	797	817	846	784	836	4,134	3,946
Drugs, drug proprietaries, sundries	487	459	520	504	466	454	462	462	477	504	524	484	536	2,435	2,337
General-line drugs	222	206	239	228	214	205	210	221	223	237	237	218	231	1,108	1,054
Paints, varnishes	30	32	39	41	42	40	43	42	41	42	40	36	32	185	182
Other chemicals, allied products	272	278	321	325	318	285	302	282	279	271	282	264	267	1,514	1,426
Tobacco, tobacco products	479	461	526	537	534	512	528	545	519	542	526	500	571	2,537	2,386
Dry goods, apparel, total	899	919	996	911	817	781	845	861	927	972	976	931	833	4,542	4,046
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	374	(S)	389	428	482	499	494	466	393	2,140	1,931
Dry goods, notions	330	326	347	334	297	295	329	322	(S)	(S)	338	333	299	1,634	1,462
Paper, paper products, excluding wallpaper, total	591	573	664	641	613	599	620	612	603	624	633	610	624	3,081	2,992
Paper	451	436	513	502	481	476	490	477	471	484	485	461	477	2,382	2,320
Stationery, office supplies	140	136	152	139	132	122	130	136	132	140	148	149	147	699	672
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,330	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	6,538	5,685
Grain	916	873	1,057	806	961	794	810	767	862	870	964	1,038	1,053	4,613	4,006
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,114	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	10,449	9,396
Amusement, sporting goods	223	(S)	328	322	306	252	266	253	300	(S)	328	(S)	331	1,443	1,242
Books, magazines, newspapers	129	136	147	140	140	125	130	143	142	141	157	146	145	692	619

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971					1970							
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,131	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,679	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,299	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,913	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,981	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,303	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	884	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,419	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	800	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	540	557	603	599	634	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,731	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	692	703	696	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	835	803	821	814	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,020	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	614	636	635	660	643	623	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,833	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,338	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,985	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	2,076	1,616	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,757	1,365	1,372	1,391	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,832	10,017	9,994	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,380	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,384	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,235	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	774	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,185	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	293	329	350	358	342	351	328	310	295	295	289	267
Wine, distilled spirits	837	831	812	800	827	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,109	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	756	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	668	666	664	681	665	671	653	661	665
Paper	457	445	451	456	455	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971					1970							
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	124	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	125	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	143	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	187	193	181	182	182	178	179	190	208
Electrical goods, total	196	188	164	175	185	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	146	152	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	214	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	145	157	160	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	185	168	173	177	167	168	179	192
Hardware	224	212	182	190	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	174	185	167	176	176	162	162	172	184
Lumber, construction materials, total	139	130	105	97	95	107	103	100	101	98	100	107	115
Lumber, millwork	139	131	101	101	97	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	183	191	177	191	190	179	186	207	190
Construction machinery, equipment	408	368	292	266	275	326	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	163	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	188	153	148	156	168	163	168	179	195
Iron, steel, and products	214	236	196	210	211	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	89	87	86	87	87	87	91	84
Groceries and related products, total	58	61	54	55	54	55	54	54	56	55	56	59	55
General-line groceries	72	79	70	70	71	70	69	68	70	70	69	74	72
Specialty-line groceries	74	73	64	65	67	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	107	105	103	96	101	101	105	104	76
Beer	75	74	69	71	67	67	65	58	58	57	63	67	52
Wine, distilled spirits	177	165	130	134	142	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	109	111	107	111	110	108	103	108	106
Paper	101	102	88	91	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12; Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971					1970							
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,302	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	20,928	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,267	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	1,978	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,379	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	525	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	983	894	899	878	867	903	892	904	889
Lumber, construction materials	898	949	984	1,019	1,053	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,634	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,114	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	444	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,035	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,661	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,321	4,296	4,351	4,447	4,421	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,117	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	853	804	789	794	800	785	810	803	809
Tobacco, tobacco products	528	520	530	541	543	527	508	519	511	514	508	519	520
Dry goods, apparel	991	998	955	934	897	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	635	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,374	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,195	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,163	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,162	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,934	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,278	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	808	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,674	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	977	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,780	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,082	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,001	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,370	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,391	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,157	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,126	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	665	664	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	122	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	122	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	157	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	148	157	156	159	154	158	151	156	154
Electrical goods	176	172	167	163	165	156	154	167	175	178	175	176	181
Furniture, home furnishings	156	153	149	157	154	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	177	177	183	187	181	184	182	186
Lumber, construction materials	112	108	104	99	93	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	193	181	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	187	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	87	89	88	88	88	88	89	90
Groceries and related products	55	54	55	54	54	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	104	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	105	107	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

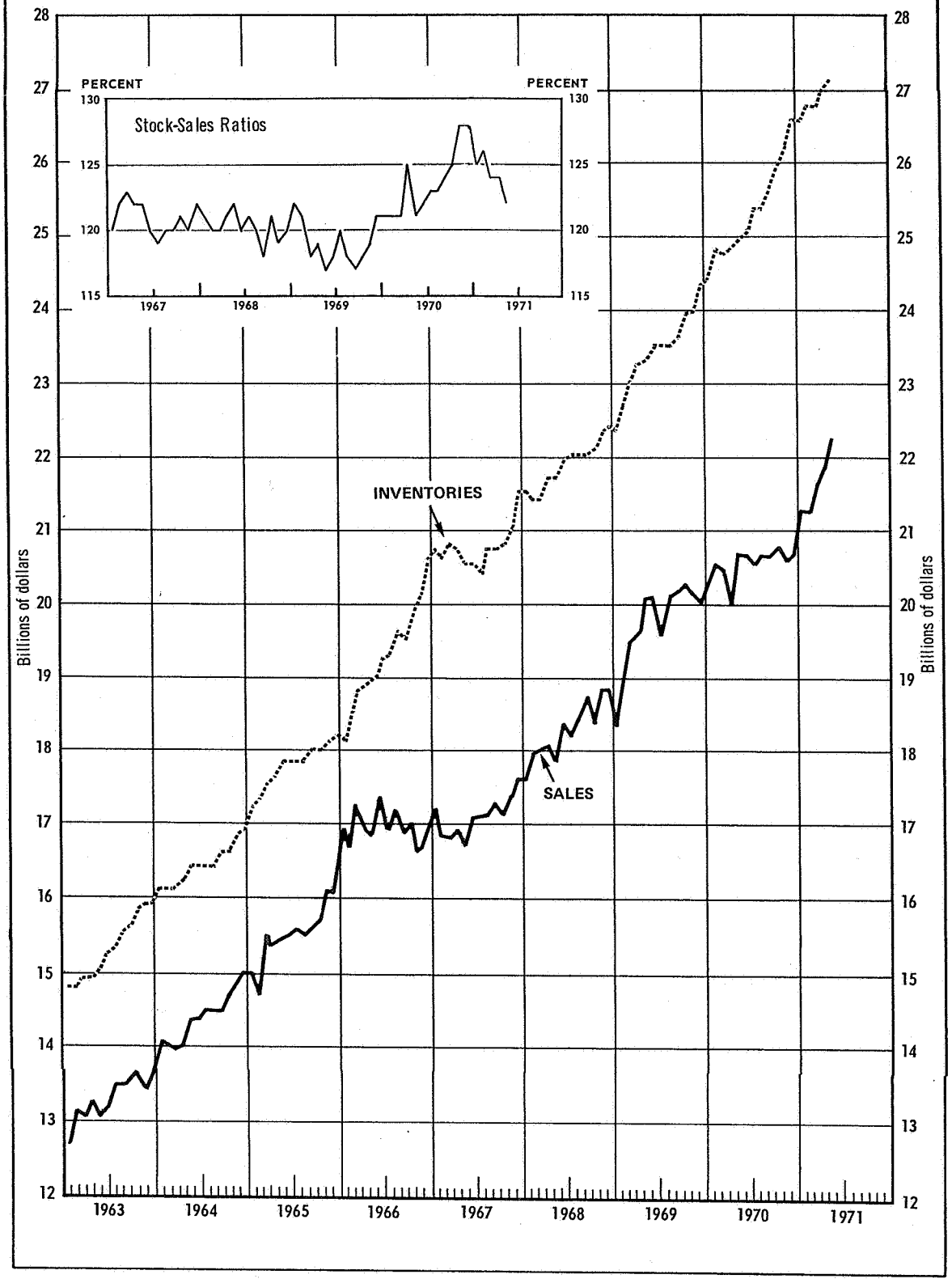


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: May 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	May 1971 from--		5 months 1971 from 5 months 1970	May 1971 from--		May 1971 from--		May 1971 from--	
	May 1970	April 1971		May 1970	April 1971	May 1970	April 1971	May 1970	April 1971
MERCHANT WHOLESALERS, TOTAL	+8	0	+6	+9	0	+8	+2	+9	0
TOTAL (excluding farm products, raw materials)	+8	-1	+6	+9	+1	+7	+2	+8	+1
DURABLE GOODS, TOTAL	+10	0	+6	+9	+1	+9	+4	+9	+1
Motor vehicles, automotive equipment, total	+19	-1	+16	+10	-1	+16	+2	+10	0
Automobiles, other motor vehicles	+25	+1	+23	+8	-7	-	-	-	-
Automotive equipment, tires, tubes	+15	-3	+11	+11	+1	-	-	-	-
Automotive equipment	+14	-1	+11	+11	+1	-	-	-	-
Electrical goods, total	0	-5	+4	+4	+1	-1	-2	+5	-1
Electrical supplies, apparatus	+1	-2	+2	+3	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	-1	-7	+6	+5	0	-	-	-	-
Appliances, TV, radio sets	+3	-5	+10	+16	+1	-	-	-	-
Furniture, home furnishings, total	+21	+3	+10	+14	+5	+23	+9	+14	+7
Furniture-household, office	+14	-1	-1	-3	+2	-	-	-	-
Household furniture	+14	-7	+5	-6	0	-	-	-	-
Office furniture	+13	+5	-6	-1	+4	-	-	-	-
Home furnishings, floor coverings	+24	+4	+15	+20	+6	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+10	-1	+8	+6	0	+10	+1	+6	-1
Hardware	+10	-4	+8	+6	-1	-	-	-	-
General-line hardware	+13	-4	+11	+9	-2	-	-	-	-
Plumbing and heating equipment, supplies	+10	0	+7	+4	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+10	+3	+9	+16	-1	-	-	-	-
Lumber, construction materials, total	+15	+2	+11	+1	-1	+15	+3	0	-3
Lumber, millwork	+14	+1	+11	+3	-3	-	-	-	-
Construction materials	+16	+3	+10	-1	+2	-	-	-	-
Machinery, equipment, supplies, total	+13	+2	+5	+8	+1	+14	+8	+8	+1
Commercial machines, equipment	-4	+2	-7	+1	-7	-	-	-	-
Construction machinery, equipment	+29	-2	+20	+6	+1	-	-	-	-
Industrial machinery, equipment, supplies	+12	+4	+4	+11	+1	-	-	-	-
Professional equipment, supplies	+19	+6	+14	+10	+2	-	-	-	-
Surgical, medical, hospital supplies	+30	+4	+21	+20	+3	-	-	-	-
Service-establishment equipment, supplies	-1	-3	-4	-2	-4	-	-	-	-
Metals, metalwork (except scrap), total	+4	+1	-3	+28	+2	+6	+7	+30	+4
Iron, steel, and products	+20	+3	+6	+29	+3	-	-	-	-
Nonferrous metals	-26	-2	-24	+27	-1	-	-	-	-
Scrap, waste materials, total[2]	-20	-5	-17	-6	-6	-21	+1	-7	-6
Iron, steel scrap	-20	-4	-15	-3	-4	-	-	-	-
Waste materials	-19	-5	-20	-10	-8	-	-	-	-
Jewelry	+5	-3	-1	(S)	(S)	+3	+3	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	-1	+7	+8	-1	+7	0	+8	0
TOTAL (excluding farm products, raw materials)	+6	-2	+6	+7	+1	+5	0	+7	0
Groceries and related products, total	+4	0	+3	+4	0	+3	-1	+2	0
General-line groceries	+6	-1	+6	+6	0	-	-	-	-
Voluntary groups	+9	0	+7	+9	-1	-	-	-	-
Retailer cooperatives	+5	-2	+6	+19	+1	-	-	-	-
Nonaffiliated	+1	-2	+3	-3	-1	-	-	-	-
Specialty-line groceries	+4	-3	+4	-1	0	-	-	-	-
Confectionery	+1	-4	+2	-1	0	-	-	-	-
Meats, meat products	+3	+5	0	-1	0	-	-	-	-
Poultry, poultry products	+3	+2	-5	-11	+1	-	-	-	-
Fresh fruits, vegetables	+1	+5	+1	-1	+2	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+3	+2	+7	+5	+3	+3	-3	+4	-1
Beer	+5	+7	+11	+5	+2	-	-	-	-
Wine, distilled spirits	+1	-2	+4	+4	+3	-	-	-	-
Drugs, chemicals, allied products, total	+6	-5	+5	+8	+2	+6	0	+8	+3
Drugs, drug proprietaries, druggists' sundries	+3	-7	+4	+5	+3	-	-	-	-
General-line drugs	+5	-6	+5	+6	0	-	-	-	-
Paints, varnishes	+7	+5	+1	+10	+2	-	-	-	-
Other chemicals, allied products	+12	-2	+6	+14	0	-	-	-	-
Tobacco, tobacco products	+4	0	+6	+6	+3	+3	0	+5	+2
Dry goods, apparel, total	+5	-10	+12	(S)	(S)	+5	-4	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+4	-11	+11	(S)	(S)	-	-	-	-
Dry goods, notions	+1	-11	+12	(S)	(S)	-	-	-	-
Piece goods converters	+15	-6	+18	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+2	-4	+3	0	0	+3	-2	0	-2
Paper	+1	-4	+3	-3	0	-	-	-	-
Stationery, office supplies	+8	-5	+4	+7	+1	-	-	-	-
Farm products (raw materials), total[2]	+21	+13	+15	+16	-11	+19	+5	+13	-2
Cotton	+25	-14	+24	(S)	(S)	-	-	-	-
Grain	+21	+19	+16	(S)	(S)	-	-	-	-
Other nondurable goods, total	+12	-4	+11	+12	+1	+11	+4	+12	0
Amusement, sporting goods	+21	-5	+16	+21	+4	-	-	-	-
Books, magazines, newspapers	+12	0	+12	+10	+1	-	-	-	-
Coal	-7	-2	+15	(S)	(S)	-	-	-	-
Farm supplies	+2	-21	+9	+27	+2	-	-	-	-

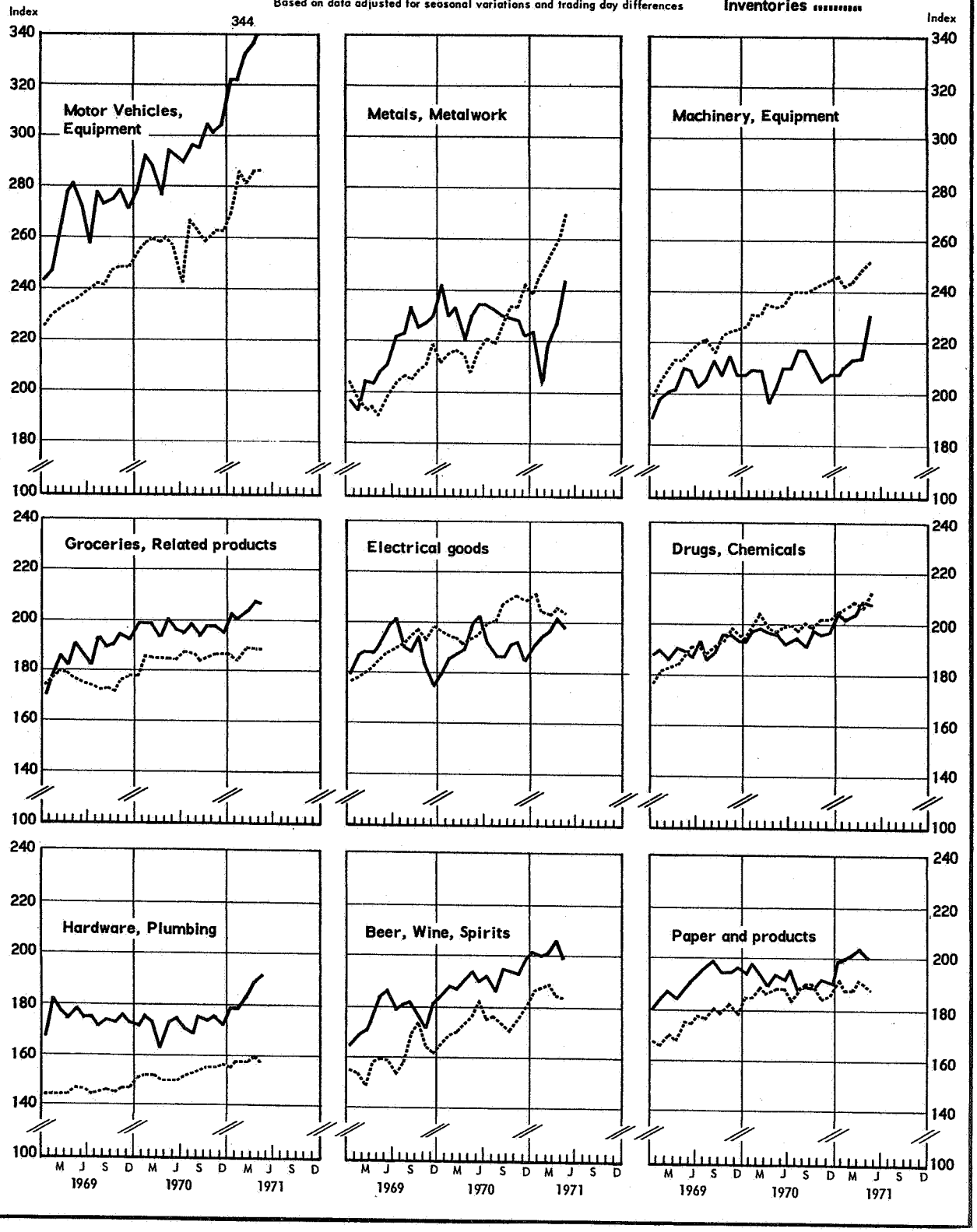
S Does not meet publication standards because of extreme variability or high nonresponse rate.
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

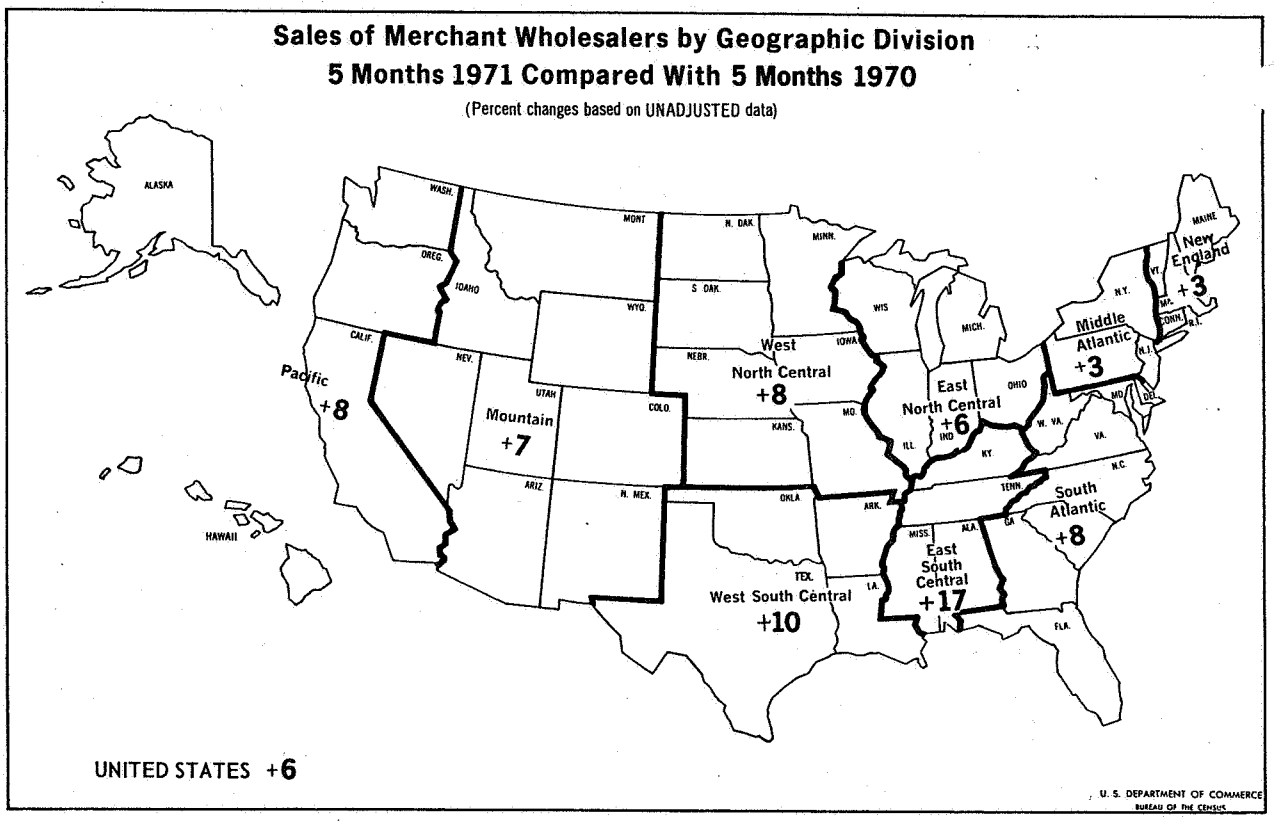
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····





6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971					1970								Total 5 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	21,908	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	104,798	98,490	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,110	1,028	1,084	1,078	1,052	1,079	1,079	1,073	1,114	5,145	5,018	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,854	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	28,567	27,788	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,907	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	18,652	17,664	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,871	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	8,724	8,112	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,238	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	10,887	10,052	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,204	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	5,693	4,872	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,910	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	9,160	8,306	2-5	3
Mountain	571	580	682	689	672	618	648	679	647	653	656	595	628	3,194	2,997	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,143	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	14,776	13,692	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,178	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	47,237	44,757	1.3-1.6	1.5
New England	393	391	444	461	488	447	489	468	445	449	476	432	449	2,177	2,157	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,442	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	11,509	11,659	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,885	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	8,882	8,410	2-5	3
West North Central	530	541	659	688	666	611	663	665	638	654	658	595	606	3,084	3,014	4-7	5
South Atlantic	964	990	1,131	1,168	1,156	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	5,409	4,828	3-6	4
East South Central	418	414	470	511	523	435	467	442	479	493	484	431	441	2,336	2,040	5-7	6
West South Central	795	843	961	986	995	877	940	914	908	934	907	811	894	4,580	4,145	2-5	3
Mountain	251	283	349	354	332	294	329	343	315	316	313	277	279	1,569	1,418	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,692	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	7,693	7,087	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,730	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	57,561	53,733	1.2-1.5	1.2
New England	545	541	637	623	622	581	596	610	606	630	603	604	665	2,969	2,861	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,412	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	17,060	16,129	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,022	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	9,772	9,254	2-4	3
West North Central	1,054	978	1,209	1,195	1,205	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	5,641	5,099	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,082	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,178	5,477	5,225	3-5	4
East South Central	653	604	739	679	681	598	578	624	599	640	623	626	696	3,356	2,832	4-6	5
West South Central	893	907	952	913	915	856	848	804	787	860	911	904	994	4,579	4,161	4-6	4
Mountain	320	297	332	335	340	324	319	336	332	338	343	317	349	1,625	1,579	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,452	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	7,083	6,594	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: May 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	May 1971 from--		5 months 1971 from 5 months 1970	May 1971 from--						
	May 1970	April 1971		May 1970	April 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+8	0	+6	+9	0	0.8	0.4	0.7	0.8	0.2
New England	+8	+2	+3	+4	-2	4.2	1.9	3.4	2.9	0.9
Middle Atlantic	+3	-1	+3	+5	0	1.6	0.5	1.1	1.6	0.4
East North Central	+7	-1	+6	+16	+2	2.0	0.7	1.4	1.5	0.4
West North Central	+15	-1	+8	+16	-2	2.7	1.4	2.9	2.2	0.7
South Atlantic	+9	-2	+8	+8	0	2.0	1.7	1.9	2.3	0.5
East South Central	+16	+1	+17	+9	0	3.1	1.3	2.2	2.4	0.7
West South Central	+10	+1	+10	+2	0	2.8	1.2	1.4	2.5	0.7
Mountain	+9	-3	+7	+8	+2	4.2	2.4	2.8	4.9	1.2
Pacific	+12	+2	+8	+10	-1	2.4	1.5	1.6	2.8	0.6
Durable goods, total	+10	0	+6	+9	+0	1.1	0.8	1.1	1.0	0.2
New England	+9	+6	+1	+4	-2	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	0	-0	-1	+7	-2	2.2	1.2	1.4	2.6	0.6
East North Central	+9	-2	+6	+16	+3	2.8	1.3	1.6	1.9	0.5
West North Central	+9	-2	+3	+13	+1	4.1	2.3	3.2	3.3	0.8
South Atlantic	+12	-1	+12	+8	+1	3.7	2.1	2.3	2.6	0.8
East South Central	+20	+2	+15	+15	+4	4.5	2.2	3.6	4.2	0.7
West South Central	+14	+1	+11	+2	+3	3.6	1.9	2.1	2.8	0.8
Mountain	+13	-6	+11	+11	+2	7.0	3.9	3.9	5.4	1.1
Pacific	+18	+2	+9	+7	-2	3.2	3.1	3.3	3.0	0.7
Nondurable goods, total	+7	-1	+7	+8	-1	1.0	0.5	0.8	1.4	0.4
New England	+7	0	+4	+3	-1	5.5	2.4	5.0	6.6	1.6
Middle Atlantic	+5	-2	+6	+3	+2	1.9	0.9	1.8	1.8	0.9
East North Central	+5	+1	+5	+14	+2	2.4	1.0	2.1	2.8	0.8
West North Central	+18	+1	+11	+20	-5	3.2	1.8	3.2	3.3	1.4
South Atlantic	+5	-3	+5	+6	-2	2.1	1.1	2.2	2.9	0.9
East South Central	+14	0	+19	+4	-4	4.2	1.6	2.4	3.0	1.0
West South Central	+7	0	+10	+3	-6	3.2	1.6	2.4	8.2	1.4
Mountain	+5	+1	+3	+3	+2	4.9	2.2	4.1	6.2	2.6
Pacific	+6	+1	+7	+15	+2	3.6	1.8	2.1	5.7	0.9
Automotive equipment, tire, tubes	+15	-3	+11	+11	+1	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
Middle Atlantic	+8	+1	+8	+1	+1	9	4	4	9	1
East North Central	+12	+3	+11	+18	-1	8	4	5	6	1
West North Central	(S)	-8	+13	(S)	+3	-	5	8	-	1
South Atlantic	(S)	+1	+17	+11	+5	-	4	4	7	1
East South Central	+29	-6	+16	+23	+2	9	4	6	9	2
West South Central	+22	-1	+16	+12	+1	9	6	4	9	1
Mountain	(S)	-6	-4	+4	+2	-	5	9	9	1
Pacific	(S)	-4	+5	+15	+1	-	3	9	8	2
Electrical supplies, apparatus	+1	-2	+2	+3	+1	3	1	2	3	1
New England	(S)	-17	-1	-8	(S)	-	4	5	9	1
Middle Atlantic	-4	+1	0	+5	-3	9	4	6	8	1
East North Central	-14	-5	-6	-1	+3	7	2	4	7	1
West North Central	+22	+6	0	-6	0	9	5	7	6	2
South Atlantic	+21	+1	+12	+10	+3	6	2	6	6	1
East South Central	-13	-5	-6	(S)	+1	9	3	6	-	2
West South Central	(S)	-6	-4	-7	+4	-	2	6	9	2
Mountain	(S)	-7	+34	(S)	+7	-	4	8	-	1
Pacific	+16	-1	+7	+22	+1	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	-1	-7	+6	+5	0	3	2	3	3	1
New England	(S)	(S)	(S)	(S)	-2	-	-	-	-	2
Middle Atlantic	-3	-8	+3	+2	-1	9	4	6	5	2
East North Central	0	-12	+11	+14	+2	7	4	6	6	2
West North Central	+3	-4	(S)	(S)	+1	9	4	-	-	3
South Atlantic	+2	-4	+10	+12	+2	6	3	5	8	3
East South Central	(S)	-5	+19	(S)	-1	-	5	9	-	2
West South Central	-5	-2	+8	(S)	+3	9	3	6	-	1
Mountain	(S)	-1	(S)	(S)	+2	-	6	-	-	5
Pacific	+2	-4	(S)	-3	-2	8	3	-	7	2
Furniture, home furnishings, total	+21	+3	+10	+14	+5	4	3	4	3	1
New England	(S)	+5	(S)	(S)	(S)	-	5	-	-	2
Middle Atlantic	+5	-1	0	+20	+3	7	4	6	6	1
East North Central	(S)	+10	(S)	+50	+14	-	4	-	9	2
West North Central	(S)	-3	+9	(S)	0	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	+3	-	-	-	-	2
West South Central	(S)	(S)	(S)	(S)	0	-	-	-	-	2
Mountain	(S)	(S)	(S)	(S)	+10	-	-	-	-	3
Pacific	+19	+8	+1	+11	+3	8	6	8	7	3
Hardware	+10	-4	+8	+6	-1	2	2	2	2	1
New England	(S)	(S)	(S)	(S)	-7	-	-	-	-	2
Middle Atlantic	-4	-4	-5	-11	0	6	4	6	7	1
East North Central	+19	-4	+12	+16	0	5	3	3	5	1
West North Central	+8	-1	+4	+2	-2	8	3	4	5	1
South Atlantic	+1	-6	+15	-3	-5	9	3	6	8	1
East South Central	+24	-3	+13	+13	-1	5	1	3	6	1
West South Central	(S)	-11	+16	+14	0	-	4	4	8	1
Pacific	+11	-8	+6	(S)	+2	9	4	5	-	2
Plumbing and heating equipment, supplies	+10	0	+7	+4	+1	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	+3	-	-	-	-	2
Middle Atlantic	+8	-4	+2	0	-10	8	4	5	8	1
East North Central	+11	0	+8	-3	+2	6	4	4	5	1

See footnotes at end of table.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: May 1971--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	May 1971 from--		5 months 1971 from 5 months 1970	May 1971 from--						
	May 1970	April 1971		May 1970	April 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+7	(S)	+3	-	-	8	-	2
South Atlantic	+11	+5	+7	(S)	+7	9	4	8	-	1
East South Central	(S)	+8	+1	(S)	0	-	6	7	-	3
West South Central	(S)	+2	+18	(S)	+4	-	5	5	-	2
Pacific	+12	+3	+9	+4	+2	8	5	6	6	2
Lumber, construction materials, total	+15	+2	+11	+1	-1	4	2	2	3	1
New England	(S)	+7	+4	(S)	+4	-	6	9	-	3
Middle Atlantic	+1	+5	-1	+7	-2	8	5	6	9	2
East North Central	+23	+3	+14	+1	0	9	2	6	6	2
West North Central	+11	-1	+7	-4	0	9	4	5	9	2
South Atlantic	+27	-4	+15	(S)	-1	8	3	6	-	2
West South Central	(S)	+2	+33	(S)	+8	-	6	6	-	2
Mountain	(S)	+2	+18	(S)	-3	-	5	9	-	2
Pacific	+9	0	+6	-8	-9	7	4	5	7	2
Industrial machinery, equip. supplies dist	+12	+4	+4	+11	+1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	-11	-	-	-	-	5
East North Central	(S)	-8	-2	+9	+1	-	2	7	8	1
South Atlantic	(S)	(S)	0	(S)	-2	-	-	8	-	2
East South Central	(S)	(S)	+3	(S)	+5	-	-	9	-	6
West South Central	+18	+4	+9	+5	+5	9	5	6	2	1
General-line grocery wholesalers	+5	-1	+6	+6	0	2	1	1	2	1
New England	(S)	+3	-12	(S)	+2	-	2	6	-	2
Middle Atlantic	+14	-4	+13	+3	-1	4	1	2	7	2
East North Central	+11	-1	+6	+15	0	6	1	2	6	2
West North Central	-1	-1	+1	+5	+2	4	1	3	5	1
South Atlantic	+16	-3	+11	+16	-2	7	3	6	7	2
East South Central	+10	+3	+7	-4	-1	6	2	4	9	2
West South Central	-3	-2	+3	+7	+1	8	1	3	9	2
Mountain	-0	+3	+1	+1	+3	5	1	4	9	1
Pacific	-5	+1	+3	+5	-1	6	1	3	6	3
Specialty-line grocery wholesalers	+4	-3	+4	-1	0	3	2	2	4	1
Middle Atlantic	-5	-4	-4	-8	+6	6	3	3	6	2
East North Central	+13	-1	+9	+1	+1	7	3	7	9	3
West North Central	(S)	-7	(S)	(S)	-2	9	3	-	9	2
South Atlantic	0	-7	0	-7	-2	8	4	5	9	2
East South Central	(S)	(S)	(S)	(S)	-1	-	-	-	-	3
West South Central	(S)	-4	+8	(S)	-2	-	6	6	-	-
Mountain	(S)	-1	(S)	(S)	-3	-	6	-	-	2
Pacific	(S)	+4	+12	(S)	-4	-	5	8	-	3
Fresh fruit, vegetable wholesalers	+1	+5	+1	-1	+2	4	2	2	5	2
New England	(S)	+13	+11	(S)	(S)	-	3	9	-	-
Middle Atlantic	-2	+8	+1	-21	+39	8	4	7	8	3
East North Central	+4	+9	-4	+11	-1	7	2	4	9	3
West North Central	(S)	-1	+7	+11	0	-	4	9	8	4
South Atlantic	(S)	+8	+11	(S)	-8	-	4	4	-	4
East South Central	(S)	+3	+3	(S)	-6	-	6	6	-	5
West South Central	(S)	-1	-9	(S)	-1	-	4	8	-	4
Mountain	(S)	-3	(S)	(S)	(S)	-	5	-	-	5
Pacific	+8	+1	0	+3	0	9	4	6	9	4
Drug wholesalers (general and specialty lines)	+3	-7	+4	+5	+3	3	1	2	3	1
New England	(S)	-8	(S)	(S)	0	-	4	-	-	2
Middle Atlantic	0	-8	+2	+3	+5	8	3	4	6	2
East North Central	+2	-8	+9	+3	0	5	3	5	8	3
West North Central	+7	-5	+9	+14	0	9	3	5	8	3
South Atlantic	+7	-8	+7	+6	2	7	3	3	9	2
East South Central	(S)	-8	+4	(S)	0	-	3	8	-	3
West South Central	+6	-9	+7	+9	+1	6	2	4	8	2
Mountain	(S)	-7	0	(S)	-3	-	1	8	-	2
Pacific	+10	-6	+7	+13	+8	8	3	6	7	2
Tobacco distributors	+4	0	+6	+6	+3	2	1	1	3	1
New England	(S)	+2	0	-12	(S)	-	3	6	9	1
Middle Atlantic	0	-1	+4	+5	+8	5	2	2	6	1
East North Central	+1	-1	+8	-5	+1	7	2	4	7	2
West North Central	+18	+5	+8	(S)	+6	9	2	7	-	2
South Atlantic	+13	-1	+6	+18	+1	6	2	2	8	1
East South Central	+23	0	+10	+37	+4	8	3	4	9	2
West South Central	+2	-4	+7	-1	+2	8	2	7	8	2
Mountain	(S)	+3	+16	(S)	(S)	-	3	7	-	6
Pacific	-0	-3	+8	(S)	-2	9	2	8	-	4
Dry goods, apparel wholesalers	+5	-10	+12	(S)	(S)	4	2	3	3	1
New England	(S)	-4	(S)	(S)	+2	-	6	-	-	2
Middle Atlantic	+4	-13	+13	+6	+4	5	3	3	3	1
East North Central	(S)	(S)	-3	(S)	+1	-	-	9	-	2
South Atlantic	(S)	-5	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	+9	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1] See map page 8.

[2] The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for March 1971.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to-- for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).--Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, a included with "wine, distilled spirits" (part of SIC 5095,.

Paints, varnishes (SIC 5028).--Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwea of leather, rubber, and other materials (SIC 5039,. Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).--Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

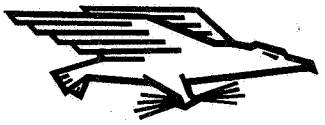
Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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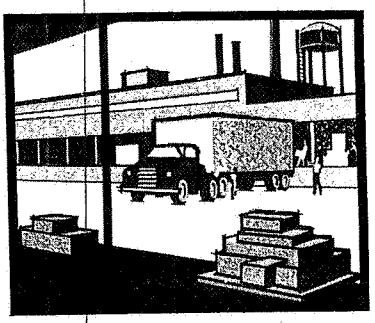
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

JUNE 1971



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Sales and Inventories

Sales– June 1971 sales of merchant wholesalers were estimated at $23.8 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, June sales amounted to $22.8 billion, up 2 percent from last month and 11 percent above June 1970. Adjusted April-through-June average sales were up 4 percent above the January-through-March period and were 9 percent above the average sales for the comparable months of a year ago.

After adjustment, June sales in the durable goods trades increased 2 percent from the previous month and were 12 percent above June 1970. Nondurable goods sales increased 1 percent from May and were 9 percent above the same month a year ago. Average monthly sales in the durable goods group during the April-through-June period were 8 percent above the prior 3 months and 7 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 2 percent above the January-through-March period and 10 percent above the average for the same period a year ago.

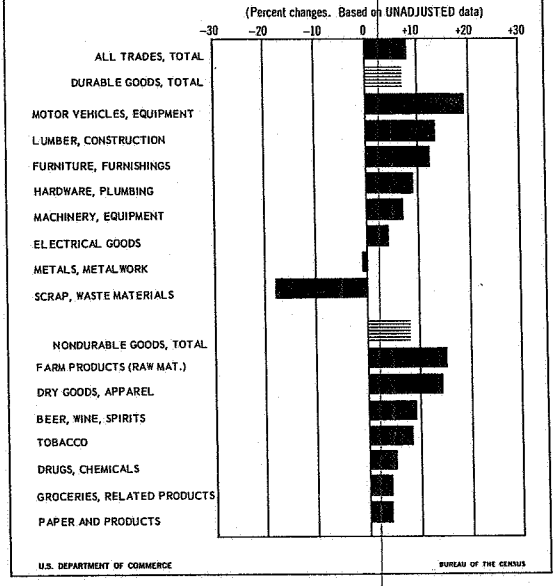
Based on adjusted data, most trade groups showed increases from their previous month's sales levels, with the larger gains shown in lumber, construction material (6%), motor vehicles, automotive equipment (5%), furniture, home furnishings (5%), and beer, wine, and spirits (5%). Declines were shown only in scrap, waste materials (-7%) and jewelry (-3%). Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-20%) and electrical goods which showed no change. Among the larger increases were motor vehicles, automotive equipment (27%), lumber, construction materials (27%), and dry goods apparel (18%).

Inventories–Total inventories of merchant wholesalers were valued at $27.4 billion at the end of June. After adjustment for seasonal variations, June inventories were up 1 percent from May and were 9 percent above the year-ago level. Durable goods stocks were up 0.6 percent from last month and were 9 percent above June 1970. Nondurable goods stocks increased 2 percent during June and were 9 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 8 trade groups showing gains; 5 indicating declines; and 4 no change. The largest increase was noted in farm products, raw materials (6%) while the largest decline was noted in furniture, home furnishings (-3%). Changes from year-ago levels were more substantial with all trades showing increases except scrap, waste materials which decreased 6 percent. Among the sharper increases were metals, metalwork (24%), farm products, raw materials (18%), and motor vehicles, automotive equipment (13%).

Stock-Sales Ratio–The June stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 120 percent, 1 percent below the previous month and 2 percent below the June 1970 ratio. The stock-sales ratio for durable goods was 153 percent, down 3 percent from the previous month and 4 percent below the June 1970 ratio. The ratio for nondurable goods was 91 percent, unchanged from the May ratio and 1 percent below June 1970.

Sales of Merchant Wholesalers in Selected Kinds of Business 6 Months 1971 Compared With 6 Months 1970



An advance release of June 1971 data was issued on August 6, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971						1970							Total 6 months	
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,806	21,291	20,972	20,623	21,410	21,757	20,704	21,404	128,749	119,782
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,524	20,178	19,924	19,504	20,242	20,455	19,279	19,926	120,928	112,995
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,328	10,020	9,699	9,437	9,794	9,863	9,121	9,095	58,648	54,777
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,091	2,328	1,829	1,840	1,697	1,691	1,786	1,678	1,639	11,736	9,871
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,174	1,015	1,017	1,017	1,032	1,043	985	894	6,109	5,426
Automotive equipment	762	789	876	919	923	998	877	875	878	885	899	845	765	5,266	4,692
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,442	1,420	1,368	1,304	1,400	1,457	1,408	1,375	7,793	7,497
Electrical supplies, apparatus	492	515	577	596	591	652	649	631	611	630	659	608	594	3,421	3,371
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	791	771	736	693	770	798	800	781	4,372	4,126
Appliances, TV, radio sets	462	485	552	490	466	534	543	518	484	529	555	560	543	3,014	2,783
Furniture, home furnishings, total	381	411	525	486	495	554	463	442	457	502	489	459	448	2,851	2,553
Furniture-household, office	110	114	133	131	124	(S)	135	120	136	135	134	125	136	753	759
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	2,098	1,794
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,094	971	936	914	964	966	892	828	5,587	5,133
Hardware	303	326	380	370	357	390	343	336	336	352	361	341	323	2,126	1,949
General-line hardware	167	186	216	208	199	222	194	193	194	200	206	193	179	1,199	1,077
Plumbing and heating, supplies	381	390	437	480	487	534	491	462	457	485	488	450	415	2,709	2,514
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	170	137	138	121	127	117	101	91	752	670
Lumber, construction materials, total	715	786	977	1,059	1,072	1,234	983	978	972	992	1,004	900	834	5,843	5,156
Lumber, millwork	443	485	632	657	657	773	(S)	595	(S)	607	615	565	528	3,645	3,193
Construction materials	272	301	345	402	415	461	386	383	381	(S)	(S)	(S)	306	2,197	1,963
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,890	2,551	2,414	2,431	2,526	2,442	2,211	2,392	15,040	14,100
Construction machinery, equipment	311	343	442	498	479	501	(S)	(S)	393	415	431	366	378	2,575	2,186
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,324	1,134	1,098	1,127	1,174	1,098	1,011	1,121	6,993	6,557
Professional equipment, supplies	319	335	397	353	373	431	375	362	352	379	381	351	375	2,208	1,933
Service-establishment equipment, supplies	143	142	167	168	159	175	176	168	169	163	167	164	162	954	991
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,198	1,120	1,079	1,046	1,075	1,055	990	985	6,301	6,396
Iron, steel, and products	728	646	800	812	836	917	774	730	743	762	748	687	698	4,739	4,376
Nonferrous metals	224	228	(S)	(S)	274	281	346	(S)	303	313	307	(S)	287	1,562	2,021
Scrap, waste materials, total	396	407	481	474	455	442	550	523	472	469	484	402	398	2,656	3,238
Iron, steel scrap	239	253	299	285	271	266	334	323	286	295	309	251	243	1,612	1,940
Waste materials	157	154	182	189	184	177	216	201	185	174	176	151	155	1,044	1,298
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,478	11,271	11,272	11,186	11,616	11,894	11,583	12,308	70,101	65,005
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,196	10,158	10,225	10,068	10,448	10,592	10,158	10,831	62,281	58,206
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,657	4,306	4,340	4,167	4,270	4,342	4,151	4,317	25,894	24,843
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,830	1,688	1,762	1,674	1,734	1,780	1,684	1,701	10,355	9,759
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,228	1,176	1,102	1,130	1,123	1,150	1,121	1,180	6,870	6,613
Confectionery	83	83	96	92	89	95	92	93	92	98	105	96	97	540	528
Meat, meat products	802	741	886	827	897	908	810	834	790	842	838	785	844	5,061	4,911
Poultry, poultry products	179	166	184	182	188	195	183	191	184	186	182	193	201	1,093	1,125
Fresh fruits, vegetables	288	268	331	332	355	401	358	358	299	287	287	273	294	1,975	1,909
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,316	1,132	1,122	1,055	1,115	1,146	1,135	1,410	6,420	5,879
Beer	385	399	480	496	546	633	537	568	533	517	471	429	510	2,938	2,609
Wine, distilled spirits	474	503	626	595	601	684	595	554	522	598	674	707	900	3,482	3,270
Drugs, chemicals, allied products, total	789	769	879	869	821	856	807	786	797	817	846	784	836	4,983	4,753
Drugs, drug proprietaries, sundries	487	459	520	504	468	493	462	462	477	504	524	484	536	2,930	2,799
General-line drugs	222	206	239	228	211	227	210	221	223	237	237	218	231	1,331	1,264
Paints, varnishes	30	32	39	41	42	47	43	42	41	42	40	36	32	231	225
Other chemicals, allied products	272	278	321	325	311	316	302	282	279	271	282	264	267	1,822	1,729
Tobacco, tobacco products	479	461	526	537	547	602	528	545	519	542	526	500	571	3,152	2,914
Dry goods, apparel, total	899	919	996	911	851	988	845	861	927	972	976	931	833	5,564	4,891
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	389	428	482	499	494	466	393	2,637	2,320
Dry goods, notions	330	326	347	334	318	358	329	322	(S)	(S)	338	333	299	2,013	1,791
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	661	620	612	603	624	633	610	624	3,749	3,612
Paper	451	436	513	502	484	521	490	477	471	484	485	461	477	2,906	2,811
Stationery, office supplies	140	136	152	139	135	141	130	136	132	140	148	149	147	843	801
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,281	1,113	1,047	1,119	1,168	1,302	1,425	1,478	7,821	6,798
Grain	916	873	1,057	806	959	905	810	767	862	870	964	1,038	1,053	5,516	4,815
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,116	1,920	1,959	2,000	2,108	2,124	2,046	2,239	12,519	11,316
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	266	253	300	(S)	328	(S)	331	1,774	1,508
Books, magazines, newspapers	129	136	147	140	138	152	130	143	142	141	157	146	145	842	749

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971						1970						
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,365	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,992	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,447	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,995	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,025	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,412	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	912	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,500	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	782	726	725	742	733	703	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	(S)	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,736	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	692	703	703	701	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	839	821	814	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,015	982	984	974	1,004	968	955
Lumber, millwork	614	636	635	660	652	682	636	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,763	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,299	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,970	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,047	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,708	1,372	1,391	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,918	9,994	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,545	8,843	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,420	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,244	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	78 789	794	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,246	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	293	329	350	362	352	351	328	310	295	295	289	267
Wine, distilled spirits	837	831	812	800	859	894	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,098	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	751	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	687	664	681	665	671	653	661	665
Paper	457	445	451	456	464	467	462	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971						1970						
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	115	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	145	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	129	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	172	181	182	182	178	179	190	208
Electrical goods, total	196	188	164	175	187	167	158	163	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	146	154	140	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	190	181	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	145	157	158	141	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	168	173	177	167	168	179	192
Hardware	224	212	182	190	197	180	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	157	167	176	176	162	162	172	184
Lumber, construction materials, total	139	130	105	97	97	87	103	100	101	98	100	107	115
Lumber, millwork	139	131	101	101	99	88	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	165	177	191	190	179	186	207	190
Construction machinery, equipment	408	368	292	266	270	259	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	171	148	156	168	163	168	179	195
Iron, steel, and products	214	236	196	210	201	186	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	88	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	85	87	86	87	87	87	91	84
Groceries and related products, total	58	61	54	55	55	52	54	54	56	55	56	59	55
General-line groceries	72	79	70	70	71	68	69	68	70	70	69	74	72
Specialty-line groceries	74	73	64	65	69	65	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	103	96	101	101	105	104	76
Beer	75	74	69	71	66	56	65	58	58	57	63	67	52
Wine, distilled spirits	177	165	130	134	143	131	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	128	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	152	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	104	107	111	110	108	103	108	106
Paper	101	102	88	91	96	90	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971						1970						
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,830	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,457	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,599	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,132	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,412	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	544	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,004	899	878	867	903	892	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,116	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,686	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,136	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	446	417	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,231	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,858	9,939	10,105	10,079	10,085	10,138	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,431	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,214	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	843	789	794	800	785	810	803	809
Tobacco, tobacco products	528	520	530	541	556	574	508	519	511	514	508	519	520
Dry goods, apparel	991	998	955	934	934	973	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	639	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,373	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,184	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,403	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,714	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,225	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,957	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,355	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	768	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,692	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,702	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,078	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,178	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,489	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,454	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,211	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,107	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	674	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	153	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	139	156	159	154	158	151	156	154
Electrical goods	176	172	167	163	167	167	154	167	175	178	175	176	181
Furniture, home furnishings	156	153	149	157	153	141	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	177	183	187	181	184	182	186
Lumber, construction materials	112	108	104	99	95	92	112	109	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	193	179	175	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	183	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	87	89	88	88	88	88	89	90
Groceries and related products	55	54	55	54	54	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	108	103	107	100	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	131	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	105	107	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1] Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

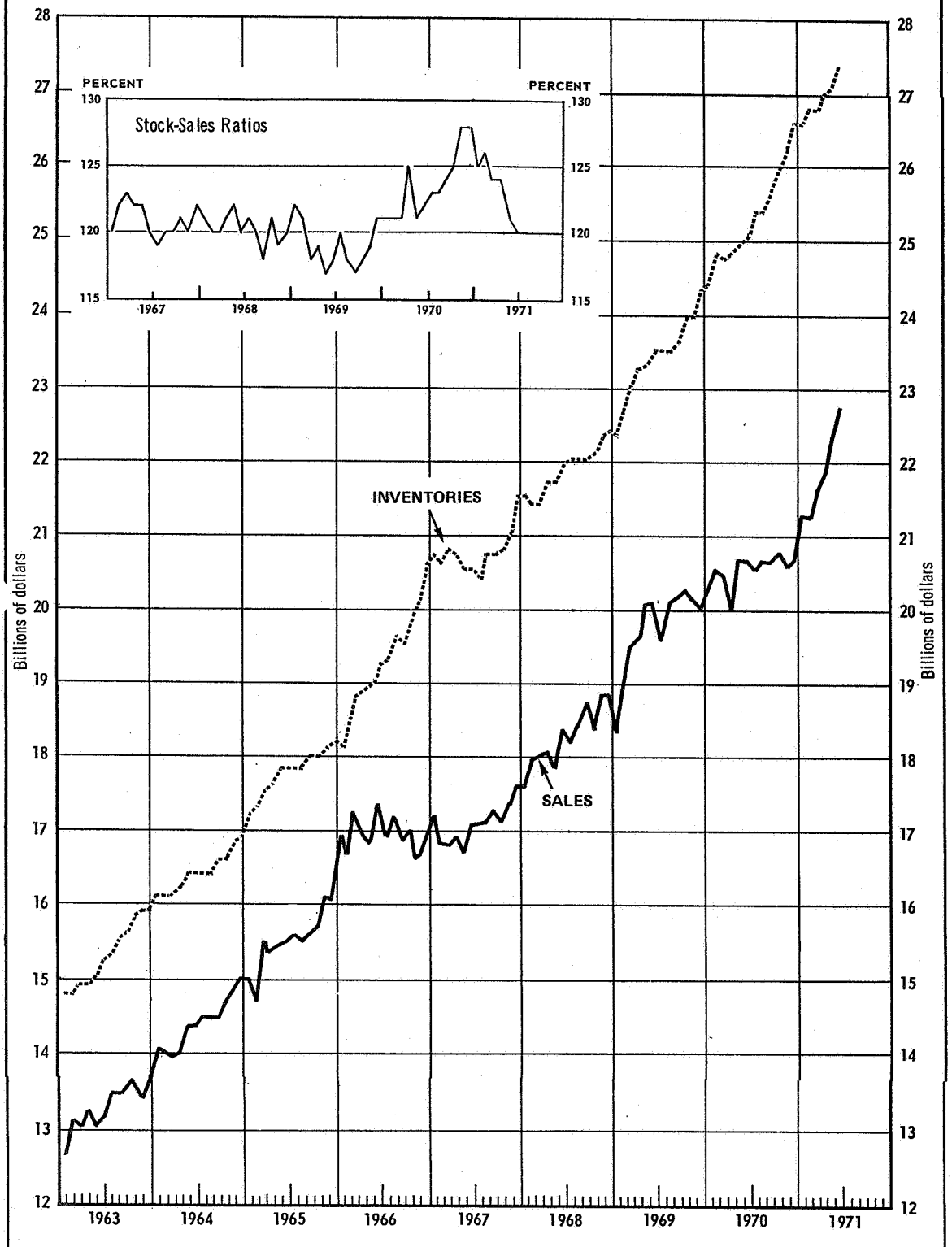


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: June 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	June 1971 from--		6 months 1971 from 6 months 1970	June 1971 from--		June 1971 from--		June 1971 from--	
	June 1970	May 1971		June 1970	May 1971	June 1970	May 1971	June 1970	May 1971
MERCHANT WHOLESALERS, TOTAL	+12	+8	+8	+9	+1	+11	+2	+9	+1
TOTAL (excluding farm products, raw materials)	+12	+9	+7	+9	+1	+10	+2	+8	+1
DURABLE GOODS, TOTAL	+13	+10	+7	+9	+1	+12	+2	+9	+1
Motor vehicles, automotive equipment, total	+27	+11	+19	+12	+2	+27	+5	+13	0
Automobiles, other motor vehicles	+42	+14	+27	+17	+2	-	-	-	-
Automotive equipment, tires, tubes	+16	+8	+13	+10	+2	-	-	-	-
Automotive equipment	+14	+8	+12	+11	+1	-	-	-	-
Electrical goods, total	+2	+14	+4	+7	+1	0	+1	+8	0
Electrical supplies, apparatus	0	+10	+2	+8	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+3	+16	+7	+7	+2	-	-	-	-
Appliances, TV, radio sets	-2	+15	+8	+5	0	-	-	-	-
Furniture, home furnishings, total	+20	+12	+12	+8	0	+15	+5	+8	-3
Furniture-household, office	+4	+13	-1	+1	+1	-	-	-	-
Household furniture	-3	+6	+3	+2	+2	-	-	-	-
Office furniture	+10	+19	-4	+1	0	-	-	-	-
Home furnishings, floor coverings	+26	+12	+17	+10	-1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+13	+11	+9	+6	-1	+12	+1	+7	0
Hardware	+14	+9	+9	+10	0	-	-	-	-
General-line hardware	+14	+11	+11	+10	0	-	-	-	-
Plumbing and heating equipment, supplies	+9	+10	+8	+2	0	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+24	+21	+12	+13	-3	-	-	-	-
Lumber, construction materials, total	+26	+15	+13	+6	+4	+27	+6	+5	+4
Lumber, millwork	+30	+18	+14	+7	+5	-	-	-	-
Construction materials	+19	+11	+12	+4	+2	-	-	-	-
Machinery, equipment, supplies, total	+13	+9	+7	+6	0	+12	+2	+5	0
Commercial machines, equipment	+3	+12	-5	+1	+1	-	-	-	-
Construction machinery, equipment	+12	+5	+18	+2	+1	-	-	-	-
Industrial machinery, equipment, supplies	+17	+8	+7	+13	0	-	-	-	-
Professional equipment, supplies	+15	+16	+14	+7	-3	-	-	-	-
Surgical, medical, hospital supplies	+11	+13	+19	+11	-3	-	-	-	-
Service-establishment equipment, supplies	-1	+10	-4	-1	+2	-	-	-	-
Metals, metalwork (except scrap), total	+7	+8	-1	+24	+3	+6	+1	+24	+4
Iron, steel, and products	+18	+10	+8	+24	+2	-	-	-	-
Nonferrous metals	-19	+3	-23	+21	+7	-	-	-	-
Scrap, waste materials, total[2]	-20	-3	-18	-6	-3	-20	-7	-6	-
Iron, steel scrap	-21	-2	-17	0	-2	-	-	-	
Waste materials	-18	-4	-20	-14	-3	-	-	-	-
Jewelry	+10	+2	+1	(S)	(S)	+9	-3	(S)	(S)
NONDURABLE GOODS, TOTAL	+11	+6	+8	+9	+1	+9	+1	+9	+2
TOTAL (excluding farm products, raw materials)	+10	+7	+7	+8	+1	+9	+1	+7	+1
Groceries and related products, total	+8	+6	+4	+5	0	+6	0	+5	+2
General-line groceries	+8	+5	+6	+7	+1	-	-	-	-
Voluntary groups	+8	+3	+8	+7	0	-	-	-	-
Retailer cooperatives	+11	+6	+7	+14	+1	-	-	-	-
Nonaffiliated	+7	+8	+3	+4	+1	-	-	-	-
Specialty-line groceries	+4	+8	+4	+1	+1	-	-	-	-
Confectionery	+4	+7	+2	+4	+3	-	-	-	-
Meats, meat products	+12	+1	+3	+7	-4	-	-	-	-
Poultry, poultry products	+7	+4	-3	+1	0	-	-	-	-
Fresh fruits, vegetables	+12	+13	+3	+6	+3	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+16	+15	+9	+7	+2	+14	+5	+5	+2
Beer	+18	+16	+13	0	-3	-	-	-	-
Wine, distilled spirits	+15	+14	+6	+10	+4	-	-	-	-
Drugs, chemicals, allied products, total	+6	+4	+5	+5	0	+7	0	+5	-1
Drugs, drug proprietaries, druggists' sundries	+7	+5	+5	+4	-1	-	-	-	-
General-line drugs	+8	+8	+5	+3	-1	-	-	-	-
Paints, varnishes	+9	+10	+3	+16	+2	-	-	-	-
Other chemicals, allied products	+4	+2	+5	+7	+1	-	-	-	-
Tobacco, tobacco products	+14	+10	+8	+10	0	+13	+3	+10	+2
Dry goods, apparel, total	+17	+16	+14	(S)	(S)	+18	+4	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+24	+23	+14	(S)	(S)	-	-	-	-
Dry goods, notions	+9	+13	+12	(S)	(S)	-	-	-	-
Piece goods converters	+18	+4	+17	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+7	+7	+4	+3	0	+5	0	+3	-1
Paper	+6	+8	+3	+1	+1	-	-	-	-
Stationery, office supplies	+8	+4	+5	+9	0	-	-	-	-
Farm products (raw materials), total[2]	+15	-4	+15	+19	-3	+11	0	+18	+6
Cotton	+30	+1	+25	(S)	(S)	-	-	-	-
Grain	+12	-6	+15	(S)	(S)	-	-	-	-
Other nondurable goods, total	+10	+2	+11	+10	+2	+11	+2	+8	+2
Amusement, sporting goods	+27	+13	+18	+14	+1	-	-	-	-
Books, magazines, newspapers	+16	+10	+12	+12	0	-	-	-	-
Coal	-8	+6	+10	(S)	(S)	-	-	-	-
Farm supplies	+16	-8	+10	+17	+4	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

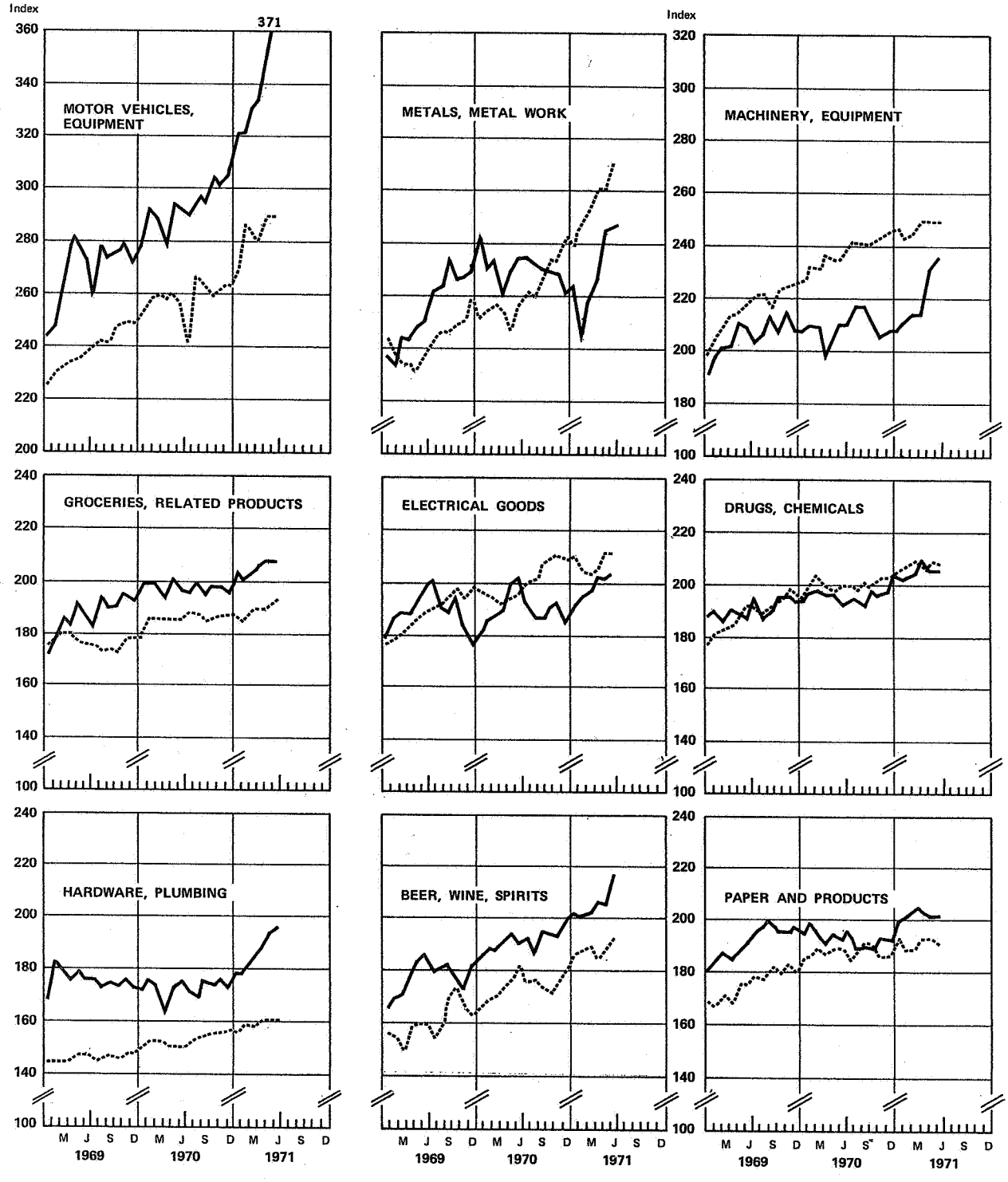
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories - - - - - - - -



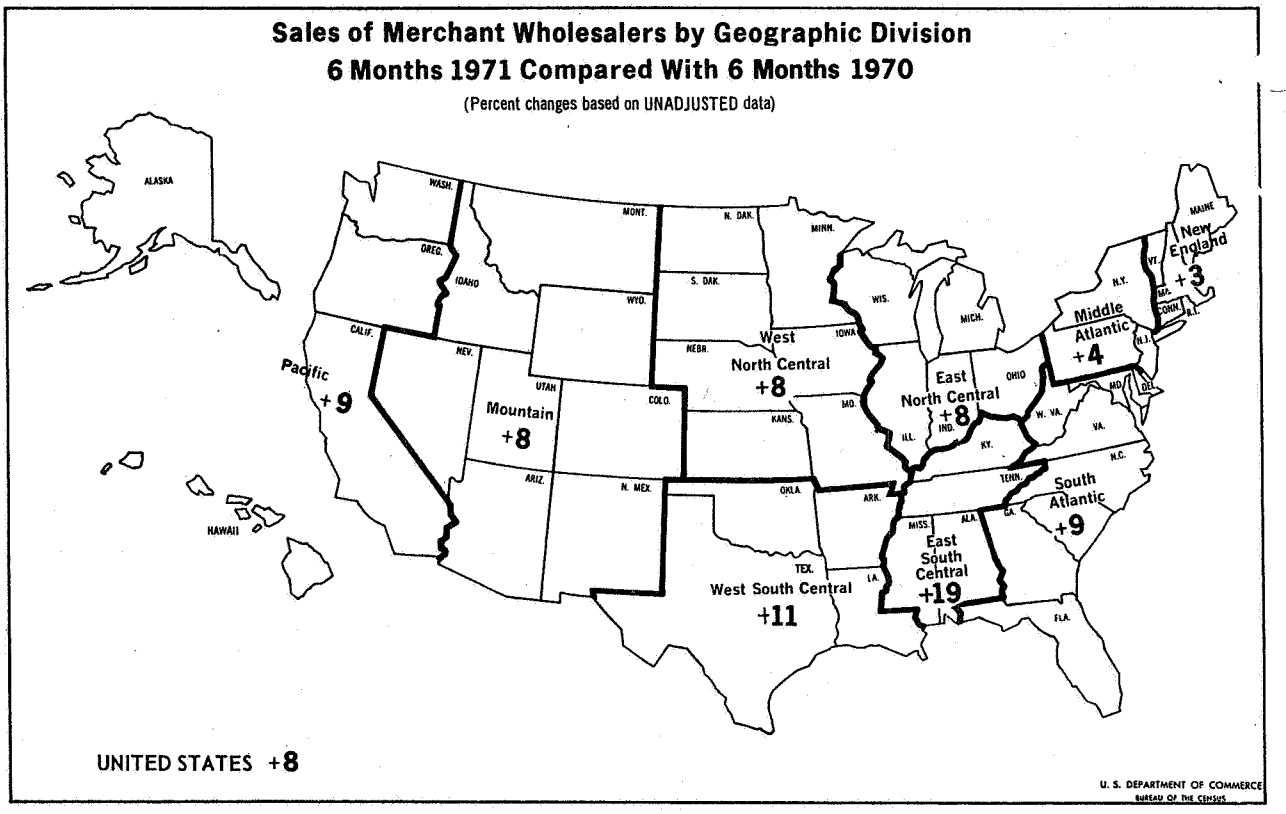


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971						1970							Total 6 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,806	21,291	20,972	20,623	21,410	21,757	20,704	21,404	128,749	119,782	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,084	1,078	1,052	1,079	1,079	1,073	1,114	6,258	6,102	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,529	6,091	5,804	5,703	6,102	6,146	6,003	5,937	35,213	33,879	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,335	3,774	3,840	3,744	3,872	3,928	3,719	3,856	23,057	21,438	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,892	1,694	1,740	1,755	1,747	1,789	1,677	1,785	10,588	9,806	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,404	2,205	2,133	2,051	2,129	2,293	2,139	2,205	13,296	12,257	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,304	1,046	1,067	1,078	1,133	1,108	1,057	1,136	7,022	5,918	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,011	1,788	1,718	1,695	1,794	1,818	1,715	1,888	11,183	10,094	2-5	3
Mountain	571	580	682	689	667	744	648	679	647	653	656	595	628	3,934	3,645	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,427	2,962	2,912	2,908	2,902	2,941	2,762	2,854	18,197	16,643	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,328	10,020	9,699	9,437	9,794	9,863	9,121	9,095	58,648	54,777	1.3-1.6	1.5
New England	393	391	444	461	484	515	489	468	445	449	476	432	449	2,688	2,646	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,727	2,587	2,407	2,269	2,529	2,564	2,455	2,317	14,315	14,246	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,180	1,876	1,883	1,793	1,857	1,896	1,747	1,720	11,088	10,286	2-5	3
West North Central	530	541	659	688	669	720	663	665	638	654	658	595	606	3,807	3,677	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,266	1,098	1,043	1,048	1,089	1,121	1,020	1,033	6,688	5,926	3-6	4
East South Central	418	414	470	511	524	582	467	442	479	493	484	431	441	2,912	2,507	5-7	6
West South Central	795	843	961	986	987	1,068	940	914	908	934	907	811	894	5,642	5,085	2-5	3
Mountain	251	283	349	354	324	385	329	343	315	316	313	277	279	1,946	1,747	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,885	1,570	1,534	1,542	1,472	1,444	1,352	1,358	9,560	8,657	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,478	11,271	11,272	11,186	11,616	11,894	11,583	12,308	70,101	65,005	1.2-1.5	1.2
New England	545	541	637	623	582	642	596	610	606	630	603	604	665	3,570	3,456	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,802	3,504	3,397	3,434	3,573	3,583	3,548	3,621	20,898	19,633	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,155	1,898	1,957	1,952	2,014	2,031	1,972	2,136	11,971	11,152	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,173	1,030	1,075	1,116	1,092	1,131	1,082	1,179	6,782	6,129	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,139	1,107	1,090	1,003	1,039	1,172	1,119	1,172	6,610	6,332	3-5	4
East South Central	653	604	739	679	706	722	578	624	599	640	623	626	696	4,102	3,410	4-6	5
West South Central	893	907	952	913	936	943	848	804	787	860	911	904	994	5,544	5,009	4-6	4
Mountain	320	297	332	335	343	360	319	336	332	338	343	317	349	1,988	1,898	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,543	1,392	1,378	1,356	1,430	1,497	1,410	1,496	8,638	7,986	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: June 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	June 1971 from--		6 months 1971 from 6 months 1970	June 1971 from--						
	June 1970	May 1971		June 1970	May 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+12	+8	+8	+9	+1	0.8	0.4	0.6	0.8	0.2
New England	+7	+9	+3	0	+2	4.2	1.9	3.0	2.9	0.9
Middle Atlantic	+7	+9	+4	+7	+2	1.6	0.5	0.9	1.6	0.4
East North Central	+15	+9	+8	+16	+1	2.0	0.7	1.1	1.5	0.4
West North Central	+12	+3	+8	+16	0	2.7	1.4	2.7	2.2	0.7
South Atlantic	+9	+7	+9	+7	0	2.0	1.7	1.8	2.3	0.5
East South Central	+25	+6	+19	+13	+1	3.1	1.3	1.9	2.4	0.7
West South Central	+13	+5	+11	+3	0	2.8	1.2	1.0	2.5	0.7
Mountain	+15	+12	+8	+9	+1	4.2	2.4	2.4	4.9	1.2
Pacific	+16	+9	+9	+8	+1	2.4	1.5	1.9	2.8	0.6
Durable goods, total	+13	+10	+7	+9	+1	1.1	0.8	1.0	1.0	0.2
New England	+5	+7	+2	0	+1	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+5	+8	0	+9	+2	2.2	1.2	1.5	2.6	0.6
East North Central	+16	+14	+8	+16	+1	2.8	1.3	1.2	1.9	0.5
West North Central	+8	+8	+4	+16	+1	4.1	2.3	2.2	3.3	0.8
South Atlantic	+15	+8	+13	+10	+1	3.7	2.1	2.1	2.6	0.8
East South Central	+25	+11	+16	+12	0	4.5	2.2	3.2	4.2	0.7
West South Central	+14	+8	+11	+1	+1	3.6	1.9	1.0	2.8	0.8
Mountain	+17	+19	+11	+8	+1	7.0	3.9	3.5	5.4	1.1
Pacific	+20	+13	+11	+5	+1	3.2	3.1	3.5	3.0	0.7
Nondurable goods, total	+11	+6	+8	+9	+1	1.0	0.5	0.6	1.4	0.4
New England	+8	+10	+3	+1	+3	5.5	2.4	3.7	6.6	1.6
Middle Atlantic	+9	+10	+6	+4	+2	1.9	0.9	1.6	1.8	0.9
East North Central	+14	+4	+7	+17	0	2.4	1.0	1.7	2.8	0.8
West North Central	+14	0	+11	+17	0	3.2	1.8	3.4	3.3	1.4
South Atlantic	+3	+6	+4	+2	-1	2.1	1.1	1.9	2.9	0.9
East South Central	+25	+2	+20	+14	+2	4.2	1.6	1.9	3.0	1.0
West South Central	+11	+1	+11	+7	-1	3.2	1.6	2.0	8.2	1.4
Mountain	+13	+5	+5	+10	+2	4.9	2.2	3.4	6.2	2.6
Pacific	+11	+5	+8	+14	0	3.6	1.8	1.9	5.7	0.9
Automotive equipment, tire, tubes	+16	+8	+13	+10	+2	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
Middle Atlantic	+21	+4	+12	+11	+2	9	4	3	9	1
East North Central	+14	+10	+12	+24	+3	8	4	4	6	1
West North Central	(S)	+7	+14	(S)	+3	-	5	5	-	1
South Atlantic	(S)	+9	+17	+9	+4	-	4	6	7	1
East South Central	+22	+16	+14	-6	-1	9	4	3	9	2
West South Central	-1	+3	+12	-6	0	9	6	4	9	1
Mountain	(S)	+23	(S)	+11	+2	-	5	-	9	1
Pacific	(S)	+10	+8	+9	0	-	3	8	8	2
Electrical supplies, apparatus	0	+10	+2	+8	+1	3	1	2	3	1
New England	(S)	+11	+4	+6	+3	-	4	5	9	1
Middle Atlantic	-8	+11	-2	+1	+1	9	4	6	8	1
East North Central	-7	+14	-5	+6	-2	7	2	3	7	1
West North Central	+17	+14	+2	+3	-4	9	5	6	6	2
South Atlantic	+14	+12	+11	+12	+3	6	2	5	6	1
East South Central	+2	+19	-2	(S)	-2	9	3	5	-	2
West South Central	(S)	0	-2	+6	+1	-	2	4	9	2
Mountain	(S)	0	+31	(S)	+1	-	4	6	-	1
Pacific	+1	+6	+5	+16	+4	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+3	+16	+7	+7	+2	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	+12	-	-	-	-	2
Middle Atlantic	-5	+12	+3	+16	+2	9	4	5	5	2
East North Central	+12	+29	+11	+4	+2	7	4	5	6	2
West North Central	-12	+18	+2	(S)	+1	9	4	7	-	3
South Atlantic	+10	+15	+11	+5	+1	6	3	4	8	3
East South Central	(S)	+24	+18	(S)	-3	-	5	8	-	2
West South Central	+8	+8	+10	(S)	+4	9	3	4	-	1
Mountain	(S)	+16	(S)	(S)	+2	-	6	-	-	5
Pacific	-6	+15	+1	-11	0	8	3	3	7	2
Furniture, home furnishings, total	+20	+12	+12	+8	0	4	3	4	3	1
New England	(S)	+32	(S)	(S)	+7	-	5	-	-	2
Middle Atlantic	-3	+8	-1	(S)	(S)	7	4	5	6	1
East North Central	(S)	+11	(S)	+37	0	-	4	-	9	2
West North Central	(S)	+8	+17	(S)	+5	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	-7	-	-	-	-	2
West South Central	(S)	(S)	+31	(S)	+2	-	-	9	-	2
Mountain	(S)	(S)	+20	(S)	-4	-	-	7	-	3
Pacific	+6	+8	+1	+6	+2	8	6	7	7	3
Hardware	+14	+9	+9	+10	0	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	-2	-	-	-	-	2
Middle Atlantic	+6	+8	-2	+5	-1	6	4	4	7	1
East North Central	+25	+14	+15	+23	-3	5	3	2	5	1
West North Central	+17	+5	+7	+11	+1	8	3	4	5	1
South Atlantic	+16	+6	+16	+9	+1	9	3	4	8	1
East South Central	+6	+7	+10	-9	0	5	1	3	6	1
West South Central	(S)	+11	+16	+17	+1	-	4	4	8	1
Pacific	+2	+8	+5	(S)	+2	9	4	4	-	2
Plumbing and heating equipment, supplies	+9	+10	+8	+2	0	3	2	2	3	1
New England	(S)	(S)	+6	(S)	-1	-	-	9	-	2
Middle Atlantic	-1	+2	+1	-5	0	8	4	4	8	1
East North Central	+13	+12	+10	-3	+1	6	4	3	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: June 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	June 1971 from--		6 months 1971 from 6 months 1970	June 1971 from--						
	June 1970	May 1971		June 1970	May 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+3	(S)	+1	-	-	7	-	2
South Atlantic	+24	+16	+11	(S)	0	9	4	9	-	1
East South Central	(S)	+11	+4	(S)	-7	-	6	7	-	3
West South Central	(S)	+13	+18	(S)	+2	-	5	5	-	2
Pacific	+14	+11	+11	+7	-2	8	5	5	6	2
Lumber, construction materials, total	+26	+15	+13	+6	+4	4	2	3	3	1
New England	(S)	+24	+4	(S)	+3	-	6	9	-	3
Middle Atlantic	+17	+16	+3	+7	+4	8	5	6	9	2
East North Central	+46	+17	+21	+11	+5	9	2	5	6	2
West North Central	+33	+14	+13	+6	+2	9	4	4	9	2
South Atlantic	+25	+16	+15	(S)	+5	8	3	5	-	2
West South Central	(S)	+5	+31	(S)	+1	-	6	7	-	2
Mountain	(S)	+24	(S)	(S)	+2	-	5	-	-	2
Pacific	+15	+16	+8	+2	+2	7	4	6	7	2
Industrial machinery, equip. supplies dist	+17	+8	+7	+13	0	5	3	3	3	1
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	5
East North Central	(S)	+7	0	+11	0	-	2	7	8	1
South Atlantic	(S)	(S)	+7	(S)	0	-	-	6	-	2
East South Central	(S)	(S)	+2	(S)	-1	-	-	8	-	6
West South Central	+19	+11	+9	+12	0	9	5	5	2	1
General-line grocery wholesalers	+8	+5	+6	+7	+1	2	1	2	2	1
New England	(S)	+5	-4	(S)	+4	-	2	3	-	2
Middle Atlantic	+19	+13	+14	+11	+2	4	1	3	7	2
East North Central	+8	+4	+6	+4	-1	6	1	2	6	2
West North Central	+3	+6	+2	+9	+1	4	1	2	5	1
South Atlantic	-3	0	+7	-9	-4	7	3	4	7	2
East South Central	+25	+3	+10	+18	0	6	2	4	9	2
West South Central	+4	+2	+4	+8	+2	8	1	3	9	2
Mountain	+3	+5	+1	-3	-1	5	1	3	9	1
Pacific	-1	+4	+2	+10	+5	6	1	3	6	3
Specialty-line grocery wholesalers	+4	+8	+4	+1	+1	3	2	2	4	1
Middle Atlantic	-3	+16	-4	-6	+3	6	3	2	6	2
East North Central	+12	-6	+9	+35	+5	7	3	5	9	3
West North Central	+11	+8	+21	+4	-9	9	3	9	9	2
South Atlantic	+14	+16	+4	+10	-1	8	4	5	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	-	-	6	-	3
West South Central	(S)	-3	+9	(S)	(S)	-	6	4	-	-
Mountain	(S)	+2	(S)	(S)	-4	-	6	-	-	2
Pacific	(S)	+6	+13	(S)	+1	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+12	+13	+3	+6	+3	4	2	2	5	2
New England	(S)	+27	+17	(S)	(S)	-	3	6	-	-
Middle Atlantic	+16	+16	+4	-6	+9	8	4	5	8	3
East North Central	+5	+22	-3	+10	+1	7	2	3	9	3
West North Central	(S)	+9	+9	+19	+3	-	4	9	8	4
South Atlantic	(S)	+6	+12	(S)	+3	-	4	4	-	4
East South Central	(S)	0	+7	(S)	+15	-	6	5	-	5
West South Central	(S)	+3	-4	(S)	+4	-	4	7	-	4
Mountain	(S)	+28	(S)	(S)	-2	-	5	-	-	5
Pacific	+10	+10	+1	-4	-1	9	4	5	9	4
Drug wholesalers (general and specialty lines)	+7	+5	+5	+4	-1	3	1	2	3	1
New England	(S)	+16	(S)	(S)	0	-	4	-	-	2
Middle Atlantic	+1	+3	+1	-4	+1	8	3	4	6	2
East North Central	+9	+8	+9	+7	-2	5	3	4	8	3
West North Central	+21	+6	+11	+16	0	9	3	5	8	3
South Atlantic	+1	+2	+6	+2	-1	7	3	3	9	2
East South Central	(S)	+8	+3	(S)	-1	-	3	6	-	3
West South Central	+10	+6	+8	+1	-3	6	2	3	8	2
Mountain	(S)	+21	+3	(S)	-9	-	1	6	-	2
Pacific	+15	+2	+8	+16	+1	8	3	4	7	2
Tobacco distributors	+14	+10	+8	+10	0	2	1	1	3	1
New England	(S)	+22	+6	+18	+2	-	3	6	9	1
Middle Atlantic	+12	+13	+6	+4	-4	5	2	2	6	1
East North Central	+11	+8	+10	+12	+3	7	2	4	7	2
West North Central	+12	+6	+6	(S)	-2	9	2	6	-	2
South Atlantic	+18	+9	+7	+15	+1	6	2	3	8	1
East South Central	-8	+7	+5	-3	-1	8	3	2	9	2
West South Central	+22	+6	+11	+4	-2	8	2	5	8	2
Mountain	(S)	+15	+18	(S)	+3	-	3	6	-	6
Pacific	+23	+8	+12	(S)	-2	9	2	6	-	4
Dry goods, apparel wholesalers	+17	+6	+14	(S)	(S)	4	2	3	3	1
New England	(S)	+12	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+12	+14	+14	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	+3	(S)	(S)	-	-	7	-	2
South Atlantic	(S)	+28	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1] See map page 8.

[2] The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for June 1971.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report wer developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigne weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	[illegible]	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classificatior Liquor departments of drug wholesalers, however, ai included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments pri marily engaged in the wholesale distribution of footwea of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

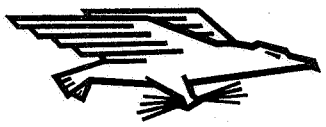
Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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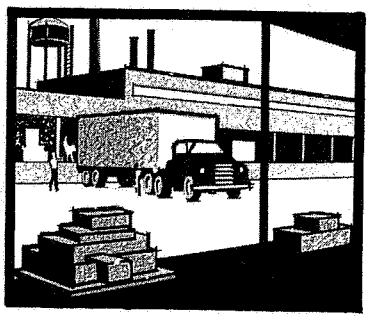


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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade



JULY 1971

U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: September 16, 1971

BW-71-7

Sales and Inventories

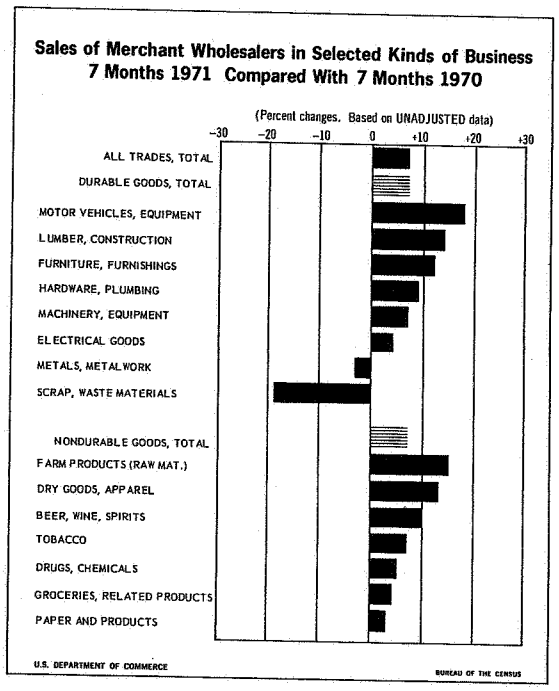
Sales—July 1971 sales of merchant wholesalers were estimated at $22.3 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, July sales were $22.5 billion, down 1 percent from last month but up 9 percent above July 1970. Adjusted May-through-July average sales were 4 percent above the February-through-April period and were 8 percent above the average sales for the comparable 3 months of a year ago.

After adjustment, July sales in the durable goods trades decreased 2 percent from the previous month but were 10 percent above July 1970. Nondurable goods sales were at about the same level as the previous month but were 9 percent above the same month a year ago. Average monthly sales in the durable goods group during the May-through-July period were 7 percent above the prior 3 months and 8 percent above the comparable period of a year ago. Three months average sales for the nondurable goods group were 2 percent above the average for the February-through-April period, and 9 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends, with 8 trade groups showing gains, 8 indicating declines, and 1 no change. The larger increases were reported in paper, paper products (4%), machinery, equipment, supplies (3%), and furniture, home furnishings (3%). The sharper declines were reported for motor vehicles, automotive equipment (-7%), electrical goods (-6%), and tobacco, tobacco products (-5%). However, when compared with sales a year ago, most trade groups showed increases, with the larger gains reported in lumber, construction materials (23%), furniture, home furnishings (23%), farm products, raw materials (21%), and motor vehicles, automotive equipment (18%). Declines were reported only in scrap, waste materials (-26%), and metals, metalwork (-3%).

Inventories—Total inventories of merchant wholesalers were valued at $27.6 billion at the end of July. After adjustment for seasonal variations, July inventories were up 2 percent from June and were 9 percent above the year-ago level. Durable goods stocks increased 3 percent from last month and were 10 percent above July 1970. Nondurable goods stocks were 0.5 percent above June and were 8 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected



mixed trends, with 10 trade groups showing gains, 4 indicating declines, and 1 no change. The sharper increases were shown in motor vehicles, automotive equipment (8%), and beer, wine, and spirits (7%), while the larger declines were noted in paper, paper products, and farm products, raw materials each down 2 percent. Changes from year ago levels were more substantial with all trade groups showing increases except paper, paper products (-2%) and scrap, waste materials (-1%). Among the larger increases were metals, metalwork (24%), motor vehicles, automotive equipment (20%), beer, wine, and spirits (18%) and furniture, home furnishings (11%).

Stock-Sales Ratio—The July stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 123 percent, up 3 percent above the previous month but virtually unchanged from the July 1970 ratio. The stock-sales ratio for durable goods was 161 percent, up 7 percent from June and 1 percent above the previous year. The ratio for nondurable goods was 92 percent, up 1 percent from the previous month but the same as the year-ago ratio.

An advance release of July 1971 data was issued on September 9, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971							1970						Total 7 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,274	20,972	20,623	21,410	21,757	20,704	21,404	150,901	140,753
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,040	19,924	19,504	20,242	20,455	19,279	19,926	141,841	132,908
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,365	9,699	9,437	9,794	9,863	9,121	9,095	68,918	64,476
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,091	2,287	2,092	1,840	1,697	1,691	1,786	1,678	1,639	13,788	11,712
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,128	1,017	1,017	1,032	1,043	985	894	7,228	6,442
Automotive equipment	762	789	876	919	923	999	969	875	878	885	899	845	765	6,236	5,567
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,362	1,368	1,304	1,400	1,457	1,408	1,375	9,177	8,865
Electrical supplies, apparatus	492	515	577	596	591	663	624	631	611	630	659	608	594	4,057	4,002
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	738	736	693	770	798	800	781	5,121	4,863
Appliances, TV, radio sets	462	485	552	490	466	564	532	518	484	529	555	560	543	3,552	3,300
Furniture, home furnishings, total	381	411	525	486	495	549	520	442	457	502	489	459	448	3,367	2,995
Furniture-household, office	110	114	133	131	124	140	(S)	120	136	135	134	125	136	886	878
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	2,481	2,117
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,042	936	914	964	966	892	828	6,632	6,069
Hardware	303	326	380	370	357	391	366	336	336	352	361	341	323	2,493	2,285
General-line hardware	167	186	216	208	199	222	213	193	194	200	206	193	179	1,413	1,270
Plumbing and heating, supplies	381	390	437	480	487	538	515	462	457	485	488	450	415	3,227	2,977
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	161	138	121	127	117	101	91	912	808
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,181	978	972	992	1,004	900	834	7,023	6,134
Lumber, millwork	443	485	632	657	657	774	741	595	(S)	607	615	565	528	4,388	3,788
Construction materials	272	301	345	402	415	459	440	383	381	(S)	(S)	(S)	306	2,635	2,346
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,649	2,414	2,431	2,526	2,442	2,211	2,392	17,655	16,514
Construction machinery, equipment	311	343	442	498	479	492	496	(S)	393	415	431	366	378	3,063	2,599
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,172	1,098	1,127	1,174	1,098	1,011	1,121	8,130	7,654
Professional equipment, supplies	319	335	397	353	373	431	378	362	352	379	381	351	375	2,586	2,296
Service-establishment equipment, supplies	143	142	167	168	159	176	171	168	169	163	167	164	162	1,127	1,160
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,022	1,079	1,046	1,075	1,055	990	985	7,275	7,475
Iron, steel, and products	728	646	800	812	836	864	753	730	743	762	748	687	698	5,438	5,105
Nonferrous metals	224	228	(S)	(S)	274	286	269	(S)	303	313	307	(S)	287	1,837	2,370
Scrap, waste materials, total	396	407	481	474	455	448	375	523	472	469	484	402	398	3,036	3,761
Iron, steel scrap	239	253	299	285	271	270	229	323	286	295	309	251	243	1,846	2,263
Waste materials	157	154	182	189	184	178	145	201	185	174	176	151	155	1,190	1,498
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,909	11,272	11,186	11,616	11,894	11,583	12,308	81,983	76,277
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,675	10,225	10,068	10,448	10,592	10,158	10,831	72,923	68,431
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,502	4,340	4,167	4,270	4,342	4,151	4,317	30,377	29,182
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,777	1,762	1,674	1,734	1,780	1,684	1,701	12,115	11,520
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,201	1,102	1,130	1,123	1,150	1,121	1,180	8,073	7,714
Confectionery	83	83	96	92	89	96	93	93	92	98	105	96	97	633	620
Meat, meat products	802	741	886	827	897	890	830	834	790	842	838	785	844	5,873	5,745
Poultry, poultry products	179	166	184	182	188	195	193	191	184	186	182	193	201	1,285	1,316
Fresh fruits, vegetables	288	268	331	332	355	404	408	358	299	287	287	273	294	2,386	2,267
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,250	1,122	1,055	1,115	1,146	1,135	1,410	7,671	7,001
Beer	385	399	480	496	546	628	616	568	533	517	471	429	510	3,549	3,177
Wine, distilled spirits	474	503	626	595	601	690	634	554	522	598	674	707	900	4,122	3,824
Drugs, chemicals, allied products, total	789	769	879	869	821	872	835	786	797	817	846	784	836	5,835	5,539
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	482	462	477	504	524	484	536	3,413	3,261
General-line drugs	222	206	239	228	211	227	220	221	223	237	237	218	231	1,551	1,485
Paints, varnishes	30	32	39	41	42	46	45	42	41	42	40	36	32	276	267
Other chemicals, allied products	272	278	321	325	311	332	307	282	279	271	282	264	267	2,146	2,011
Tobacco, tobacco products	479	461	526	537	547	581	566	545	519	542	526	500	571	3,696	3,459
Dry goods, apparel, total	899	919	996	911	851	1,003	932	861	927	972	976	931	833	6,511	5,751
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	428	482	499	494	466	393	3,092	2,748
Dry goods, notions	330	326	347	334	318	374	341	322	(S)	(S)	338	333	299	2,370	2,113
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	618	612	603	624	633	610	624	4,350	4,224
Paper	451	436	513	502	484	504	479	477	471	484	485	461	477	3,368	3,287
Stationery, office supplies	140	136	152	139	135	140	139	136	132	140	148	149	147	982	937
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,234	1,047	1,119	1,168	1,302	1,425	1,478	9,060	7,845
Grain	916	873	1,057	806	959	909	878	767	862	870	964	1,038	1,053	6,397	5,583
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,973	1,959	2,000	2,108	2,124	2,046	2,239	14,484	13,274
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	253	300	(S)	328	(S)	331	2,101	1,761
Books, magazines, newspapers	129	136	147	140	138	154	165	143	142	141	157	146	145	1,010	892

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971							1970					
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,556	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,354	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,724	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,184	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,372	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	895	897	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,475	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	795	804	725	742	733	703	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	630	644	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,752	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	692	703	703	689	688	639	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	858	865	814	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,054	982	984	974	1,004	968	955
Lumber, millwork	614	636	635	660	652	681	657	609	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,796	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,291	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,924	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,097	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,734	1,391	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,832	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,538	8,782	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,408	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,204	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	789	802	820	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,256	1,075	1,063	1,123	1,198	1,183	1,073
Beer	288	293	329	350	362	348	351	328	310	295	295	289	267
Wine, distilled spirits	837	831	812	800	859	899	905	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,109	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	761	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	669	681	665	671	653	661	665
Paper	457	445	451	456	464	453	448	467	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971							1970					
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	125	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	162	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	152	144	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	175	186	182	182	178	179	190	208
Electrical goods, total	196	188	164	175	187	162	174	163	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	146	154	135	144	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	200	188	200	186	185	184	176
Furniture, home furnishings, total	183	174	145	157	158	145	155	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	168	173	177	167	168	179	192
Hardware	224	212	182	190	197	176	189	191	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	176	176	162	162	172	184
Lumber, construction materials, total	139	130	105	97	97	87	89	100	101	98	100	107	115
Lumber, millwork	139	131	101	101	99	88	89	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	167	181	191	190	179	186	207	190
Construction machinery, equipment	408	368	292	266	270	267	260	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	164	165	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	175	205	156	168	163	168	179	195
Iron, steel, and products	214	236	196	210	201	193	230	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	86	87	87	87	91	84
Groceries and related products, total	58	61	54	55	55	52	53	54	56	55	56	59	55
General-line groceries	72	79	70	70	71	68	68	68	70	70	69	74	72
Specialty-line groceries	74	73	64	65	69	65	68	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	101	96	101	101	105	104	76
Beer	75	74	69	71	66	55	57	58	58	57	63	67	52
Wine, distilled spirits	177	165	130	134	143	130	143	135	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	133	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	158	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	108	111	110	108	103	108	106
Paper	101	102	88	91	96	90	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971							1970					
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,530	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,186	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,346	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,955	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,349	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	539	557	454	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,008	878	867	903	892	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,126	917	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,742	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,044	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	446	423	408	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,184	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,840	10,105	10,079	10,085	10,138	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,453	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,238	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	859	875	794	800	785	810	803	809
Tobacco, tobacco products	528	520	530	541	556	554	551	519	511	514	508	519	520
Dry goods, apparel	991	998	955	934	934	988	975	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	647	624	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,344	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,101	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,813	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,205	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,620	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,166	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,367	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	781	790	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,738	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,061	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,721	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,112	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,193	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,585	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,453	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,302	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,110	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	655	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	124	123	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	161	160	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	141	162	159	154	158	151	156	154
Electrical goods	176	172	167	163	167	161	175	167	175	178	175	176	181
Furniture, home furnishings	156	153	149	157	153	145	142	157	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	172	183	187	181	184	182	186
Lumber, construction materials	112	108	104	99	95	92	94	109	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	193	179	178	172	190	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	187	202	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	88	88	88	88	89	90
Groceries and related products	55	54	55	54	54	55	55	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	105	103	107	100	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	127	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	101	107	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1963-1971

Seasonally Adjusted

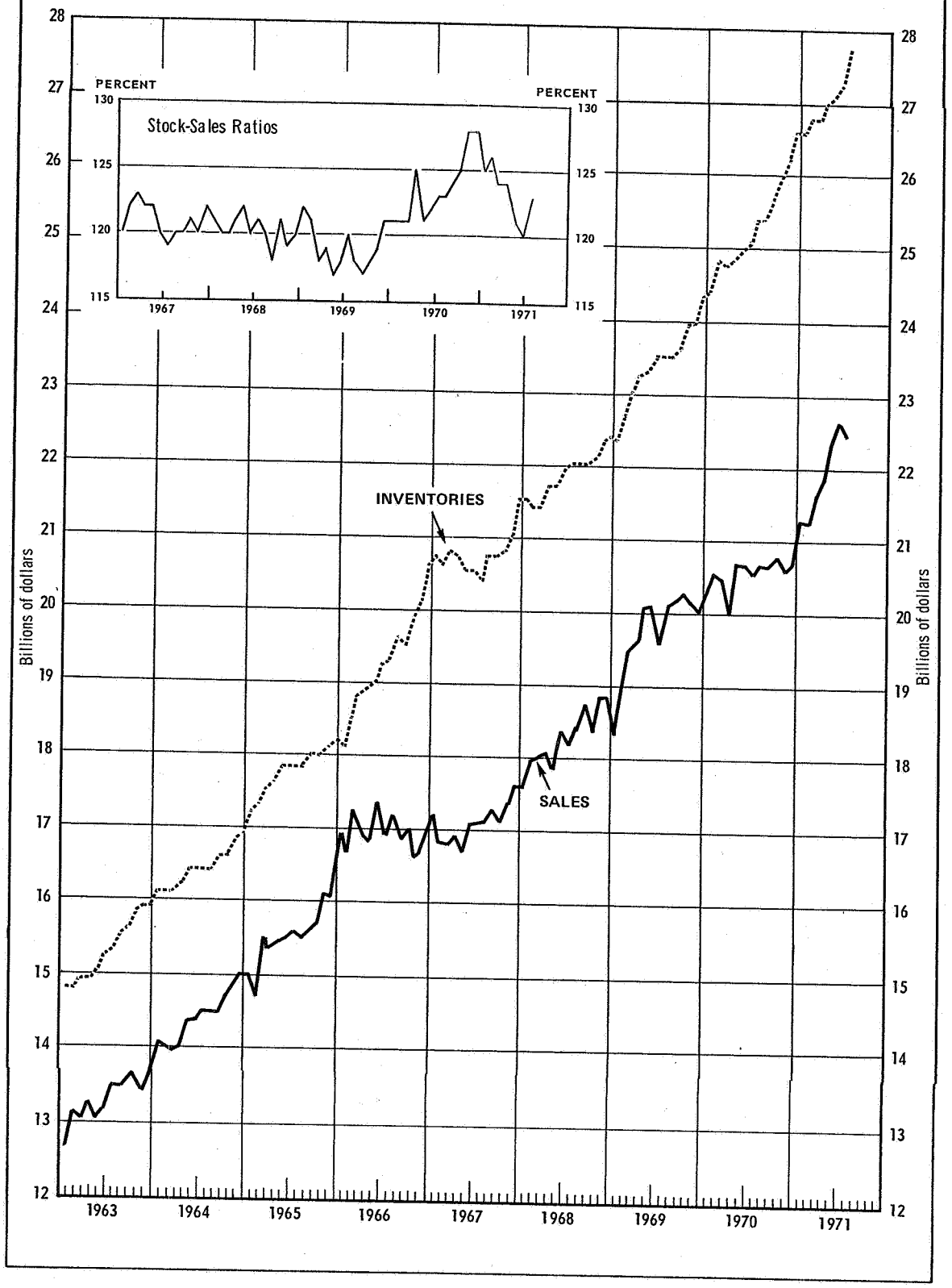


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: July 1971

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	July 1971 from--		7 months 1971 from 7 months 1970	July 1971 from--		July 1971 from--		July 1971 from--	
	July 1970	June 1971		July 1970	June 1971	July 1970	June 1971	July 1970	June 1971
MERCHANT WHOLESALERS, TOTAL	+6	-6	+7	+10	+1	+9	-1	+9	+2
TOTAL (excluding farm products, raw materials)	+6	-6	+7	+10	+1	+8	-1	+10	+2
DURABLE GOODS, TOTAL	+7	-8	+7	+10	+2	+10	-2	+10	+3
Motor vehicles, automotive equipment, total	+14	-9	+18	+20	+7	+18	-7	+20	+8
Automobiles, other motor vehicles	+17	-14	+25	+36	+15	-	-	-	-
Automotive equipment, tires, tubes	+11	-3	+12	+13	+3	-	-	-	-
Automotive equipment	+11	-3	+12	+14	+3	-	-	-	-
Electrical goods, total	0	-7	+4	+6	0	+1	-6	+6	+2
Electrical supplies, apparatus	-1	-6	+1	+6	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	0	-8	+5	+6	0	-	-	-	-
Appliances, TV, radio sets	+3	-6	+8	+11	0	-	-	-	-
Furniture, home furnishings, total	+18	-5	+12	+11	+1	+23	+3	+11	+1
Furniture-household, office	+11	-5	+1	-2	-2	-	-	-	-
Household furniture	+8	-11	+5	+4	-1	-	-	-	-
Office furniture	+14	+1	-3	-8	-3	-	-	-	-
Home furnishings, floor coverings	+20	-5	+17	+15	+2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+11	-5	+9	+8	0	+15	0	+8	+2
Hardware	+9	-6	+9	+8	+1	-	-	-	-
General-line hardware	+10	-4	+11	+13	0	-	-	-	-
Plumbing and heating equipment, supplies	+11	-4	+8	+6	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+17	-5	+13	+15	-2	-	-	-	-
Lumber, construction materials, total	+21	-4	+14	+7	-2	+23	+1	+6	+3
Lumber, millwork	+25	-4	+16	+8	-4	-	-	-	-
Construction materials	+15	-4	+12	+6	0	-	-	-	-
Machinery, equipment, supplies, total	+10	-7	+7	+4	0	+15	+3	+4	0
Commercial machines, equipment	+5	-3	-4	+7	+1	-	-	-	-
Construction machinery, equipment	+20	+1	+18	-1	-1	-	-	-	-
Industrial machinery, equipment, supplies	+7	-9	+6	+6	0	-	-	-	-
Professional equipment, supplies	+4	-12	+13	+12	+4	-	-	-	-
Surgical, medical, hospital supplies	+4	-11	+17	+14	+2	-	-	-	-
Service-establishment equipment, supplies	+2	-3	-3	0	-2	-	-	-	-
Metals, metalwork (except scrap), total	-5	-11	-3	+25	+4	-3	-4	+24	+3
Iron, steel, and products	+3	-13	+7	+25	+4	-	-	-	-
Nonferrous metals	-23	-6	-22	+24	+6	-	-	-	-
Scrap, waste materials, total[2]	-28	-16	-19	-1	0	-26	-4	-1	+1
Iron, steel scrap	-29	-15	-18	-2	-5	-	-	-	-
Waste materials	-28	-18	-21	0	+7	-	-	-	-
Jewelry	+2	-18	+1	(S)	(S)	+4	+2	(S)	(S)
NONDURABLE GOODS, TOTAL	+6	-4	+7	+9	0	+9	0	+8	+1
TOTAL (excluding farm products, raw materials)	+4	-4	+7	+9	0	+7	0	+8	+1
Groceries and related products, total	+4	-3	+4	+3	0	+7	+1	+3	+1
General-line groceries	+1	-2	+5	+1	-2	-	-	-	-
Voluntary groups	+4	+1	+7	+5	0	-	-	-	-
Retailer cooperatives	+2	-2	+6	+4	-4	-	-	-	-
Nonaffiliated	-6	-5	+2	-5	-3	-	-	-	-
Specialty-line groceries	+9	-3	+5	+5	+2	-	-	-	-
Confectionery	0	-4	+2	+9	-1	-	-	-	-
Meats, meat products	0	-7	+2	+4	+4	-	-	-	-
Poultry, poultry products	+1	-1	-2	+10	+2	-	-	-	-
Fresh fruits, vegetables	+14	+1	+5	+5	-3	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+11	-5	+10	+17	+1	+15	+2	+18	+7
Beer	+8	-2	+12	+7	+1	-	-	-	-
Wine, distilled spirits	+14	-8	+8	+21	+1	-	-	-	-
Drugs, chemicals, allied products, total	+6	-4	+5	+5	0	+10	+2	+5	-1
Drugs, drug proprietaries, druggists' sundries	+4	-2	+5	+4	+1	-	-	-	-
General-line drugs	-1	-3	+4	0	-1	-	-	-	-
Paints, varnishes	+7	-2	+3	+10	0	-	-	-	-
Other chemicals, allied products	+9	-8	+7	+7	-3	-	-	-	-
Tobacco, tobacco products	+4	-3	+7	+6	+1	+6	-5	+6	+2
Dry goods, apparel, total	+8	-7	+13	(S)	(S)	+12	-1	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+8	-3	+13	(S)	(S)	-	-	-	-
Dry goods, notions	+6	-9	+12	(S)	(S)	-	-	-	-
Piece goods converters	+17	-16	+18	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+1	-4	+3	-2	-1	+4	+4	-2	-2
Paper	0	-5	+2	-4	-1	-	-	-	-
Stationery, office supplies	+3	-1	+5	+3	-1	-	-	-	-
Farm products (raw materials), total[2]	+18	-4	+15	+10	-3	+21	-2	+8	-2
Cotton	+9	-23	+23	(S)	(S)	-	-	-	-
Grain	+14	-3	+15	(S)	(S)	-	-	-	-
Other nondurable goods, total	+1	-6	+9	+5	-1	+2	-3	+3	-2
Amusement, sporting goods	+26	-8	+19	+17	0	-	-	-	-
Books, magazines, newspapers	+15	+7	+13	+16	0	-	-	-	-
Coal	-17	-12	+6	(S)	(S)	-	-	-	-
Farm supplies	-9	-18	+7	+18	0	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown.

[2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

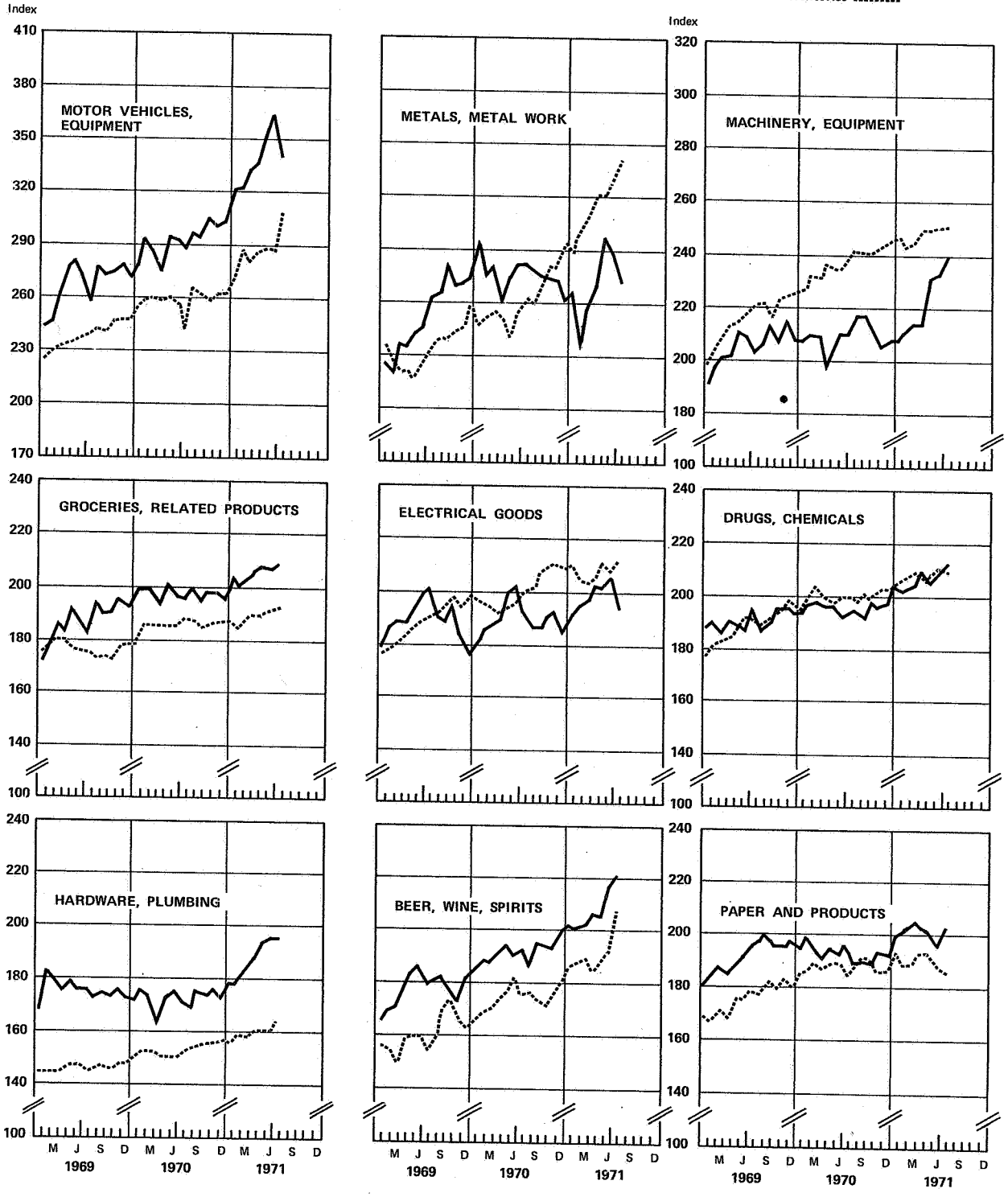
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories .....



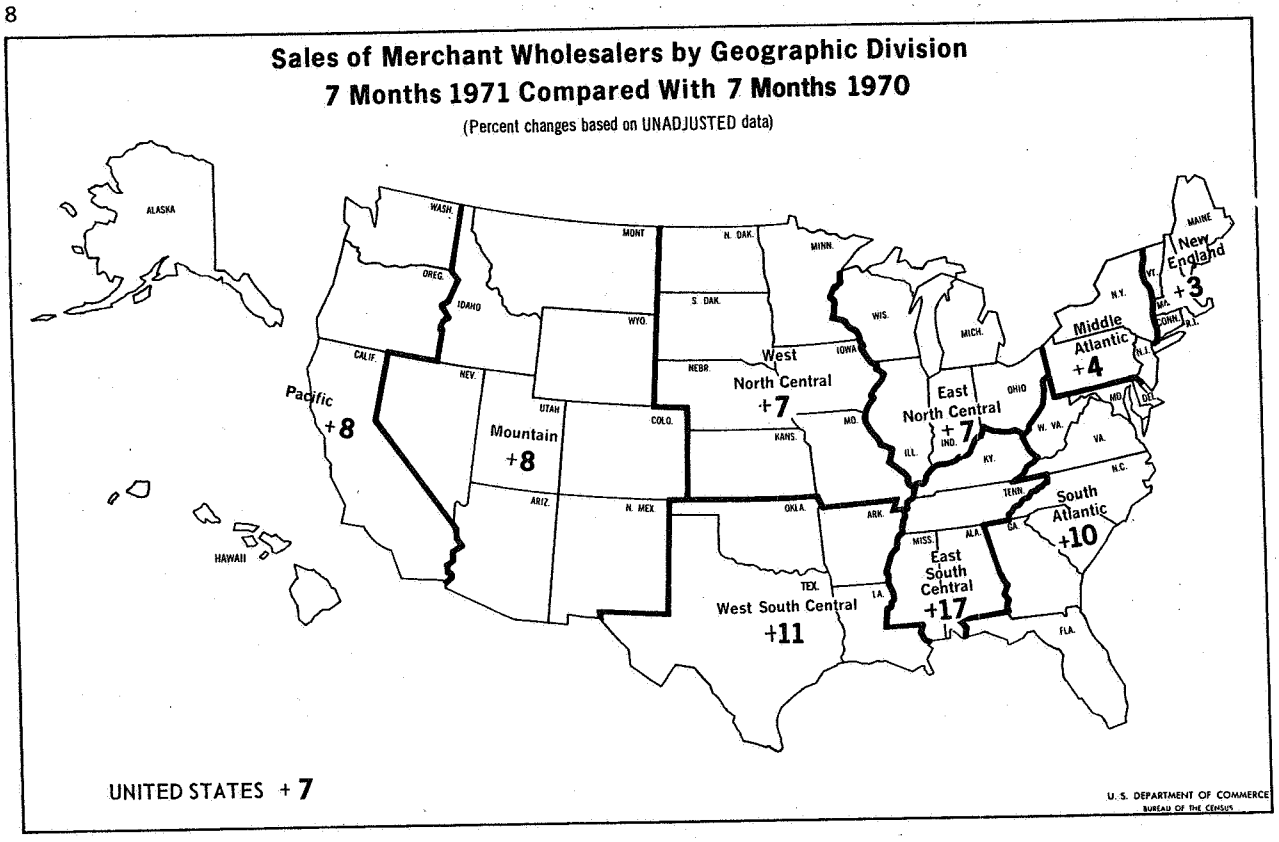


Table 6. **Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971**

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971							1970						Total 7 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,274	20,972	20,623	21,410	21,757	20,704	21,404	150,901	140,753	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,103	1,078	1,052	1,079	1,079	1,073	1,114	7,361	7,180	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,009	5,804	5,703	6,102	6,146	6,003	5,937	41,209	39,683	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,055	3,840	3,744	3,872	3,928	3,719	3,856	27,033	25,278	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,786	1,740	1,755	1,747	1,789	1,677	1,785	12,322	11,546	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,457	2,133	2,051	2,129	2,293	2,139	2,205	15,828	14,390	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,198	1,067	1,078	1,133	1,108	1,057	1,136	8,179	6,985	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,951	1,718	1,695	1,794	1,818	1,715	1,888	13,163	11,812	2-5	3
Mountain	571	580	682	689	667	736	736	679	647	653	656	595	628	4,661	4,324	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	2,980	2,912	2,908	2,902	2,941	2,762	2,854	21,142	19,554	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,365	9,699	9,437	9,794	9,863	9,121	9,095	68,918	64,476	1.3-1.6	1.5
New England	393	391	444	461	484	520	470	468	445	449	476	432	449	3,163	3,113	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,479	2,407	2,269	2,529	2,564	2,455	2,317	16,773	16,653	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	1,999	1,883	1,793	1,857	1,896	1,747	1,720	13,046	12,170	2-5	3
West North Central	530	541	659	688	669	714	694	665	638	654	658	595	606	4,498	4,342	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,234	1,043	1,048	1,089	1,121	1,020	1,033	7,917	6,968	3-6	4
East South Central	418	414	470	511	524	569	517	442	479	493	484	431	441	3,423	2,950	5-7	6
West South Central	795	843	961	986	987	1,078	1,032	914	908	934	907	811	894	6,684	5,999	2-5	3
Mountain	251	283	349	354	324	384	377	343	315	316	313	277	279	2,323	2,090	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,562	1,534	1,542	1,472	1,444	1,352	1,358	11,090	10,191	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,909	11,272	11,186	11,616	11,894	11,583	12,308	81,983	76,277	1.2-1.5	1.2
New England	545	541	637	623	582	638	633	610	606	630	603	604	665	4,198	4,067	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,530	3,397	3,434	3,573	3,583	3,548	3,621	24,438	23,031	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,056	1,957	1,952	2,014	2,031	1,972	2,136	13,992	13,109	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,091	1,075	1,116	1,092	1,131	1,082	1,179	7,826	7,204	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,223	1,090	1,003	1,039	1,172	1,119	1,172	7,914	7,421	3-5	4
East South Central	653	604	739	679	706	694	681	624	599	640	623	626	696	4,755	4,035	4-6	5
West South Central	893	907	952	913	936	962	920	804	787	860	911	904	994	6,483	5,813	4-6	4
Mountain	320	297	332	335	343	352	358	336	332	338	343	317	349	2,338	2,234	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,418	1,378	1,356	1,430	1,497	1,410	1,496	10,041	9,363	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: July 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	July 1971 from--		7 months 1971 from 7 months 1970	July 1971 from--						
	July 1970	June 1971		July 1970	June 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+6	-6	+7	+10	+1	0.8	0.4	0.6	0.8	0.2
New England	+2	-5	+3	-3	-2	4.2	1.9	3.0	2.9	0.9
Middle Atlantic	+4	-8	+4	+12	+2	1.6	0.5	0.9	1.6	0.4
East North Central	+6	-5	+7	+12	+1	2.0	0.7	1.1	1.5	0.4
West North Central	+3	-3	+7	+11	+2	2.7	1.4	2.7	2.2	0.7
South Atlantic	+15	-1	+10	+16	+1	2.0	1.7	1.8	2.3	0.5
East South Central	+12	-5	+17	+12	-1	3.1	1.3	1.9	2.4	0.7
West South Central	+14	-4	+11	+8	-1	2.8	1.2	1.0	2.5	0.7
Mountain	+8	0	+8	0	+1	4.2	2.4	2.4	4.9	1.2
Pacific	+2	-12	+8	+6	0	2.4	1.5	1.9	2.8	0.6
Durable goods, total	+7	-8	+7	+10	+2	1.1	0.8	1.0	1.0	0.2
New England	0	-10	+2	-1	-5	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+3	-8	+1	+14	+4	2.2	1.2	1.5	2.6	0.6
East North Central	+6	-6	+7	+14	+2	2.8	1.3	1.2	1.9	0.5
West North Central	+4	-3	+4	+16	+2	4.1	2.3	2.2	3.3	0.8
South Atlantic	+18	-2	+14	+19	+3	3.7	2.1	2.1	2.6	0.8
East South Central	+17	-9	+16	+16	+1	4.5	2.2	3.2	4.2	0.7
West South Central	+13	-4	+11	+6	0	3.6	1.9	1.0	2.8	0.8
Mountain	+10	-2	+11	-1	+1	7.0	3.9	3.5	5.4	1.1
Pacific	+2	-16	+9	+2	+2	3.2	3.1	3.5	3.0	0.7
Nondurable goods, total	+6	-4	+7	+9	0	1.0	0.5	0.6	1.4	0.4
New England	+4	-1	+3	-5	+1	5.5	2.4	3.7	6.6	1.6
Middle Atlantic	+4	-7	+6	+10	0	1.9	0.9	1.6	1.8	0.9
East North Central	+5	-3	+7	+9	+1	2.4	1.0	1.7	2.8	0.8
West North Central	+2	-3	+8	+5	+3	3.2	1.8	3.4	3.3	1.4
South Atlantic	+12	0	+7	+11	-1	2.1	1.1	1.9	2.9	0.9
East South Central	+9	-2	+18	+7	-3	4.2	1.6	1.9	3.0	1.0
West South Central	+14	-4	+12	+12	-2	3.2	1.6	2.0	8.2	1.4
Mountain	+7	+2	+5	+3	0	4.9	2.2	3.4	6.2	2.6
Pacific	+3	-7	+7	+14	-2	3.6	1.8	1.9	5.7	0.9
Automotive equipment, tire, tubes	+11	-3	+12	+13	+3	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+17	-8	+12	+17	+4	9	4	3	9	1
East North Central	-2	-1	+9	+9	+3	8	4	4	6	1
West North Central	(S)	-14	+12	(S)	(S)	-	5	5	-	1
South Atlantic	(S)	-1	+20	+40	+8	-	4	6	7	1
East South Central	+12	-8	+14	(S)	(S)	9	4	3	9	2
West South Central	+12	+5	+14	+8	+3	9	6	4	9	1
Mountain	(S)	+7	(S)	+9	0	-	5	-	9	1
Pacific	(S)	-2	+6	+4	0	-	3	8	8	2
Electrical supplies, apparatus	-1	-6	+1	+6	0	3	1	2	3	1
New England	(S)	-1	+4	+15	0	-	4	5	9	1
Middle Atlantic	+5	-5	0	+3	+1	9	4	6	8	1
East North Central	-1	-3	-4	+8	+1	7	2	3	7	1
West North Central	-15	-3	-3	-19	0	9	5	6	6	2
South Atlantic	+3	-3	+9	+13	+2	6	2	5	6	1
East South Central	+4	-10	0	(S)	-2	9	3	5	-	2
West South Central	(S)	-17	-1	+11	-9	-	2	4	9	2
Mountain	(S)	-4	+22	(S)	+4	-	4	6	-	1
Pacific	-9	-10	+4	+4	+3	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	0	-8	+5	+6	0	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	2
Middle Atlantic	+4	-9	+3	+17	0	9	4	5	5	2
East North Central	+9	-1	+11	+13	-3	7	4	5	6	2
West North Central	-9	0	+1	(S)	+12	9	4	7	-	3
South Atlantic	-3	-14	+10	+3	0	6	3	4	8	3
East South Central	(S)	-8	+19	(S)	+2	-	5	8	-	2
West South Central	0	-12	+6	(S)	-5	9	3	4	-	1
Mountain	(S)	-1	(S)	(S)	+3	-	6	-	-	5
Pacific	-18	-13	-6	-19	-3	8	3	7	7	2
Furniture, home furnishings, total	+18	-5	+12	+11	+1	4	3	4	3	1
New England	(S)	-15	(S)	(S)	-10	-	5	-	-	2
Middle Atlantic	+1	-9	+1	+4	+3	7	4	5	6	1
East North Central	(S)	-1	(S)	+46	+5	-	4	-	9	2
West North Central	(S)	+3	+16	(S)	-1	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	-3	-	-	-	-	2
West South Central	(S)	(S)	+32	(S)	-2	-	-	9	-	2
Mountain	(S)	(S)	+17	(S)	-1	-	-	7	-	3
Pacific	+7	-5	+1	+12	0	8	6	7	7	3
Hardware	+9	-6	+9	+8	+1	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+14	-6	+1	+2	0	6	4	4	7	1
East North Central	+1	-10	+12	+9	+1	5	3	2	5	1
West North Central	+9	+4	+7	+6	-2	8	3	4	5	1
South Atlantic	+35	0	+18	+24	-1	9	3	4	8	1
East South Central	+22	-7	+15	+26	+4	5	1	3	6	1
West South Central	(S)	-5	+13	+10	0	-	4	4	8	1
Pacific	-6	-13	+4	(S)	+2	9	4	4	-	2
Plumbing and heating equipment, supplies	+11	-4	+8	+6	+1	3	2	2	3	1
New England	(S)	(S)	+8	(S)	+1	-	-	9	-	2
Middle Atlantic	+9	-3	+1	+3	0	8	4	4	8	1
East North Central	+8	-5	+10	+2	+2	6	4	3	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: July 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	July 1971 from--		7 months 1971 from 7 months 1970	July 1971 from--						
	July 1970	June 1971		July 1970	June 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+6	(S)	0	-	-	7	-	2
South Atlantic	+22	0	+12	(S)	+2	9	4	9	-	1
East South Central	(S)	-1	+1	(S)	-2	-	6	7	-	3
West South Central	(S)	-9	+18	(S)	0	-	5	5	-	2
Pacific	+19	-11	+12	+2	-1	8	5	5	6	2
	+21	-4	+14	+7	-2	4	2	3	3	1
Lumber, construction materials, total										
New England	(S)	+8	+17	(S)	-8	-	6	9	-	3
Middle Atlantic	+9	-4	+4	+1	-1	8	5	6	9	2
East North Central	+27	-1	+20	(S)	(S)	9	2	5	6	2
West North Central	+23	+6	+13	+17	-1	9	4	4	9	2
South Atlantic	+30	-6	+18	(S)	+2	8	3	5	-	2
West South Central	(S)	+1	+27	(S)	+1	-	6	7	-	2
Mountain	(S)	-22	(S)	(S)	+4	-	5	-	-	2
Pacific	+15	-11	+10	+4	-5	7	4	6	7	2
	+7	-9	+6	+6	0	5	3	2	3	1
Industrial machinery, equip. supplies dist.										
New England	(S)	(S)	(S)	(S)	+3	-	-	-	-	5
East North Central	(S)	-7	-2	-4	0	-	2	7	8	1
South Atlantic	(S)	(S)	+7	(S)	-1	-	-	6	-	2
East South Central	(S)	(S)	+3	(S)	0	-	-	8	-	6
West South Central	+16	+9	+9	-2	-4	9	5	5	2	1
	+1	-2	+5	+1	-2	2	1	2	2	1
General-line grocery wholesalers										
New England	(S)	-3	-9	(S)	-3	-	2	3	-	2
Middle Atlantic	+2	-8	+12	-4	-6	4	1	3	7	2
East North Central	+6	-2	+7	+5	+1	6	1	2	6	2
West North Central	+8	+4	+2	+5	+1	4	1	2	5	1
South Atlantic	-1	+2	+8	0	0	7	3	4	7	2
East South Central	-1	-1	+7	-8	-4	6	2	4	9	2
West South Central	+12	0	+5	+16	-3	8	1	3	9	2
Mountain	-5	0	0	-4	-1	5	1	3	9	1
Pacific	-10	-3	0	+2	-1	6	1	3	6	3
	+9	-3	+5	+5	+2	3	2	2	4	1
Specialty-line grocery wholesalers										
Middle Atlantic	+10	-5	-2	+11	+6	6	3	2	6	2
East North Central	0	-4	+7	-2	-5	7	3	5	9	3
West North Central	+9	-7	+22	+11	+10	9	3	9	9	2
South Atlantic	+14	-1	+6	+19	+3	8	4	5	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	-	-	6	-	3
West South Central	(S)	-25	+10	(S)	(S)	-	6	4	-	-
Mountain	(S)	+23	(S)	(S)	+4	-	6	-	-	2
Pacific	(S)	-11	+13	(S)	-2	-	5	7	-	3
	+14	+1	+5	+5	-3	4	2	2	5	2
Fresh fruit, vegetable wholesalers										
New England	(S)	+3	+19	(S)	(S)	-	3	6	-	-
Middle Atlantic	+11	0	+5	+5	0	8	4	5	8	3
East North Central	+3	0	-1	+4	-8	7	2	3	9	3
West North Central	(S)	0	+4	0	-6	-	4	9	8	4
South Atlantic	(S)	+1	+17	(S)	-3	-	4	4	-	4
East South Central	(S)	-10	+9	(S)	-5	-	6	5	-	5
West South Central	(S)	+1	-4	(S)	-7	-	4	7	-	4
Mountain	(S)	+36	(S)	(S)	+1	-	5	-	-	5
Pacific	+16	-3	+4	+2	-5	9	4	5	9	4
	+4	-2	+5	+4	+1	3	1	2	3	1
Drug wholesalers (general and specialty lines)										
New England	(S)	-6	(S)	(S)	+6	-	4	-	-	2
Middle Atlantic	+13	+4	+3	+2	+1	8	3	4	6	2
East North Central	-6	-9	+7	+4	+4	5	3	4	8	3
West North Central	-11	-7	+6	-4	-2	9	3	5	8	3
South Atlantic	+7	-4	+7	+7	+1	7	3	3	9	2
East South Central	(S)	0	+3	(S)	-1	-	3	6	-	3
West South Central	+8	-5	+9	+11	-1	6	2	3	8	2
Mountain	(S)	-3	+4	(S)	-1	-	1	6	-	2
Pacific	+17	+2	+9	+10	0	8	3	4	7	2
	+4	-3	+7	+6	+1	2	1	1	3	1
Tobacco distributors										
New England	(S)	-8	+3	0	+2	-	3	6	9	1
Middle Atlantic	+3	-1	+5	+2	-1	5	2	2	6	1
East North Central	+1	-3	+7	(S)	(S)	7	2	4	7	2
West North Central	(S)	(S)	+1	(S)	+1	9	2	6	-	2
South Atlantic	+11	-5	+7	+19	+6	6	2	3	8	1
East South Central	+12	+5	+9	+17	-2	8	3	2	9	2
West South Central	+5	-9	+9	+15	+2	8	2	5	8	2
Mountain	(S)	+17	+22	(S)	(S)	-	3	6	-	6
Pacific	0	-7	+9	(S)	0	9	2	6	-	4
	+8	-7	+13	(S)	(S)	4	2	3	3	1
Dry goods, apparel wholesalers										
New England	(S)	+2	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+7	-8	+13	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	+4	(S)	(S)	-	-	7	-	2
South Atlantic	(S)	+6	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for July 1971.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	[illegible]	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

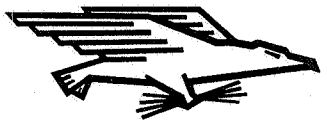
Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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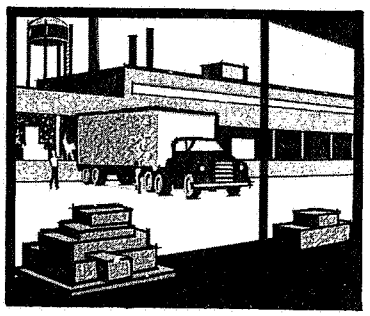


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A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade



AUGUST 1971

U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: October 1971

BW-71-8

Sales and Inventories

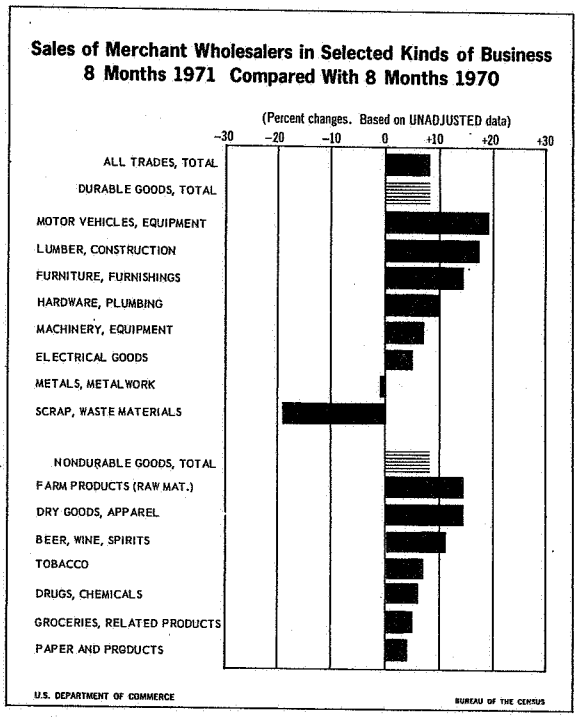
Sales—August 1971 sales of merchant wholesalers were estimated at $23.1 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, August sales were $22.6 billion, virtually unchanged from last month but up 9 percent above August 1970. Adjusted June-through-August average sales were 3 percent above the March-through-May period and were 10 percent above the average sales for the comparable 3 months of a year ago.

After adjustment, August sales in the durable goods trades increased 1 percent from the previous month and were 11 percent above August 1970. Nondurable goods sales decreased 1 percent from July but were 8 percent above August 1970. Average monthly sales in the durable goods group during the June-through-August period were 5 percent above the prior 3 months and 11 percent above the comparable period of a year ago. Three months average sales for the nondurable goods group were 2 percent above the average for the March-through-May period, and 9 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends, with 6 trade groups showing gains, 8 indicating declines, and 3 no change. The larger increases were reported in motor vehicles, automotive equipment (9%), electrical goods (4%), and lumber, construction materials (4%). The sharper declines were reported for machinery, equipment, supplies (-5%), farm products, raw materials (-5%), and scrap, waste materials (-4%). However, when compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-21%), and metals, metalwork, no change. Among the larger increases were lumber, construction materials (30%), motor vehicles, automotive equipment (23%), furniture, home furnishings (22%), and beer, wine, and spirits (17%).

Inventories—Total inventories of merchant wholesalers were valued at $27.7 billion at the end of August. After adjustment for seasonal variations, August inventories were virtually unchanged from July but were 10 percent above the year-ago level. Both durable and nondurable goods stocks were virtually unchanged from the previous month levels. However, durable goods increased 9 percent and nondurable goods increased 10 percent from the stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 8 trade groups showing gains; 3 indicating declines; and 4 no change. The larger increases were noted in groceries, related products (4%) and paper, paper products (3%), while the larger declines were noted in metals, metalwork and farm products, raw materials, both down 7 percent. Changes from year ago levels were more substantial with all trade groups showing increases except scrap, waste materials which remained unchanged. Among the larger increases were motor vehicles, automotive equipment (19%), metals, metalwork (18%), beer, wine, and spirits (14%), and groceries and related products (10%).



Stock-Sales Ratio—The August stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 123 percent, virtually the same as both the previous month and year-ago ratios. The stock-sales ratio for durable goods was 158 percent, down 2 percent from July and 3 percent below the previous year. The ratio for nondurable goods was 93 percent, up 1 percent from the previous month and 2 percent above the year-ago ratio.

An advance release of August 1971 data was issued on October 7, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971								1970					Total 8 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,147	20,623	21,410	21,757	20,704	21,404	174,141	161,365
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,934	19,504	20,242	20,455	19,279	19,926	163,879	152,401
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,791	9,437	9,794	9,863	9,121	9,095	79,728	73,913
Motor vehicles, automotive equipment, total	1,635	1,670	1,900	2,062	2,091	2,287	2,115	2,166	1,697	1,691	1,786	1,678	1,639	15,977	13,408
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,179	1,017	1,032	1,043	985	894	8,427	7,460
Automotive equipment	762	789	876	919	923	999	980	1,010	878	885	899	845	765	7,257	6,445
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,454	1,304	1,400	1,457	1,408	1,375	10,642	10,169
Electrical supplies, apparatus	492	515	577	596	591	663	628	649	611	630	659	608	594	4,710	4,613
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	805	693	770	798	800	781	5,933	5,556
Appliances, TV, radio sets	462	485	552	490	466	564	527	563	484	529	555	560	543	4,109	3,784
Furniture, home furnishings, total	381	411	525	486	495	549	518	578	457	502	489	459	448	3,943	3,452
Furniture-household, office	110	114	133	131	124	140	133	144	136	135	134	125	136	1,030	1,014
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	2,913	2,438
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,078	914	964	966	892	828	7,711	6,983
Hardware	303	326	380	370	357	391	367	385	336	352	361	341	323	2,879	2,620
General-line hardware	167	186	216	208	199	222	213	227	194	200	206	193	179	1,640	1,464
Plumbing and heating, supplies	381	390	437	480	487	538	517	535	457	485	488	450	415	3,764	3,434
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	158	121	127	117	101	91	1,068	929
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,279	972	992	1,004	900	834	8,296	7,106
Lumber, millwork	443	485	632	657	657	774	747	834	(S)	607	615	565	528	5,227	4,379
Construction materials	272	301	345	402	415	459	429	445	381	(S)	(S)	(S)	306	3,069	2,727
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,607	2,431	2,526	2,442	2,211	2,392	20,234	18,945
Construction machinery, equipment	311	343	442	498	479	492	490	468	393	415	431	366	378	3,525	2,993
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,172	1,127	1,174	1,098	1,011	1,121	9,319	8,782
Professional equipment, supplies	319	335	397	353	373	431	370	405	352	379	381	351	375	2,982	2,648
Service-establishment equipment, supplies	143	142	167	168	159	176	167	178	169	163	167	164	162	1,300	1,329
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,095	1,046	1,075	1,055	990	985	8,389	8,521
Iron, steel, and products	728	646	800	812	836	864	752	794	743	762	748	687	698	6,231	5,848
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	303	313	307	(S)	287	2,158	2,672
Scrap, waste materials, total	396	407	481	474	455	448	374	375	472	469	484	402	398	3,410	4,233
Iron, steel scrap	239	253	299	285	271	270	226	217	286	295	309	251	243	2,060	2,549
Waste materials	157	154	182	189	184	178	147	159	185	174	176	151	155	1,350	1,684
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,356	11,186	11,616	11,894	11,583	12,308	94,413	87,452
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	10,068	10,448	10,592	10,158	10,831	84,150	78,488
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,591	4,167	4,270	4,342	4,151	4,317	35,059	33,338
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,822	1,674	1,734	1,780	1,684	1,701	13,974	13,183
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,272	1,130	1,123	1,150	1,121	1,180	9,373	8,844
Confectionery	83	83	96	92	89	96	91	96	92	98	105	96	97	728	712
Meat, meat products	802	741	886	827	897	890	865	855	790	842	838	785	844	6,763	6,535
Poultry, poultry products	179	166	184	182	188	195	190	192	184	186	182	193	201	1,475	1,499
Fresh fruits, vegetables	288	268	331	332	355	404	414	355	299	287	287	273	294	2,744	2,566
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,215	1,274	1,055	1,115	1,146	1,135	1,410	8,911	8,056
Beer	385	399	480	496	546	628	607	598	533	517	471	429	510	4,138	3,710
Wine, distilled spirits	474	503	626	595	601	690	608	677	522	598	674	707	900	4,773	4,346
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	900	797	817	846	784	836	6,738	6,336
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	477	504	524	484	536	3,934	3,738
General-line drugs	222	206	239	228	211	227	224	241	223	237	237	218	231	1,796	1,708
Paints, varnishes	30	32	39	41	42	46	45	46	41	42	40	36	32	322	308
Other chemicals, allied products	272	278	321	325	311	332	314	330	279	271	282	264	267	2,482	2,290
Tobacco, tobacco products	479	461	526	537	547	581	568	556	519	542	526	500	571	4,255	3,978
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,099	927	972	976	931	833	7,613	6,679
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	482	499	494	466	393	3,643	3,231
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	338	333	299	2,757	2,426
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	654	603	624	633	610	624	5,001	4,827
Paper	451	436	513	502	484	504	479	507	471	484	485	461	477	3,874	3,758
Stationery, office supplies	140	136	152	139	135	140	137	147	132	140	148	149	147	1,127	1,068
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,213	1,119	1,168	1,302	1,425	1,478	10,262	8,964
Grain	916	873	1,057	806	959	909	868	881	862	870	964	1,038	1,053	7,269	6,445
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,069	2,000	2,108	2,124	2,046	2,239	16,574	15,274
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	300	(S)	328	(S)	331	2,459	2,061
Books, magazines, newspapers	129	136	147	140	138	154	165	167	142	141	157	146	145	1,177	1,034

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971								1970				
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,656	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,393	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,675	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,141	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,146	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,419	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	895	900	899	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,520	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	795	810	809	742	733	703	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	641	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,717	1,616	1,611	1,619	1,594	1,588
Hardware	678	692	692	703	703	689	681	679	647	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	856	803	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,050	1,067	984	974	1,004	968	955
Lumber, millwork	614	636	635	660	652	681	653	670	612	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,796	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,318	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,960	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,069	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,734	1,485	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,981	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,720	8,788	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,532	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,247	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	789	802	834	879	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,215	1,063	1,123	1,198	1,183	1,073
Beer	288	293	329	350	362	348	346	322	310	295	295	289	267
Wine, distilled spirits	837	831	812	800	859	899	861	894	753	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,147	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	792	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	673	665	671	653	661	665
Paper	457	445	451	456	464	453	454	452	458	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971								1970				
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	124	120	123	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	161	155	162	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	145	155	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	182	182	178	179	190	208
Electrical goods, total	196	188	164	175	187	162	173	166	171	165	163	167	164
Electrical supplies, apparatus	177	167	149	146	154	135	143	139	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	189	200	186	185	184	176
Furniture, home furnishings, total	183	174	145	157	158	145	156	140	162	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	167	159	177	167	168	179	192
Hardware	224	212	182	190	197	176	185	176	193	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	160	176	162	162	172	184
Lumber, construction materials, total	139	130	105	97	97	87	89	83	101	98	100	107	115
Lumber, millwork	139	131	101	101	99	88	87	80	(S)	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	167	182	184	190	179	186	207	190
Construction machinery, equipment	408	368	292	266	270	267	265	281	330	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	163	167	160	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	175	207	192	168	163	168	179	195
Iron, steel, and products	214	236	196	210	201	193	236	219	200	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	89	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	87	87	87	87	91	84
Groceries and related products, total	58	61	54	55	55	52	54	55	56	55	56	59	55
General-line groceries	72	79	70	70	71	68	68	68	70	70	69	74	72
Specialty-line groceries	74	73	64	65	69	65	69	69	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	99	95	101	101	105	104	76
Beer	75	74	69	71	66	55	57	54	58	57	63	67	52
Wine, distilled spirits	177	165	130	134	143	130	142	132	144	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	136	127	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	160	151	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	109	103	110	108	103	108	106
Paper	101	102	88	91	96	90	95	89	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971								1970				
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,602	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,340	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,470	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,147	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,410	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	539	555	543	445	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,009	1,009	867	903	892	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,121	1,163	898	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,576	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,070	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	446	423	407	391	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,132	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,870	10,079	10,085	10,138	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,555	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,210	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	859	879	875	800	785	810	803	809
Tobacco, tobacco products	528	520	530	541	556	554	553	537	511	514	508	519	520
Dry goods, apparel	991	998	955	934	934	988	978	994	856	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	638	594	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,262	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,061	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,874	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,362	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,562	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,202	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,414	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	781	796	798	735	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,726	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,066	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,716	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,133	1,994	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,312	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,800	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,608	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,266	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,142	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	678	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	123	124	123	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	160	158	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	149	154	158	151	156	154
Electrical goods	176	172	167	163	167	161	175	171	175	178	175	176	181
Furniture, home furnishings	156	153	149	157	153	145	143	147	165	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	171	187	181	184	182	186
Lumber, construction materials	112	108	104	99	95	92	94	92	110	107	111	109	110
Machinery, equipment, supplies	196	194	189	193	179	178	173	183	184	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	187	201	186	158	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	93	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	90	88	88	88	89	90
Groceries and related products	55	54	55	54	54	55	55	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	104	105	107	100	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	130	131	131	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	106	113	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1965-1971 (Seasonally Adjusted)

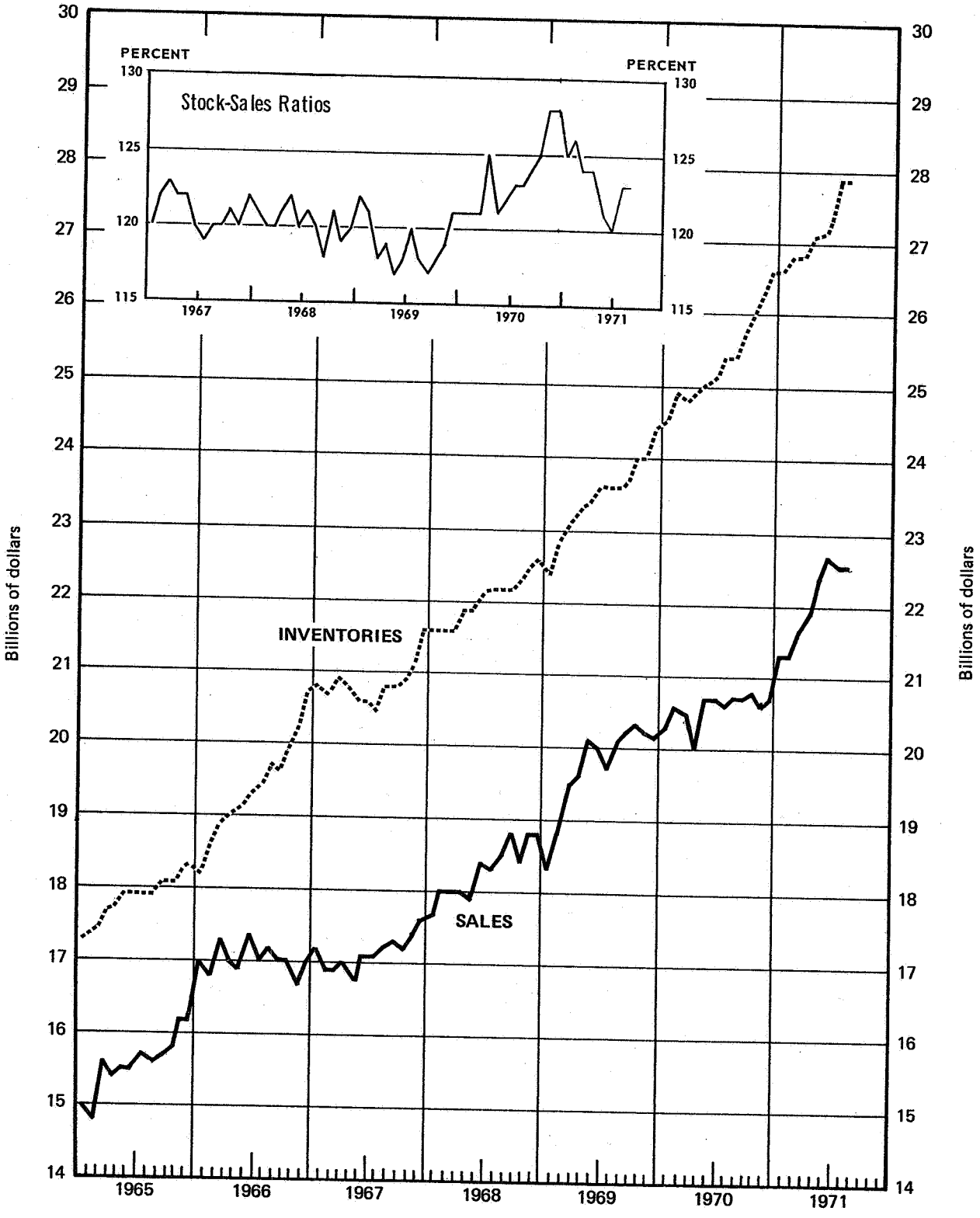


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: August 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	August 1971 from—		8 months 1971 from 8 months 1970	August 1971 from—		August 1971 from—		August 1971 from—	
	August 1970	July 1971		August 1970	July 1971	August 1970	July 1971	August 1970	July 1971
MERCHANT WHOLESALERS, TOTAL	+12	+4	+8	+9	0	+9	0	+10	0
TOTAL (excluding farm products, raw materials)	+13	+4	+8	+11	0	+9	0	+10	0
DURABLE GOODS, TOTAL	+14	+4	+8	+9	0	+11	+1	+9	0
Motor vehicles, automotive equipment, total	+28	+2	+19	+19	-1	+23	+9	+19	+2
Automobiles, other motor vehicles	+45	+2	+27	+27	-7	-	-	-	-
Automotive equipment, tires, tubes	+16	+3	+13	+16	+2	-	-	-	-
Automotive equipment	+15	+3	+13	+17	+3	-	-	-	-
Electrical goods, total	+11	+6	+5	+8	+2	+10	+4	+8	+2
Electrical supplies, apparatus	+6	+3	+2	+6	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+16	+8	+7	+9	+3	-	-	-	-
Appliances, TV, radio sets	+16	+7	+9	+10	+2	-	-	-	-
Furniture, home furnishings, total	+26	+11	+14	+9	0	+22	-2	+9	0
Furniture-household, office	+6	+8	+2	-2	+3	-	-	-	-
Household furniture	+9	+16	+5	+1	+3	-	-	-	-
Office furniture	+3	+2	-2	-5	+2	-	-	-	-
Home furnishings, floor coverings	+35	+12	+20	+12	-1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+18	+3	+10	+6	-1	+16	0	+6	0
Hardware	+15	+5	+10	+5	0	-	-	-	-
General-line hardware	+17	+7	+12	+8	0	-	-	-	-
Plumbing and heating equipment, supplies	+17	+4	+10	+7	-1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+30	0	+15	+10	-6	-	-	-	-
Lumber, construction materials, total	+32	+9	+17	+8	+2	+30	+4	+8	+1
Lumber, millwork	+41	+12	+19	+10	+3	-	-	-	-
Construction materials	+17	+4	+13	+7	0	-	-	-	-
Machinery, equipment, supplies, total	+7	-1	+7	+4	+1	+4	-5	+3	+1
Commercial machines, equipment	+5	+2	-3	+13	0	-	-	-	-
Construction machinery, equipment	+19	-4	+18	-1	+1	-	-	-	-
Industrial machinery, equipment, supplies	+4	-1	+6	+9	+1	-	-	-	-
Professional equipment, supplies	+15	+9	+13	+4	0	-	-	-	-
Surgical, medical, hospital supplies	+17	+6	+17	+1	-1	-	-	-	-
Service-establishment equipment, supplies	+5	+7	-2	+1	+2	-	-	-	-
Metals, metalwork (except scrap), total	+5	+5	-1	+18	-2	0	+1	+18	-7
Iron, steel, and products	+7	+6	+7	+17	-2	-	-	-	-
Nonferrous metals	0	+5	-19	+23	-3	-	-	-	-
Scrap, waste materials, total[2]	-20	0	-19	0	+1	-21	-4	0	+2
Iron, steel scrap	-24	-4	-19	-3	0	-	-	-	-
Waste materials	-14	+8	-20	+4	+3	-	-	-	-
Jewelry	+9	+27	+3	(S)	(S)	+9	-1	(S)	(S)
NONDURABLE GOODS, TOTAL	+10	+3	+8	+9	+1	+8	-1	+10	0
TOTAL (excluding farm products, raw materials)	+11	+4	+7	+11	+1	+8	-1	+11	+2
Groceries and related products, total	+10	0	+5	+9	+3	+7	0	+10	+4
General-line groceries	+9	0	+6	+6	+1	-	-	-	-
Voluntary groups	+10	0	+8	+6	0	-	-	-	-
Retailer cooperatives	+10	-2	+7	+13	+3	-	-	-	-
Nonaffiliated	+6	+3	+3	+3	0	-	-	-	-
Specialty-line groceries	+13	+4	+6	+12	+5	-	-	-	-
Confectionery	+4	+5	+2	+8	+1	-	-	-	-
Meats, meat products	+8	-1	+3	+14	+3	-	-	-	-
Poultry, poultry products	+4	+1	-2	+17	+6	-	-	-	-
Fresh fruits, vegetables	+19	-14	+7	+17	-1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+21	+5	+11	+14	+1	+17	+1	+14	+1
Beer	+12	-2	+12	+4	-7	-	-	-	-
Wine, distilled spirits	+30	+11	+10	+19	+4	-	-	-	-
Drugs, chemicals, allied products, total	+13	+7	+6	+9	+1	+9	0	+9	0
Drugs, drug proprietaries, druggists' sundries	+10	+9	+5	+8	+3	-	-	-	-
General-line drugs	+8	+8	+5	+3	+2	-	-	-	-
Paints, varnishes	+13	+2	+4	+11	+1	-	-	-	-
Other chemicals, allied products	+18	+5	+8	+11	-5	-	-	-	-
Tobacco, tobacco products	+7	-2	+7	+7	+2	+5	-3	+7	-1
Dry goods, apparel, total	+18	+18	+14	(S)	(S)	+16	+2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+13	+16	+13	(S)	(S)	-	-	-	-
Dry goods, notions	+26	+17	+14	(S)	(S)	-	-	-	-
Piece goods converters	+22	+23	+19	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+8	+6	+4	+1	0	+7	-1	+1	+3
Paper	+7	+6	+3	-1	-1	-	-	-	-
Stationery, office supplies	+12	+8	+5	+7	+2	-	-	-	-
Farm products (raw materials), total[2]	+8	-1	+14	0	-4	+5	-5	+7	-7
Cotton	+40	-4	+24	(S)	(S)	-	-	-	-
Grain	+2	+2	+13	(S)	(S)	-	-	-	-
Other nondurable goods, total	+3	+4	+9	+6	0	+1	-3	+6	0
Amusement, sporting goods	+20	+13	+19	+14	0	-	-	-	-
Books, magazines, newspapers	+18	+2	+14	+17	0	-	-	-	-
Coal	-7	+15	+4	(S)	(S)	-	-	-	-
Farm supplies	-8	+7	+6	+18	-1	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

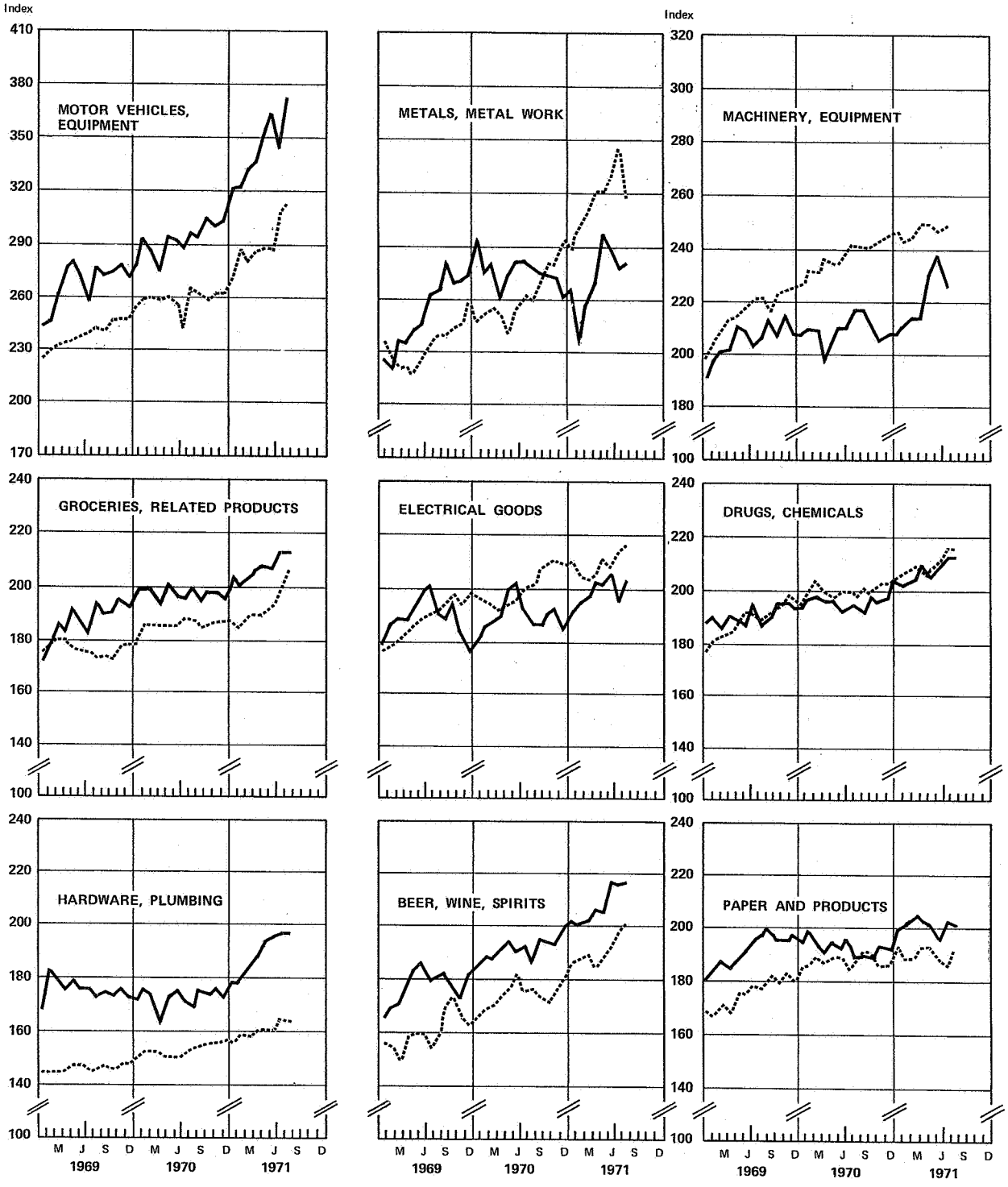
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories .....



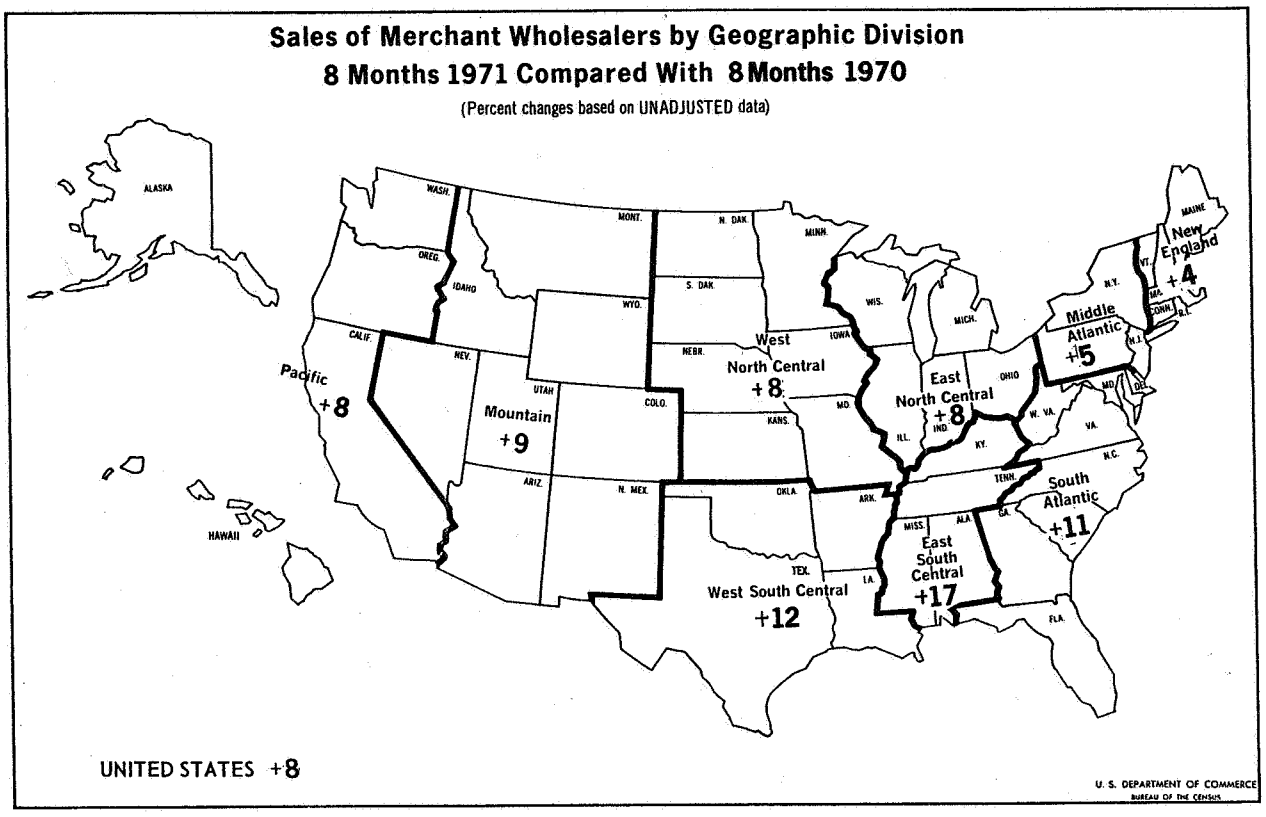


Table 6. **Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971**

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971								1970					Total 8 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,147	20,623	21,410	21,757	20,704	21,404	174,141	161,365	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,114	1,153	1,052	1,079	1,079	1,073	1,114	8,526	8,232	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,347	5,703	6,102	6,146	6,003	5,937	47,589	45,386	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,150	3,744	3,872	3,928	3,719	3,856	31,210	29,023	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,945	1,755	1,747	1,789	1,677	1,785	14,323	13,300	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,507	2,051	2,129	2,293	2,139	2,205	18,304	16,441	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,263	1,078	1,133	1,108	1,057	1,136	9,447	8,063	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,949	1,695	1,794	1,818	1,715	1,888	15,091	13,507	2-5	3
Mountain	571	580	682	689	667	736	736	746	647	653	656	595	628	5,407	4,971	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,087	2,908	2,902	2,941	2,762	2,854	24,254	22,442	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,791	9,437	9,794	9,863	9,121	9,095	79,728	73,913	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	490	445	449	476	432	449	3,642	3,559	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,555	2,269	2,529	2,564	2,455	2,317	19,336	18,921	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,099	1,793	1,857	1,896	1,747	1,720	15,182	13,962	2-5	3
West North Central	530	541	659	688	669	714	694	739	638	654	658	595	606	5,236	4,980	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,201	1,293	1,048	1,089	1,121	1,020	1,033	9,177	8,016	3-6	4
East South Central	418	414	470	511	524	569	496	551	479	493	484	431	441	3,952	3,428	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,033	908	934	907	811	894	7,715	6,907	2-5	3
Mountain	251	283	349	354	324	384	385	387	315	316	313	277	279	2,717	2,405	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,644	1,542	1,472	1,444	1,352	1,358	12,771	11,734	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,356	11,186	11,616	11,894	11,583	12,308	94,413	87,452	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	663	606	630	603	604	665	4,884	4,673	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,791	3,434	3,573	3,583	3,548	3,621	28,253	26,465	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,051	1,952	2,014	2,031	1,972	2,136	16,028	15,060	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,146	1,206	1,116	1,092	1,131	1,082	1,179	9,087	8,320	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,214	1,003	1,039	1,172	1,119	1,172	9,127	8,425	3-5	4
East South Central	653	604	739	679	706	694	709	712	599	640	623	626	696	5,495	4,634	4-6	5
West South Central	893	907	952	913	936	962	897	916	787	860	911	904	994	7,376	6,600	4-6	4
Mountain	320	297	332	335	343	352	351	359	332	338	343	317	349	2,690	2,565	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,443	1,356	1,430	1,497	1,410	1,496	11,472	10,709	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: August 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	August 1971 from--		8 months 1971 from 8 months 1970	August 1971 from--						
	August 1970	July 1971		August 1970	July 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+12	+4	+8	+9	0	0.8	0.4	0.6	0.8	0.2
New England	+10	+4	+4	-2	-1	4.2	1.9	3.0	2.9	0.9
Middle Atlantic	+11	+5	+5	+11	+1	1.6	0.5	0.9	1.6	0.4
East North Central	+11	+2	+8	+13	0	2.0	0.7	1.1	1.5	0.4
West North Central	+11	+6	+8	+9	-1	2.7	1.4	2.7	2.2	0.7
South Atlantic	+22	+3	+11	+15	+2	2.0	1.7	1.8	2.3	0.5
East South Central	+17	+5	+17	+8	0	3.1	1.3	1.9	2.4	0.7
West South Central	+15	+1	+12	+2	0	2.8	1.2	1.0	2.5	0.7
Mountain	+15	+1	+9	+10	+1	4.2	2.4	2.4	4.9	1.2
Pacific	+7	+3	+8	+8	0	2.4	1.5	1.9	2.8	0.6
Durable goods, total	+14	+4	+8	+9	0	1.1	0.8	1.0	1.0	0.2
New England	+10	+7	+2	0	0	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+13	+3	+2	+10	-1	2.2	1.2	1.5	2.6	0.6
East North Central	+17	+3	+9	+17	0	2.8	1.3	1.2	1.9	0.5
West North Central	+16	+7	+5	+13	0	4.1	2.3	2.2	3.3	0.8
South Atlantic	+23	+8	+14	+13	+1	3.7	2.1	2.1	2.6	0.8
East South Central	+15	+11	+15	+5	0	4.5	2.2	3.2	4.2	0.7
West South Central	+14	0	+12	+1	+1	3.6	1.9	1.0	2.8	0.8
Mountain	+23	+1	+13	+13	0	7.0	3.9	3.5	5.4	1.1
Pacific	+7	+3	+9	+5	0	3.2	3.1	3.5	3.0	0.7
Nondurable goods, total	+10	+3	+8	+9	+1	1.0	0.5	0.6	1.4	0.4
New England	+9	+1	+5	-4	-3	5.5	2.4	3.7	6.6	1.6
Middle Atlantic	+10	+7	+7	+13	+3	1.9	0.9	1.6	1.8	0.9
East North Central	+5	0	+6	+6	-1	2.4	1.0	1.7	2.8	0.8
West North Central	+8	+5	+9	+5	-3	3.2	1.8	3.4	3.3	1.4
South Atlantic	+21	-1	+8	+17	+3	2.1	1.1	1.9	2.9	0.9
East South Central	+19	0	+19	+10	0	4.2	1.6	1.9	3.0	1.0
West South Central	+16	+2	+12	+4	-1	3.2	1.6	2.0	8.2	1.4
Mountain	+8	+2	+5	+6	+2	4.9	2.2	3.4	6.2	2.6
Pacific	+6	+3	+7	+13	0	3.6	1.8	1.9	5.7	0.9
Automotive equipment, tire, tubes	+16	+3	+13	+16	+2	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	+2	-	-	-	-	2
Middle Atlantic	+20	+9	+12	+10	-1	9	4	3	9	1
East North Central	+23	+3	+12	+28	+3	8	4	4	6	1
West North Central	(S)	0	+13	(S)	+3	-	5	5	-	1
South Atlantic	(S)	+5	+18	+22	0	-	4	6	7	1
East South Central	+6	+11	+13	-1	+2	9	4	3	9	2
West South Central	(S)	(S)	+14	(S)	(S)	9	6	4	9	1
Mountain	(S)	-2	(S)	+22	+1	-	5	-	9	1
Pacific	(S)	-8	+7	+17	+8	-	3	8	8	2
Electrical supplies, apparatus	+6	+3	+2	+6	0	3	1	2	3	1
New England	(S)	-6	0	-1	-2	-	4	5	9	1
Middle Atlantic	+9	-1	0	0	0	9	4	6	8	1
East North Central	-4	+2	-5	+1	-1	7	2	3	7	1
West North Central	+15	+11	+2	+12	+5	9	5	6	6	2
South Atlantic	+14	+2	+11	+19	+3	6	2	5	6	1
East South Central	+8	-3	0	(S)	0	9	3	5	-	2
West South Central	-10	-1	-3	-13	0	-	2	4	9	2
Mountain	(S)	+23	+27	(S)	-15	-	4	6	-	1
Pacific	(S)	+12	+7	+22	0	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+16	+8	+7	+9	+3	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
Middle Atlantic	+17	+12	+4	+7	+5	9	4	5	5	2
East North Central	+18	0	+11	+14	0	7	4	5	6	2
West North Central	+14	+15	+3	(S)	+2	9	4	7	-	3
South Atlantic	+30	+7	+13	+33	+8	6	3	4	8	3
East South Central	(S)	0	+17	(S)	0	-	5	8	-	2
West South Central	+6	+13	+6	(S)	0	9	3	4	-	1
Mountain	(S)	-7	(S)	(S)	-7	-	6	-	-	5
Pacific	+10	+17	-3	-2	+5	8	3	7	7	2
Furniture, home furnishings, total	+26	+11	+14	+9	0	4	3	4	3	1
New England	(S)	+14	(S)	(S)	-1	-	5	-	-	2
Middle Atlantic	+17	+18	+2	+14	+3	7	4	5	6	1
East North Central	(S)	+11	(S)	+42	-3	-	4	-	9	2
West North Central	(S)	+5	+16	(S)	0	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	+3	-	-	-	-	2
West South Central	(S)	(S)	+29	(S)	-1	-	-	9	-	2
Mountain	(S)	(S)	+19	(S)	(S)	-	-	7	-	3
Pacific	+2	0	+1	-9	-4	8	6	7	7	3
Hardware	+15	+5	+10	+5	0	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+19	+11	+2	-1	+1	6	4	4	7	1
East North Central	+13	+1	+13	+17	+2	5	3	2	5	1
West North Central	+15	+7	+8	-3	-1	8	3	4	5	1
South Atlantic	(S)	(S)	+16	-3	-2	9	3	4	8	1
East South Central	+18	+14	+14	+10	-5	5	1	3	6	1
West South Central	(S)	+7	+14	+4	+1	-	4	4	8	1
Pacific	+1	-5	+5	(S)	-2	9	4	4	-	2
Plumbing and heating equipment, supplies	+17	+4	+10	+7	-1	3	2	2	3	1
New England	(S)	(S)	+10	(S)	(S)	-	-	9	-	2
Middle Atlantic	-4	+1	0	-13	-2	8	4	4	8	1
East North Central	+32	+7	+14	+24	+1	6	4	3	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: August 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	August 1971 from--		8 months 1971 from 8 months 1970	August 1971 from--						
	August 1970	July 1971		August 1970	July 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+7	(S)	+1	-	-	7	-	2
South Atlantic	+20	0	+14	(S)	-1	9	4	9	-	1
East South Central	(S)	+7	+4	(S)	-1	-	6	7	-	3
West South Central	(S)	0	+16	(S)	-4	-	5	5	-	2
Pacific	+35	+4	+15	+5	-4	8	5	5	6	2
Lumber, construction materials, total	+32	+9	+17	+8	+2	4	2	3	3	1
New England	(S)	+12	+17	(S)	0	-	6	9	-	3
Middle Atlantic	+26	+8	+7	+19	+2	8	5	6	9	2
East North Central	+41	+9	+24	+8	+3	9	2	5	6	2
West North Central	+47	+21	+18	+24	+6	9	4	4	9	2
South Atlantic	+33	+14	+20	(S)	-1	8	3	5	-	2
West South Central	(S)	-2	+27	(S)	-2	-	6	7	-	2
Mountain	(S)	-3	(S)	(S)	+3	-	5	-	-	2
Pacific	+25	+7	+12	+3	+1	7	4	6	7	2
Industrial machinery, equip. supplies dist.	+4	-1	+6	+9	+1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	5
East North Central	(S)	+2	0	-2	-1	-	2	7	8	1
South Atlantic	(S)	(S)	+7	(S)	-1	-	-	6	-	2
East South Central	(S)	(S)	+4	(S)	+1	-	-	8	-	6
West South Central	+7	-8	+10	+4	+2	9	5	5	2	1
General-line grocery wholesalers	+9	0	+6	+6	+1	2	1	2	2	1
New England	(S)	+1	-4	(S)	+2	-	2	3	-	2
Middle Atlantic	+23	+2	+14	+18	+3	4	1	3	7	2
East North Central	+4	0	+6	-4	0	6	1	2	6	2
West North Central	+9	+1	+3	+9	+2	4	1	2	5	1
South Atlantic	+26	-3	+12	+25	-1	7	3	4	7	2
East South Central	+11	+3	+8	0	0	6	2	4	9	2
West South Central	0	0	+4	+2	+2	8	1	3	9	2
Mountain	0	-1	0	+6	+6	5	1	3	9	1
Pacific	-4	+1	0	-4	-4	6	1	3	6	3
Specialty-line grocery wholesalers	+13	+4	+6	+12	+5	3	2	2	4	1
Middle Atlantic	+13	+11	0	+14	+8	6	3	2	6	2
East North Central	-8	-3	+6	+8	+6	7	3	5	9	3
West North Central	(S)	+1	(S)	(S)	+1	9	3	9	9	2
South Atlantic	+31	+8	+8	+33	+5	8	4	5	9	2
East South Central	(S)	(S)	+5	(S)	(S)	-	-	6	-	3
West South Central	(S)	+17	+15	(S)	(S)	-	6	4	-	-
Mountain	(S)	+11	(S)	(S)	+4	-	6	-	-	2
Pacific	(S)	+5	+9	(S)	+6	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+19	-14	+7	+17	-1	4	2	2	5	2
New England	(S)	-18	+24	(S)	(S)	-	3	6	-	-
Middle Atlantic	+19	-15	+7	+24	+2	8	4	5	8	3
East North Central	+18	-18	+1	-8	-7	7	2	3	9	3
West North Central	(S)	-36	+5	+8	+1	-	4	9	8	4
South Atlantic	(S)	-14	+17	(S)	-1	-	4	4	-	4
East South Central	(S)	-10	+9	(S)	-1	-	6	5	-	5
West South Central	(S)	-3	+4	(S)	-1	-	4	7	-	4
Mountain	(S)	-12	(S)	(S)	-1	-	5	-	-	5
Pacific	+1	-9	+3	+8	+14	9	4	5	9	4
Drug wholesalers (general and specialty lines)	+10	+9	+5	+8	+3	3	1	2	3	1
New England	(S)	(S)	(S)	(S)	(S)	-	4	-	-	2
Middle Atlantic	+3	+10	+2	+8	+11	8	3	4	6	2
East North Central	+8	+13	+7	+5	-2	5	3	4	8	3
West North Central	+17	+9	+10	+13	+4	9	3	5	8	3
South Atlantic	+18	+5	+9	+21	+3	7	3	3	9	2
East South Central	(S)	+8	+5	(S)	+3	-	3	6	-	3
West South Central	+16	+12	+9	+5	+1	6	2	3	8	2
Mountain	(S)	+9	0	(S)	0	-	1	6	-	2
Pacific	+10	+7	+9	+3	-3	8	3	4	7	2
Tobacco distributors	+7	-2	+7	+7	+2	2	1	1	3	1
New England	(S)	+1	+4	(S)	(S)	-	3	6	9	1
Middle Atlantic	+10	-2	+6	+15	+3	5	2	2	6	1
East North Central	+2	-4	+7	+6	+4	7	2	4	7	2
West North Central	-1	0	+3	(S)	+1	9	2	6	-	2
South Atlantic	+10	0	+7	+1	0	6	2	3	8	1
East South Central	+19	-6	+10	+24	+1	8	3	2	9	2
West South Central	+9	0	+9	+10	+3	8	2	5	8	2
Mountain	(S)	(S)	+17	(S)	(S)	-	3	6	-	6
Pacific	+8	-8	+10	(S)	0	9	2	6	-	4
Dry goods, apparel wholesalers	+18	+18	+14	(S)	(S)	4	2	3	3	1
New England	(S)	+19	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+18	+20	+14	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	+3	(S)	(S)	-	-	7	-	2
South Atlantic	(S)	-2	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for June 1971

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to-- for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials)	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip.	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials)	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1]	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials)	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	96.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip.	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials)	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2]	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).--Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.--Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).--Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).--Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).--Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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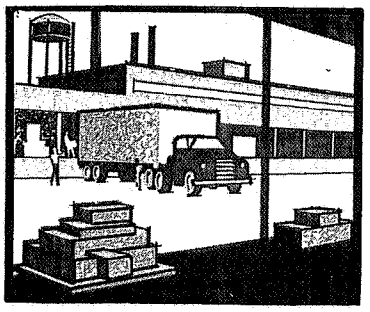
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

SEPTEMBER 1971



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Sales and Inventories

Sales– September 1971 sales of merchant wholesalers were estimated at $23.3 billion. After adjustment for seasonal variations and trading day differences but not for price changes, September sales were $22.5 billion, down 0.6 percent from the previous month but 8 percent above September 1970. Adjusted July-through-September average sales were 1 percent above the prior 3 months and 9 percent above the average sales for the comparable months of a year ago.

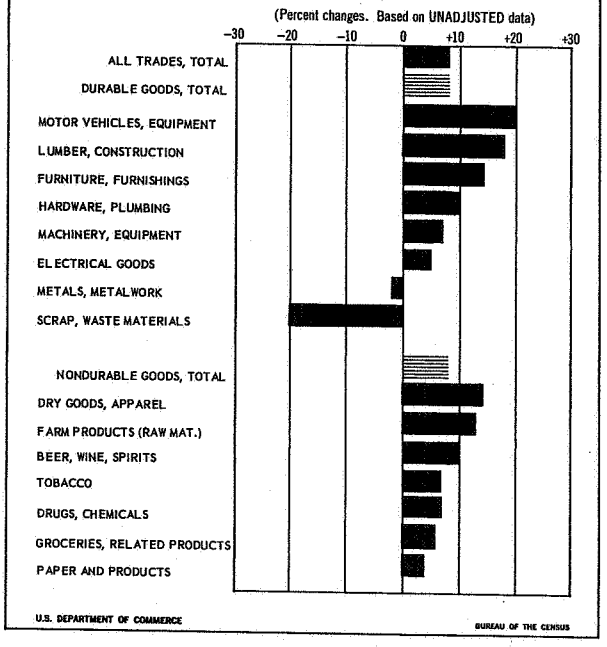
After adjustment, September sales in the durable goods trades decreased 1 percent from the previous month but were up 10 percent from September 1970. Nondurable goods sales were virtually unchanged from August but were 7 percent above the same month a year ago. Average monthly sales in the durable goods group during the July-through-September period were 2 percent above the prior 3 months and 10 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were virtually unchanged from the April-through-June period and were 8 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends, with 4 trade groups showing gains, 12 indicating declines, and 1 no change. The larger increases were reported in machinery, equipment, supplies (3%) and drugs, chemicals, allied products (2%). The sharper declines were reported for beer, wine and spirits (-6%), scrap, waste material (-4%), furniture, home furnishings (-3%), and hardware, plumbing, heating equipment, supplies (-3%). However, when compared with sales a year ago, all trade groups showed increases except scrap, waste material (-22%) and jewelry (-3%). Among the larger increases were lumber, construction material (28%), motor vehicles, automotive equipment (24%), drugs, chemicals, allied products (14%), and furniture, home furnishings (13%).

Inventories–Total inventories of merchant wholesalers were valued at $27.7 billion at the end of September. After adjustment for seasonal variations, September inventories were virtually unchanged from August but were 8 percent over last year. Durable goods stocks were up 1 percent from last month and were 10 percent above September 1970. Nondurable goods stocks were down 2 percent below August but were 7 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 3 trade groups showing gains; 8 indicating declines; and 4 no changes. The largest increase was noted in motor vehicles, automotive equipment (4%). The larger declines were noted in tobacco, tobacco products (-5%) and farm products, raw materials (-4%). However, when compared with inventories a year ago, all trade groups showed increases except farm products, raw material (-5%) and paper, paper products (-3%). Among the larger increases were motor vehicles, automotive equipment (22%), metals, metalwork, except scrap (17%), and beer, wine, spirits (13%).

Sales of Merchant Wholesalers in Selected Kinds of Business 9 Months 1971 Compared With 9 Months 1970



Stock-Sales Ratio–The September stock-sales ratio for merchant wholesalers, based on adjusted data was 124 percent, 1 percent above the previous month and virtually the same as the year ago ratio. The stock-sales ratio for durable goods was 161 percent, up 3 percent from August and 1 percent below the previous year. The ratio for nondurable goods was 92 percent, down 1 percent from the previous month and virtually the same as the year ago ratio.

An advance release of September 1971 data was issued on November 8, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971									1970				Total 9 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,332	21,410	21,757	20,704	21,404	197,474	182,768
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,112	20,242	20,455	19,279	19,926	185,987	172,636
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,804	9,794	9,863	9,121	9,095	90,528	83,700
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,099	1,691	1,786	1,678	1,639	18,067	15,100
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,136	1,032	1,043	985	894	9,538	8,492
Automotive equipment	762	789	876	919	923	999	980	996	989	885	899	845	765	8,232	7,330
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,483	1,400	1,457	1,408	1,375	12,119	11,569
Electrical supplies, apparatus	492	515	577	596	591	663	628	645	640	630	659	608	594	5,346	5,243
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	803	843	770	798	800	781	6,774	6,326
Appliances, TV, radio sets	462	485	552	490	466	564	527	568	593	529	555	560	543	4,707	4,313
Furniture, home furnishings, total	381	411	525	486	495	549	518	567	564	502	489	459	448	4,496	3,947
Furniture-household, office	110	114	133	131	124	140	133	148	148	135	134	125	136	1,181	1,150
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	3,315	2,797
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,071	1,046	964	966	892	828	8,750	7,947
Hardware	303	326	380	370	357	391	367	387	394	352	361	341	323	3,274	2,973
General-line hardware	167	186	216	208	199	222	213	226	236	200	206	193	179	1,875	1,663
Plumbing and heating, supplies	381	390	437	480	487	538	517	532	516	485	488	450	415	4,278	3,919
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	153	136	127	117	101	91	1,198	1,056
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,281	1,246	992	1,004	900	834	9,543	8,098
Lumber, millwork	443	485	632	657	657	774	747	825	805	607	615	565	528	6,023	4,986
Construction materials	272	301	345	402	415	459	429	455	441	(S)	(S)	(S)	306	3,520	3,112
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,754	2,526	2,442	2,211	2,392	23,018	21,471
Construction machinery, equipment	311	343	442	498	479	492	490	457	459	415	431	366	378	3,972	3,408
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,314	1,174	1,098	1,011	1,121	10,672	9,956
Professional equipment, supplies	319	335	397	353	373	431	370	395	408	379	381	351	375	3,380	3,027
Service-establishment equipment, supplies	143	142	167	168	159	176	167	177	186	163	167	164	162	1,485	1,492
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,080	1,075	1,055	990	985	9,451	9,595
Iron, steel, and products	728	646	800	812	836	864	752	797	789	762	748	687	698	7,023	6,610
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	(S)	313	307	(S)	287	2,428	2,985
Scrap, waste materials, total	396	407	481	474	455	448	374	384	361	469	484	402	398	3,779	4,702
Iron, steel scrap	239	253	299	285	271	270	226	220	215	295	309	251	243	2,279	2,844
Waste materials	157	154	182	189	184	178	147	163	146	174	176	151	155	1,500	1,857
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,528	11,616	11,894	11,583	12,308	106,946	99,068
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,308	10,448	10,592	10,158	10,831	95,458	88,936
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,712	4,270	4,342	4,151	4,317	39,762	37,620
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,884	1,734	1,780	1,684	1,701	15,859	14,928
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,317	1,123	1,150	1,121	1,180	10,702	9,967
Confectionery	83	83	96	92	89	96	91	96	99	98	105	96	97	826	810
Meat, meat products	802	741	886	827	897	890	865	839	882	842	838	785	844	7,629	7,377
Poultry, poultry products	179	166	184	182	188	195	190	192	197	186	182	193	201	1,672	1,685
Fresh fruits, vegetables	288	268	331	332	355	404	414	347	334	287	287	273	294	3,073	2,853
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,215	1,273	1,181	1,115	1,146	1,135	1,410	10,091	9,171
Beer	385	399	480	496	546	628	607	600	555	517	471	429	510	4,696	4,227
Wine, distilled spirits	474	503	626	595	601	690	608	673	626	598	674	707	900	5,396	4,944
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	899	924	817	846	784	836	7,662	7,153
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	539	504	524	484	536	4,475	4,242
General-line drugs	222	206	239	228	211	227	224	242	246	237	237	218	231	2,043	1,944
Paints, varnishes	30	32	39	41	42	46	45	47	44	42	40	36	32	367	350
Other chemicals, allied products	272	278	321	325	311	332	314	328	(S)	271	282	264	267	2,821	2,561
Tobacco, tobacco products	479	461	526	537	547	581	568	562	555	542	526	500	571	4,816	4,520
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,120	1,083	972	976	931	833	8,717	7,651
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	499	494	466	393	4,215	3,730
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	338	333	299	3,134	2,766
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	659	665	624	633	610	624	5,671	5,450
Paper	451	436	513	502	484	504	479	514	508	484	485	461	477	4,390	4,242
Stationery, office supplies	140	136	152	139	135	140	137	145	156	140	148	149	147	1,281	1,208
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,220	1,168	1,302	1,425	1,478	11,487	10,132
Grain	916	873	1,057	806	959	909	868	885	906	870	964	1,038	1,053	8,179	7,314
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,188	2,108	2,124	2,046	2,239	18,739	17,382
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	(S)	(S)	328	(S)	331	2,907	2,397
Books, magazines, newspapers	129	136	147	140	138	154	165	163	157	141	157	146	145	1,330	1,176

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971									1970			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,713	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,492	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,679	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,197	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,050	1,834	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,404	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	895	900	898	907	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,497	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	795	810	790	772	733	703	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	619	597	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,672	1,611	1,619	1,594	1,588
Hardware	678	692	692	703	703	689	681	675	674	661	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	843	813	784	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,069	974	1,004	968	955
Lumber, millwork	614	636	635	660	652	681	653	663	677	609	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,830	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,340	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,989	2,001	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,131	2,065	1,756	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,769	1,460	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,034	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,815	9,043	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,553	2,367	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,281	1,207	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	789	802	834	868	852	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,282	1,123	1,198	1,183	1,073
Beer	288	293	329	350	362	348	346	321	304	295	295	289	267
Wine, distilled spirits	837	831	812	800	859	899	861	896	978	827	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,150	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	790	804	758	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	665	656	671	653	661	665
Paper	457	445	451	456	464	453	454	448	443	462	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971									1970			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	119	119	120	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	124	120	120	120	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	161	154	154	156	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	143	152	154	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	179	180	178	179	190	208
Electrical goods, total	196	188	164	175	187	162	173	163	162	165	163	167	164
Electrical supplies, apparatus	177	167	149	146	154	135	143	139	142	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	183	178	186	185	184	176
Furniture, home furnishings, total	183	174	145	157	158	145	156	139	137	146	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	167	159	160	167	168	179	192
Hardware	224	212	182	190	197	176	185	175	171	188	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	158	157	162	162	172	184
Lumber, construction materials, total	139	130	105	97	97	87	89	83	86	98	100	107	115
Lumber, millwork	139	131	101	101	99	88	87	80	84	100	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	167	182	184	175	179	186	207	190
Construction machinery, equipment	408	368	292	266	270	267	265	299	292	307	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	163	164	152	153	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	175	207	198	191	163	168	179	195
Iron, steel, and products	214	236	196	210	201	193	236	227	224	192	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	89	88	89	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	87	87	87	87	91	84
Groceries and related products, total	58	61	54	55	55	52	54	55	54	55	56	59	55
General-line groceries	72	79	70	70	71	68	68	68	68	70	69	74	72
Specialty-line groceries	74	73	64	65	69	65	69	68	65	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	99	96	108	101	105	104	76
Beer	75	74	69	71	66	55	57	54	55	57	63	67	52
Wine, distilled spirits	177	165	130	134	143	130	142	133	156	138	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	136	127	124	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	160	151	149	150	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	109	101	99	108	103	108	106
Paper	101	102	88	91	96	90	95	87	87	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. **Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971**

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971									1970			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,465	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,226	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,375	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,093	1,694	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,372	1,297	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	539	555	533	517	458	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,009	1,003	971	903	892	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,121	1,165	1,149	900	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,676	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,059	1,052	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	446	423	407	400	382	489	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,090	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,851	10,085	10,138	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,579	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,142	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	859	879	875	894	785	810	803	809
Tobacco, tobacco products	528	520	530	541	556	554	553	542	529	514	508	519	520
Dry goods, apparel	991	998	955	934	934	988	978	1,013	979	890	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	643	634	601	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,239	1,194	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,094	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,827	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,379	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,730	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,272	2,680	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,375	2,310	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	781	796	779	775	730	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,694	1,631	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,061	967	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,849	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,133	2,053	2,049	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,097	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,649	8,892	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,550	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,234	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,138	1,136	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	670	654	674	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	124	124	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	123	123	124	124	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	160	158	161	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	147	156	158	151	156	154
Electrical goods	176	172	167	163	167	161	175	168	173	178	175	176	181
Furniture, home furnishings	156	153	149	157	153	145	143	146	150	159	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	170	174	181	184	182	186
Lumber, construction materials	112	108	104	99	95	92	94	91	92	107	111	109	110
Machinery, equipment, supplies	196	194	189	193	179	178	173	183	181	183	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	187	201	195	193	167	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	93	92	92	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	90	89	88	88	89	90
Groceries and related products	55	54	55	54	54	55	55	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	104	105	108	100	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	130	130	127	135	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	104	103	112	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1965-1971 (Seasonally Adjusted)

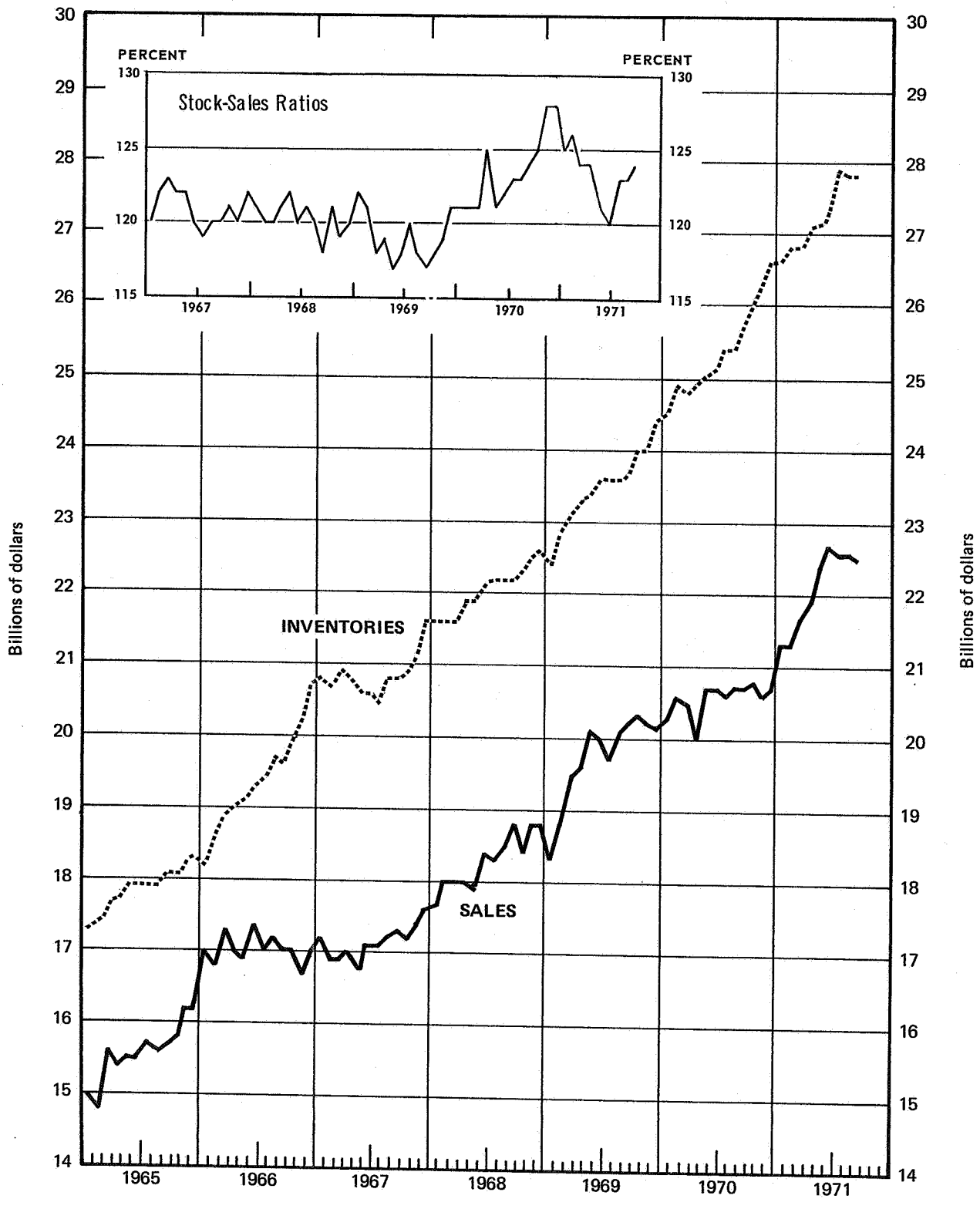


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: September 1971

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	September 1971 from—		9 months 1971 from 9 months 1970	September 1971 from—		September 1971 from—		September 1971 from—	
	September 1970	August 1971		September 1970	August 1971	September 1970	August 1971	September 1970	August 1971
MERCHANT WHOLESALERS, TOTAL	+9	+1	+8	+8	0	+8	-1	+8	0
TOTAL (excluding farm products, raw materials)	+9	+1	+8	+9	0	+9	-1	+9	0
DURABLE GOODS, TOTAL	+10	0	+8	+10	0	+10	-1	+10	+1
Motor vehicles, automotive equipment, total	+24	-3	+20	+22	+4	+24	-2	+22	+4
Automobiles, other motor vehicles	+46	-4	+29	+47	+12	-	-	-	-
Automotive equipment, tires, tubes	+10	-2	+12	+12	-1	-	-	-	-
Automotive equipment	+12	-1	+12	+12	0	-	-	-	-
Electrical goods, total	+6	+2	+5	+4	+2	+6	-2	+3	+1
Electrical supplies, apparatus	+2	-1	+2	+4	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+9	+5	+7	+4	+2	-	-	-	-
Appliances, TV, radio sets	+12	+4	+9	+8	+2	-	-	-	-
Furniture, home furnishings, total	+14	0	+14	+6	-2	+13	-3	+6	-1
Furniture-household, office	+9	0	+3	+6	+2	-	-	-	-
Household furniture	+4	0	+6	+8	+4	-	-	-	-
Office furniture	+14	0	0	+4	0	-	-	-	-
Home furnishings, floor coverings	+16	-1	+19	+6	-3	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+8	-2	+10	+4	-2	+8	-3	+4	-1
Hardware	+12	+2	+10	+2	0	-	-	-	-
General-line hardware	+18	+4	+13	+9	0	-	-	-	-
Plumbing and heating equipment, supplies	+6	-3	+9	+4	-4	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+7	-11	+13	+12	+1	-	-	-	-
Lumber, construction materials, total	+26	-3	+18	+10	+1	+28	-1	+10	0
Lumber, millwork	+33	-2	+21	+11	+2	-	-	-	-
Construction materials	+14	-3	+13	+8	-1	-	-	-	-
Machinery, equipment, supplies, total	+9	+4	+7	+7	0	+8	+3	+7	+2
Commercial machines, equipment	-2	0	-3	+8	0	-	-	-	-
Construction machinery, equipment	+11	0	+17	+5	-2	-	-	-	-
Industrial machinery, equipment, supplies	+12	+8	+7	+12	+1	-	-	-	-
Professional equipment, supplies	+8	+3	+12	+3	0	-	-	-	-
Surgical, medical, hospital supplies	+6	+4	+15	+3	0	-	-	-	-
Service-establishment equipment, supplies	+14	+5	0	+2	+1	-	-	-	-
Metals, metalwork (except scrap), total	0	0	-2	+18	-3	+1	0	+17	0
Iron, steel, and products	+4	-1	+6	+21	-2	-	-	-	-
Nonferrous metals	-7	+3	-19	0	-9	-	-	-	-
Scrap, waste materials, total[2]	-23	-6	-20	+1	+2	-22	-4	+1	0
Iron, steel scrap	-27	-2	-20	+2	+5	-	-	-	-
Waste materials	-16	-11	-19	+1	-2	-	-	-	-
Jewelry	-2	+4	+3	(S)	(S)	-3	-7	(S)	(S)
NONDURABLE GOODS, TOTAL	+8	+1	+8	+6	+1	+7	0	+7	-2
TOTAL (excluding farm products, raw materials)	+8	+1	+7	+9	+1	+8	0	+9	-1
Groceries and related products, total	+10	+3	+6	+8	+2	+11	+1	+9	-2
General-line groceries	+9	+3	+6	+6	+3	-	-	-	-
Voluntary groups	+14	+4	+8	+10	+4	-	-	-	-
Retailer cooperatives	+7	+2	+7	+11	+1	-	-	-	-
Nonaffiliated	+2	+4	+2	0	+3	-	-	-	-
Specialty-line groceries	+17	+2	+7	+8	-2	-	-	-	-
Confectionery	+1	+3	+2	+6	+3	-	-	-	-
Meats, meat products	+5	+5	+3	+14	+6	-	-	-	-
Poultry, poultry products	+6	+2	-1	+5	-4	-	-	-	-
Fresh fruits, vegetables	+16	-4	+8	+17	+6	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+6	-7	+10	+14	+5	+5	-6	+13	-3
Beer	+7	-7	+11	+3	-5	-	-	-	-
Wine, distilled spirits	+5	-7	+9	+18	+9	-	-	-	-
Drugs, chemicals, allied products, total	+13	+3	+7	+7	+1	+14	+2	+7	0
Drugs, drug proprietaries, druggists' sundries	+7	+3	+5	+6	+2	-	-	-	-
General-line drugs	+4	+2	+5	+6	+3	-	-	-	-
Paints, varnishes	+6	-5	+5	+11	0	-	-	-	-
Other chemicals, allied products	+25	+4	+10	+10	-2	-	-	-	-
Tobacco, tobacco products	+2	-1	+7	+1	-2	+3	-2	+1	-5
Dry goods, apparel, total	+11	-3	+14	(S)	(S)	+10	-3	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+10	-2	+13	(S)	(S)	-	-	-	-
Dry goods, notions	+11	-4	+13	(S)	(S)	-	-	-	-
Piece goods converters	+17	-5	+18	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+7	+1	+4	-2	-1	+5	-1	-3	-2
Paper	+5	-1	+3	-4	-1	-	-	-	-
Stationery, office supplies	+12	+8	+6	+2	-2	-	-	-	-
Farm products (raw materials), total[2]	+4	0	+13	-9	-3	+4	-2	-5	-4
Cotton	+35	-2	+24	(S)	(S)	-	-	-	-
Grain	+4	+2	+12	(S)	(S)	-	-	-	-
Other nondurable goods, total	+4	+7	+8	+2	+1	+1	+3	+1	-1
Amusement, sporting goods	+29	+16	+21	+18	-3	-	-	-	-
Books, magazines, newspapers	+11	-3	+13	+13	+1	-	-	-	-
Coal	-17	-2	+1	(S)	(S)	-	-	-	-
Farm supplies	-8	+3	+5	+11	+11	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown.

[2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

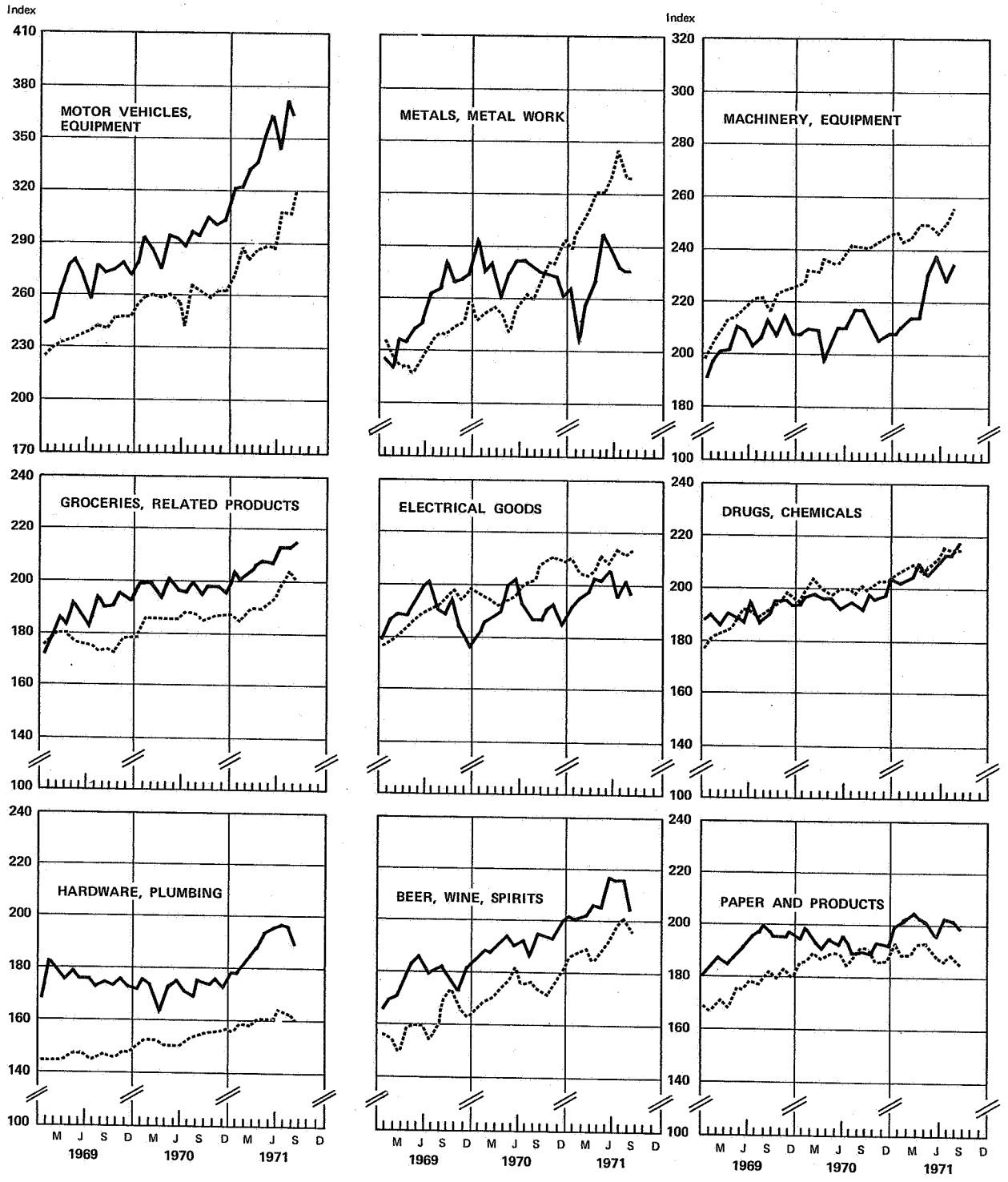
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ———

Inventories .....



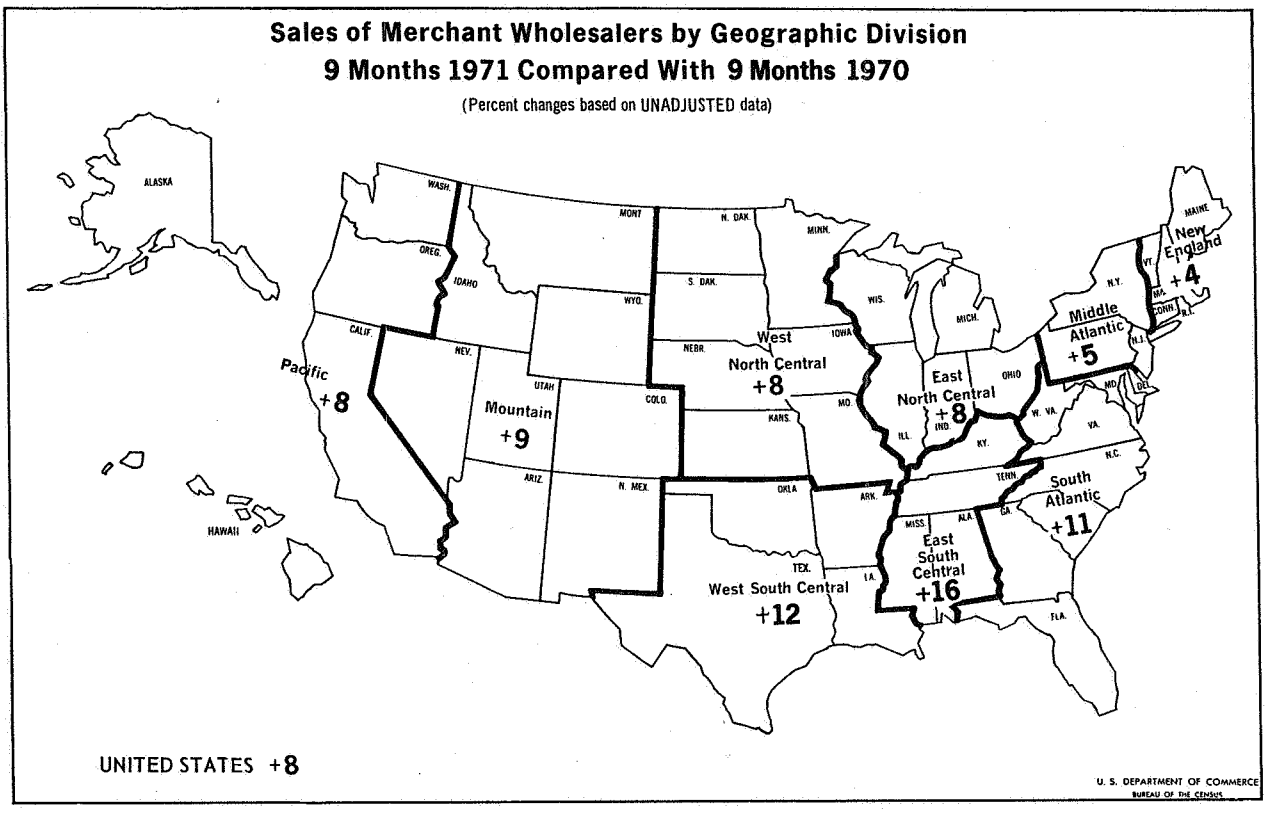


Table 6. **Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971**

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971									1970				Total 9 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,332	21,410	21,757	20,704	21,404	197,474	182,768	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,114	1,176	1,122	1,079	1,079	1,073	1,114	9,671	9,311	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,521	6,102	6,146	6,003	5,937	54,065	51,485	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,244	3,872	3,928	3,719	3,856	35,488	32,894	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,891	1,747	1,789	1,677	1,785	16,221	15,047	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,378	2,129	2,293	2,139	2,205	20,625	18,569	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,228	1,133	1,108	1,057	1,136	10,687	9,196	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,017	1,794	1,818	1,715	1,888	17,155	15,298	2-5	3
Mountain	571	580	682	689	667	736	736	742	715	653	656	595	628	6,118	5,624	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,216	2,902	2,941	2,762	2,854	27,444	25,344	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,804	9,794	9,863	9,121	9,095	90,528	83,700	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	506	474	449	476	432	449	4,132	4,008	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,587	2,529	2,564	2,455	2,317	21,924	21,447	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,083	1,857	1,896	1,747	1,720	17,230	15,820	2-5	3
West North Central	530	541	659	688	669	714	694	726	733	654	658	595	606	5,956	5,634	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,201	1,303	1,256	1,089	1,121	1,020	1,033	10,443	9,105	3-6	4
East South Central	418	414	470	511	524	569	496	565	548	493	484	431	441	4,515	3,922	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,067	1,051	934	907	811	894	8,799	7,838	2-5	3
Mountain	251	283	349	354	324	384	385	379	353	316	313	277	279	3,063	2,721	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,719	1,472	1,444	1,352	1,358	14,467	13,206	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,528	11,616	11,894	11,583	12,308	106,946	99,068	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	670	649	630	603	604	665	5,540	5,303	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,934	3,573	3,583	3,548	3,621	32,141	30,038	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,121	2,161	2,014	2,031	1,972	2,136	18,258	17,075	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,146	1,227	1,158	1,092	1,131	1,082	1,179	10,265	9,413	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,123	1,039	1,172	1,119	1,172	10,182	9,464	3-5	4
East South Central	653	604	739	679	706	694	709	709	680	640	623	626	696	6,172	5,274	4-6	5
West South Central	893	907	952	913	936	962	897	930	967	860	911	904	994	8,356	7,460	4-6	4
Mountain	320	297	332	335	343	352	351	362	362	338	343	317	349	3,055	2,903	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,497	1,430	1,497	1,410	1,496	12,977	12,138	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: September 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	September 1971 from--		9 months 1971 from 9 months 1970	September 1971 from--						
	September 1970	August 1971		September 1970	August 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+9	+1	+8	+8	0	0.8	0.4	0.6	0.8	0.2
New England	+4	-5	+4	+3	+3	4.2	1.9	3.0	2.9	0.9
Middle Atlantic	+7	+4	+5	+8	0	1.6	0.5	0.9	1.6	0.4
East North Central	+10	+1	+8	+11	0	2.0	0.7	1.1	1.5	0.4
West North Central	+8	-3	+8	+8	-1	2.7	1.4	2.7	2.2	0.7
South Atlantic	+12	-3	+11	+10	+2	2.0	1.7	1.8	2.3	0.5
East South Central	+8	-4	+16	+9	0	3.1	1.3	1.9	2.4	0.7
West South Central	+12	+1	+12	+9	+4	2.8	1.2	1.0	2.5	0.7
Mountain	+9	-4	+9	+6	-1	4.2	2.4	2.4	4.9	1.2
Pacific	+11	+4	+8	+7	-1	2.4	1.5	1.9	2.8	0.6
Durable goods, total	+10	0	+8	+10	0	1.1	0.8	1.0	1.0	0.2
New England	+6	-6	+3	+4	+1	6.1	2.9	4.3	3.5	1.0
Middle Atlantic	+2	+2	+2	+6	0	2.2	1.2	1.5	2.6	0.6
East North Central	+12	+1	+9	+14	-1	2.8	1.3	1.2	1.9	0.5
West North Central	+12	+1	+6	+13	-2	4.1	2.3	2.2	3.3	0.8
South Atlantic	+15	-4	+15	+12	+2	3.7	2.1	2.1	2.6	0.8
East South Central	+11	-3	+15	+11	-1	4.5	2.2	3.2	4.2	0.7
West South Central	+12	-2	+12	+12	+6	3.6	1.9	1.0	2.8	0.8
Mountain	+12	-7	+13	+10	-1	7.0	3.9	3.5	5.4	1.1
Pacific	+17	+5	+10	+7	-2	3.2	3.1	3.5	3.0	0.7
Nondurable goods, total	+8	+1	+8	+6	+1	1.0	0.5	0.6	1.4	0.4
New England	+3	-3	+4	+2	+5	5.5	2.4	3.7	6.6	1.6
Middle Atlantic	+10	+5	+7	+10	+1	1.9	0.9	1.6	1.8	0.9
East North Central	+7	+2	+7	+3	0	2.4	1.0	1.7	2.8	0.8
West North Central	+6	-6	+9	+2	-1	3.2	1.8	3.4	3.3	1.4
South Atlantic	+8	-2	+8	+7	+2	2.1	1.1	1.9	2.9	0.9
East South Central	+6	-4	+17	+8	0	4.2	1.6	1.9	3.0	1.0
West South Central	+12	+4	+12	+3	+1	3.2	1.6	2.0	8.2	1.4
Mountain	+7	0	+5	-3	-2	4.9	2.2	3.4	6.2	2.6
Pacific	+5	+3	+7	+7	+2	3.6	1.8	1.9	5.7	0.9
Automotive equipment, tire, tubes	+10	-2	+12	+12	-1	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	+3	-	-	-	-	2
Middle Atlantic	+9	+5	+12	+2	0	9	4	3	9	1
East North Central	+9	-1	+10	+15	+1	8	4	4	6	1
West North Central	(S)	-2	+12	(S)	-7	-	5	55	-	1
South Atlantic	(S)	-8	+17	+10	+1	-	4	66	7	1
East South Central	+30	+4	+16	+26	-4	9	4	3	9	2
West South Central	+23	+1	+15	+18	+1	9	6	4	9	1
Mountain	(S)	0	(S)	-3	-1	-	5	-	9	1
Pacific	(S)	(S)	+6	+21	-1	-	3	8	8	2
Electrical supplies, apparatus	+2	-1	+2	+4	+1	3	1	2	3	1
New England	(S)	+4	0	(S)	(S)	-	4	5	9	1
Middle Atlantic	+7	+4	+1	-7	-8	9	4	6	8	1
East North Central	-2	+2	-4	0	+4	7	2	3	7	1
West North Central	-3	-6	0	+5	+6	9	5	6	6	2
South Atlantic	+16	-1	+11	+17	+1	6	2	5	6	1
East South Central	-10	-3	-2	(S)	+2	9	3	5	-	2
West South Central	(S)	-3	-3	+4	+11	-	2	4	9	2
Mountain	(S)	-6	+24	(S)	+1	-	4	6	-	1
Pacific	+2	-8	+5	+23	+2	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+9	+5	+7	+4	+2	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	-2	-	-	-	-	2
Middle Atlantic	+11	+4	+5	+3	+3	9	4	5	5	2
East North Central	+19	+11	+12	+15	+4	7	4	5	6	2
West North Central	-7	+4	0	(S)	-3	9	4	7	-	3
South Atlantic	+9	-3	+12	+8	-1	6	3	4	8	3
East South Central	(S)	+29	+20	(S)	+1	-	5	8	-	2
West South Central	(S)	(S)	+6	(S)	+4	9	3	4	-	1
Mountain	(S)	-1	(S)	(S)	-2	-	6	-	-	5
Pacific	+8	+2	-1	+3	+4	8	3	7	7	2
Furniture, home furnishings, total	+14	0	+14	+6	-2	4	3	4	3	1
New England	(S)	(S)	(S)	(S)	-8	-	5	-	-	2
Middle Atlantic	+2	+2	+2	+5	-7	7	4	5	6	1
East North Central	(S)	-4	(S)	+43	-1	-	4	-	9	2
West North Central	(S)	+13	+15	(S)	-2	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	0	-	-	-	-	2
West South Central	(S)	(S)	+25	(S)	+5	-	-	9	-	2
Mountain	(S)	(S)	+12	(S)	-7	-	-	7	-	3
Pacific	-1	+3	+1	-3	-5	8	6	7	7	3
Hardware	+12	+2	+10	+2	0	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	-6	-	-	-	-	2
Middle Atlantic	+3	0	+2	-8	+5	6	4	4	7	1
East North Central	+15	+9	+13	+9	-1	5	3	2	5	1
West North Central	+15	+3	+9	+3	+1	8	3	4	5	1
South Atlantic	(S)	(S)	+17	-11	0	9	3	4	8	1
East South Central	+11	-7	+13	+11	-1	5	1	3	6	1
West South Central	(S)	+10	+17	+15	0	-	4	4	8	1
Pacific	+4	-1	+5	(S)	-1	9	4	4	-	2
Plumbing and heating equipment, supplies	+6	-3	+9	+4	-4	3	2	2	3	1
New England	(S)	(S)	+10	(S)	-1	-	-	9	-	2
Middle Atlantic	+2	+6	+2	-3	-11	8	4	4	8	1
East North Central	+3	-8	+11	+1	-3	6	4	3	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: September 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	September 1971 from--		9 months 1971 from 9 months 1970	September 1971 from--						
	September 1970	August 1971		September 1970	August 1971					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+4	(S)	-4	-	-	7	-	2
South Atlantic	+8	-4	+13	(S)	-1	9	4	9	-	1
East South Central	(S)	-9	0	(S)	-1	-	6	7	-	3
West South Central	(S)	+7	+17	(S)	+1	-	5	5	-	2
Pacific	+18	-7	+15	0	-2	8	5	5	6	2
Lumber, construction materials, total	+26	-3	+18	+10	+1	4	2	3	3	1
New England	(S)	-2	+19	(S)	+5	-	6	9	-	3
Middle Atlantic	+18	-3	+8	+13	+2	8	5	6	9	2
East North Central	+30	-2	+24	+11	+1	9	2	5	6	2
West North Central	+44	-5	+22	+10	-1	9	4	4	9	2
South Atlantic	+59	+1	+25	(S)	+2	8	3	5	-	2
West South Central	(S)	+11	+29	(S)	0	-	6	7	-	2
Mountain	(S)	+2	(S)	(S)	0	-	5	-	-	2
Pacific	+9	-8	+11	-6	0	7	4	6	7	2
Industrial machinery, equip. supplies dist.	+12	+8	+7	+12	+1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	-1	-	-	-	-	5
East North Central	(S)	-4	0	+5	+4	-	2	7	8	1
South Atlantic	(S)	(S)	+8	(S)	-1	-	-	6	-	2
East South Central	(S)	(S)	+5	(S)	-16	-	-	8	-	6
West South Central	+14	-2	+10	+15	+7	9	5	5	2	1
General-line grocery wholesalers	+9	+3	+6	+6	+3	2	1	2	2	1
New England	(S)	+4	-2	(S)	+1	-	2	3	-	2
Middle Atlantic	+21	+6	+14	+13	+3	4	1	3	7	2
East North Central	+11	+4	+7	+6	0	6	1	2	6	2
West North Central	+5	+3	+3	+7	+4	4	1	2	5	1
South Atlantic	+17	+2	+11	+19	+4	7	3	4	7	2
East South Central	+8	+4	+8	-7	+3	6	2	4	9	2
West South Central	0	+3	+4	+3	+4	8	1	3	9	2
Mountain	-1	+3	0	-6	-4	5	1	3	9	1
Pacific	0	0	0	+3	+5	6	1	3	6	3
Specialty-line grocery wholesalers	+17	+2	+7	+8	-2	3	2	2	4	1
Middle Atlantic	+19	+7	+2	+14	-3	6	3	2	6	2
East North Central	+15	+5	+8	+7	-4	7	3	5	9	3
West North Central	+59	+1	+27	+35	-4	9	3	9	9	2
South Atlantic	+6	0	+6	+10	+1	8	4	5	9	2
East South Central	(S)	(S)	+13	(S)	-2	-	-	6	-	3
West South Central	(S)	-6	+13	(S)	-7	-	6	4	-	-
Mountain	(S)	(S)	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	+8	+10	(S)	-3	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+16	-4	+8	+17	+6	4	2	2	5	2
New England	(S)	-4	+19	(S)	(S)	-	3	6	-	-
Middle Atlantic	+8	-14	+7	+31	-6	8	4	5	8	3
East North Central	+16	-11	+2	-5	+10	7	2	3	9	3
West North Central	(S)	-15	+4	+12	+8	-	4	9	8	4
South Atlantic	(S)	-12	+15	(S)	+12	-	4	4	-	4
East South Central	(S)	-10	+6	(S)	+1	-	6	5	-	5
West South Central	(S)	0	+7	(S)	+1	-	4	7	-	4
Mountain	(S)	-9	(S)	(S)	(S)	-	5	-	-	5
Pacific	+47	+25	+9	+20	+13	9	4	5	9	4
Drug wholesalers (general and specialty lines)	+7	+3	+5	+6	+2	3	1	2	3	1
New England	(S)	-3	(S)	(S)	+1	-	4	-	-	2
Middle Atlantic	+16	+13	+4	+11	-3	8	3	4	6	2
East North Central	+7	-2	+8	+4	+5	5	3	4	8	3
West North Central	+6	+2	+9	+17	+3	9	3	5	8	3
South Atlantic	+3	+1	+7	+7	0	7	3	3	9	2
East South Central	(S)	-2	+4	(S)	+7	-	3	6	-	3
West South Central	+8	0	+9	+4	+5	6	2	3	8	2
Mountain	(S)	+1	+2	(S)	-1	-	1	6	-	2
Pacific	+6	+1	+9	+7	+5	8	3	4	7	2
Tobacco distributors	+2	-1	+7	+1	-2	2	1	1	3	1
New England	(S)	-2	+3	-16	-3	-	3	6	9	1
Middle Atlantic	-2	-1	+4	+6	-2	5	2	2	6	1
East North Central	-3	-3	+6	0	0	7	2	4	7	2
West North Central	+14	+2	+4	(S)	-2	9	2	6	-	2
South Atlantic	+15	+1	+9	+4	-2	6	2	3	8	1
East South Central	+22	-1	+10	+27	-7	8	3	2	9	2
West South Central	+2	-1	+9	0	-2	8	2	5	8	2
Mountain	(S)	-5	+16	(S)	(S)	-	3	6	-	6
Pacific	-6	-2	+8	(S)	-1	9	2	6	-	4
Dry goods, apparel wholesalers	+11	-3	+14	(S)	(S)	4	2	3	3	1
New England	(S)	(S)	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+12	-2	+14	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	+2	(S)	0	-	-	7	-	2
South Atlantic	(S)	(S)	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for June 1971, for examples of the use of these sampling errors see Use of Sampling Errors page 13.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurrence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. **Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers**

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to-- for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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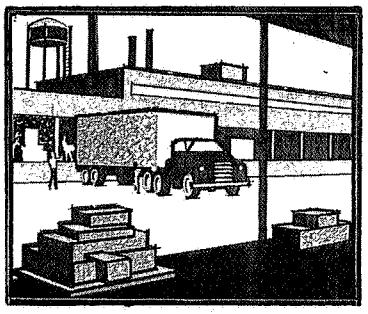


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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

OCTOBER 1971



U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: December 1971

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Sales and Inventories

Sales—October 1971 sales of merchant wholesalers were estimated at $22.9 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, October sales were $22.4 billion, down 0.5 percent from the previous month but 8 percent above October 1970. Adjusted August-through-October average sales were virtually unchanged from the prior 3 months but were 9 percent above the average sales for the comparable months of a year ago.

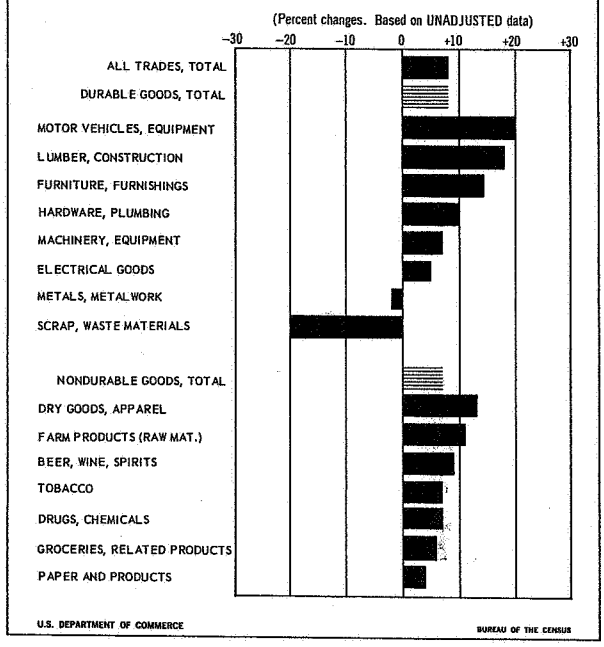
After adjustment, October sales in the durable goods trades were virtually unchanged from the previous month but were 11 percent above October 1970. Nondurable goods sales were 1 percent below September but were 5 percent above the same month a year ago. Average monthly sales in the durable goods group during the August-through-October period were virtually unchanged from the prior 3 months but were 11 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were down 1 percent from the May-through-July period but were 7 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends, with 5 trade groups showing gains; 9 indicating declines; and 3 no change. The larger increases were reported in jewelry (12%), motor vehicles, automotive equipment (5%), and tobacco, tobacco products (3%). The sharper declines were reported for scrap, waste materials (-9%) and farm products, raw materials (-7%). Compared with sales a year ago, most trade groups showed increases, with the larger gains reported in motor vehicles, automotive equipment (28%), lumber, construction materials (25%), furniture, home furnishings (18%), and jewelry (16%). Declines were noted only in scrap, waste materials (-27%), farm products, raw materials (-5%), and metals, metalwork (-2%).

Inventories—Total inventories of merchant wholesalers were valued at $28.3 billion at the end of October. After adjustment for seasonal variations, October inventories were up 0.7 percent above September and 8 percent over last year. Durable goods stocks increased 2 percent from last month and were 10 percent above October 1970. Nondurable goods stocks were 0.4 percent below last month but were 4 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 7 trade groups showing gains; 6 indicating declines; and 2 no change. The largest increase was noted in farm products, raw materials (5%). The larger declines were noted in beer, wine, spirits (-6%) and scrap, waste materials (-2%). Changes from the year-ago levels were more substantial with all trade groups showing increases except farm products, raw materials (-13%) and scrap, waste materials (-3%). Among the sharper increases were motor vehicles, automotive equipment (28%), beer, wine, spirits (12%), and metals, metalwork (9%).

Sales of Merchant Wholesalers in Selected Kinds of Business
10 Months 1971 Compared With 10 Months 1970



Stock-Sales Ratio—The October stock-sales ratio for merchant wholesalers, based on adjusted data was 125 percent, 2 percent above the previous month but virtually the same as the year ago ratio. The stock-sales ratio for durable goods was 162 percent, up 2 percent from September but 1 percent below the previous year. The ratio for nondurable goods was 93 percent, up 1 percent from the previous month but down 1 percent from the year-ago ratio.

An advance release of October 1971 data was issued on December 8, 1971

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971										1970			Total 10 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,927	21,757	20,704	21,404	220,487	204,531
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,745	20,455	19,279	19,926	207,817	193,097
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,761	9,863	9,121	9,095	101,341	93,569
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,232	1,786	1,678	1,639	20,333	16,886
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,165	1,043	985	894	10,723	9,535
Automotive equipment	762	789	876	919	923	999	980	996	1,000	1,009	899	845	765	9,253	8,229
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,519	1,457	1,408	1,375	13,653	13,025
Electrical supplies, apparatus	492	515	577	596	591	663	628	645	646	656	659	608	594	6,008	5,902
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	803	851	863	798	800	781	7,645	7,124
Appliances, TV, radio sets	462	485	552	490	466	564	527	568	589	579	555	560	543	5,282	4,868
Furniture, home furnishings, total	381	411	525	486	495	549	518	567	563	567	489	459	448	5,062	4,435
Furniture-household, office	110	114	133	131	124	140	133	148	144	143	134	125	136	1,320	1,283
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	3,741	3,152
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,071	1,059	1,030	966	892	828	9,793	8,914
Hardware	303	326	380	370	357	391	367	387	399	378	361	341	323	3,657	3,334
General-line hardware	167	186	216	208	199	222	213	226	234	222	206	193	179	2,095	1,870
Plumbing and heating, supplies	381	390	437	480	487	538	517	532	528	530	488	450	415	4,820	4,408
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	153	132	122	117	101	91	1,317	1,173
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,223	1,004	900	834	10,762	9,102
Lumber, millwork	443	485	632	657	657	774	747	825	798	762	615	565	528	6,779	5,600
Construction materials	272	301	345	402	415	459	429	455	443	461	(S)	(S)	306	3,983	3,501
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,621	2,442	2,211	2,392	25,658	23,914
Construction machinery, equipment	311	343	442	498	479	492	490	457	453	476	431	366	378	4,443	3,838
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,227	1,098	1,011	1,121	11,923	11,054
Professional equipment, supplies	319	335	397	353	373	431	370	395	409	388	381	351	375	3,769	3,408
Service-establishment equipment, supplies	143	142	167	168	159	176	167	177	178	165	167	164	162	1,642	1,659
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	1,007	1,055	990	985	10,436	10,650
Iron, steel, and products	728	646	800	812	836	864	752	797	771	757	748	687	698	7,762	7,358
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	(S)	(S)	307	(S)	287	2,674	3,292
Scrap, waste materials, total	396	407	481	474	455	448	374	384	359	364	484	402	398	4,141	5,186
Iron, steel scrap	239	253	299	285	271	270	226	220	207	214	309	251	243	2,485	3,153
Waste materials	157	154	182	189	184	178	147	163	152	149	176	151	155	1,656	2,033
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,166	11,894	11,583	12,308	119,146	110,962
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,984	10,592	10,158	10,831	106,476	99,528
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,529	4,342	4,151	4,317	44,269	41,951
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,894	1,780	1,684	1,701	17,724	16,697
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,157	1,150	1,121	1,180	11,837	11,117
Confectionery	83	83	96	92	89	96	91	96	100	101	105	96	97	929	916
Meat, meat products	802	741	886	827	897	890	865	839	908	861	838	785	844	8,516	8,215
Poultry, poultry products	179	166	184	182	188	195	190	192	197	180	182	193	201	1,852	1,867
Fresh fruits, vegetables	288	268	331	332	355	404	414	347	337	335	287	273	294	3,411	3,140
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,170	1,146	1,135	1,410	11,275	10,317
Beer	385	399	480	496	546	628	607	600	559	516	471	429	510	5,216	4,698
Wine, distilled spirits	474	503	626	595	601	690	608	673	636	654	674	707	900	6,059	5,618
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	899	916	901	846	784	836	8,554	7,998
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	543	554	524	484	536	5,032	4,766
General-line drugs	222	206	239	228	211	227	224	242	244	238	237	218	231	2,279	2,182
Paints, varnishes	30	32	39	41	42	46	45	47	44	43	40	36	32	410	390
Other chemicals, allied products	272	278	321	325	311	332	314	328	(S)	304	282	264	267	3,112	2,843
Tobacco, tobacco products	479	461	526	537	547	581	568	562	568	548	526	500	571	5,378	5,046
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,120	1,095	1,061	976	931	833	9,790	8,627
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	494	466	393	4,727	4,224
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	338	333	299	3,543	3,104
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	659	668	655	633	610	624	6,329	6,083
Paper	451	436	513	502	484	504	479	514	512	497	485	461	477	4,890	4,727
Stationery, office supplies	140	136	152	139	135	140	137	145	156	158	148	149	147	1,439	1,356
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,883	1,302	1,425	1,478	12,671	11,434
Grain	916	873	1,057	806	959	909	868	885	896	796	964	1,038	1,053	8,964	8,279
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,121	2,124	2,046	2,239	20,881	19,506
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	(S)	(S)	328	(S)	331	3,283	2,726
Books, magazines, newspapers	129	136	147	140	138	154	165	163	158	160	157	146	145	1,490	1,333

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971										1970		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,289	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,780	24,535	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,889	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,351	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,054	1,865	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,479	2,372	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	895	900	898	928	959	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,520	1,479	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	795	810	790	755	761	703	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	619	585	596	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,719	1,619	1,594	1,588
Hardware	678	692	692	703	703	689	681	675	680	199	664	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	843	824	839	791	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,046	1,004	968	955
Lumber, millwork	614	636	635	660	652	681	653	663	672	667	631	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,897	4,534	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,340	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,989	1,999	2,026	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,956	1,768	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,652	1,462	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,400	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,894	9,207	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,413	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,329	1,234	1,248	1,226
Specialty-line groceries	792	760	767	774	789	802	834	868	832	797	806	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,342	1,198	1,183	1,073
Beer	288	293	329	350	362	348	346	321	312	309	295	289	267
Wine, distilled spirits	837	831	812	800	859	899	861	896	1,028	1,033	903	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,160	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	790	809	825	760	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	665	673	673	653	661	665
Paper	457	445	451	456	464	453	454	448	457	457	444	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971										1970		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	119	118	123	121	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	124	120	119	123	120	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	161	154	153	157	155	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	143	149	150	147	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	179	178	176	179	190	208
Electrical goods, total	196	188	164	175	187	162	173	163	163	163	163	167	164
Electrical supplies, apparatus	177	167	149	146	154	135	143	139	144	146	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	183	178	176	185	184	176
Furniture, home furnishings, total	183	174	145	157	158	145	156	139	134	134	144	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	167	159	160	167	168	179	192
Hardware	224	212	182	190	197	176	185	175	171	185	184	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	158	156	158	162	172	184
Lumber, construction materials, total	139	130	105	97	97	87	89	83	86	86	100	107	115
Lumber, millwork	139	131	101	101	99	88	87	80	84	88	103	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	167	182	184	174	187	186	207	190
Construction machinery, equipment	408	368	292	266	270	267	265	299	288	281	300	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	163	164	149	165	158	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	175	207	198	187	194	168	179	195
Iron, steel, and products	214	236	196	210	201	193	236	227	219	218	195	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	89	88	94	92	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	87	87	90	87	91	84
Groceries and related products, total	58	61	54	55	55	52	54	55	54	56	56	59	55
General-line groceries	72	79	70	70	71	68	68	68	69	70	69	74	72
Specialty-line groceries	74	73	64	65	69	65	69	68	64	69	70	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	99	96	112	115	105	104	76
Beer	75	74	69	71	66	55	57	54	56	60	63	67	52
Wine, distilled spirits	177	165	130	134	143	130	142	133	162	158	134	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	136	127	125	129	128	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	160	151	149	149	145	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	109	101	101	103	103	108	106
Paper	101	102	88	91	96	90	95	87	89	92	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971										1970		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,432	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,282	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,469	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,239	1,753	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,403	1,329	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	539	555	533	517	505	428	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,009	1,003	983	980	892	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,121	1,165	1,145	1,151	920	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,642	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,027	1,048	1,040	1,013
Scrap, waste materials	421	425	435	441	446	423	407	400	379	346	473	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,963	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,813	10,138	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,529	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,154	1,087	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	859	879	875	887	882	810	803	809
Tobacco, tobacco products	528	520	530	541	556	554	553	542	541	556	508	519	520
Dry goods, apparel	991	998	955	934	934	988	978	1,013	990	976	884	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	643	637	637	598	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,150	1,206	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,079	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,814	28,021	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,516	24,280	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,922	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,385	2,646	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,419	2,332	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	781	796	779	758	748	691	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,752	1,644	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,063	1,024	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,941	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,966	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,099	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,594	8,911	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,208	1,074	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,138	1,135	1,128	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	670	671	683	662	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	123	125	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	123	123	124	125	124	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	160	158	160	162	163	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	147	153	151	151	156	154
Electrical goods	176	172	167	163	167	161	175	168	175	172	175	176	181
Furniture, home furnishings	156	153	149	157	153	145	143	146	147	148	161	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	170	174	179	184	182	186
Lumber, construction materials	112	108	104	99	95	92	94	91	92	92	111	109	110
Machinery, equipment, supplies	196	194	189	193	179	178	173	183	180	187	189	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	187	201	195	190	191	172	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	93	92	93	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	90	89	89	88	89	90
Groceries and related products	55	54	55	54	54	55	55	57	56	55	56	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	104	105	112	105	99	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	130	130	128	128	129	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	104	105	107	111	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1965-1971 (Seasonally Adjusted)

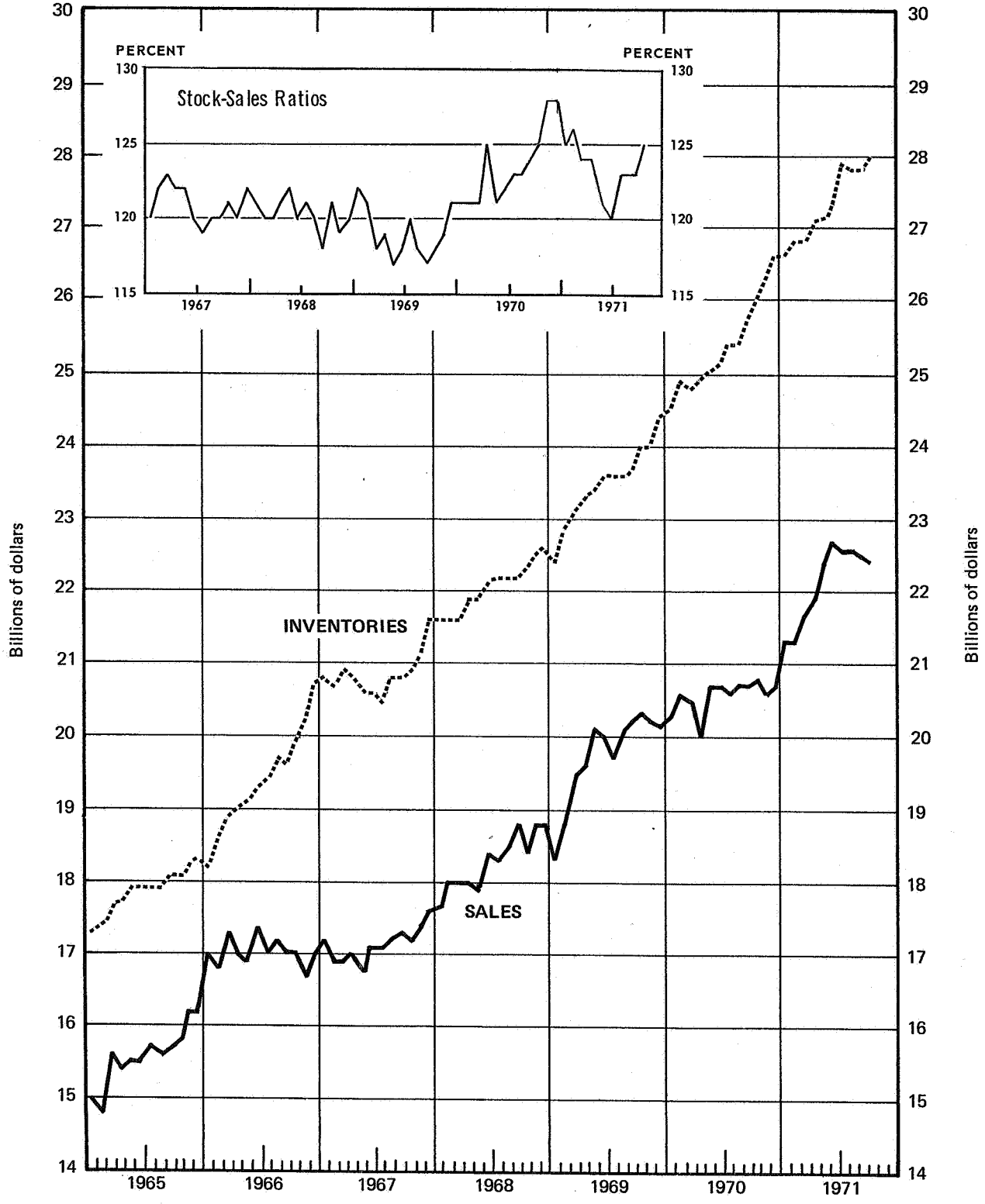


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: October 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	October 1971 from--		10 months 1971 from 10 months 1970	October 1971 from--		October 1971 from--		October 1971 from--	
	October 1970	September 1971		October 1970	September 1971	October 1970	September 1971	October 1970	September 1971
MERCHANT WHOLESALERS, TOTAL	+5	-2	+8	+8	+2	+8	-1	+8	+1
TOTAL (excluding farm products, raw materials)	+6	-2	+8	+9	+1	+9	0	+9	+1
DURABLE GOODS, TOTAL	+9	-1	+8	+10	+2	+11	0	+10	+2
Motor vehicles, automotive equipment, total	+25	+5	+20	+27	+5	+28	+5	+28	+4
Automobiles, other motor vehicles	+43	+9	+31	+69	+14	-	-	-	-
Automotive equipment, tires, tubes	+12	+1	+12	+10	0	-	-	-	-
Automotive equipment	+12	+1	+12	+12	-1	-	-	-	-
Electrical goods, total	+4	+1	+5	+4	+1	+6	+1	+4	0
Electrical supplies, apparatus	0	+2	+2	+7	+3	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+8	+1	+7	+3	0	-	-	-	-
Appliances, TV, radio sets	+4	-2	+9	-2	0	-	-	-	-
Furniture, home furnishings, total	+16	+1	+14	+8	+1	+18	-2	+8	-1
Furniture-household, office	+7	0	+3	+2	-2	-	-	-	-
Household furniture	+6	+2	+5	+2	-4	-	-	-	-
Office furniture	+8	-3	+1	+3	0	-	-	-	-
Home furnishings, floor coverings	+19	+1	+19	+10	+2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+7	-3	+10	+6	+2	+10	0	+7	+2
Hardware	+5	-5	+10	+5	+3	-	-	-	-
General-line hardware	+8	-5	+12	+6	+2	-	-	-	-
Plumbing and heating equipment, supplies	+9	0	+9	+6	+2	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+5	-7	+12	+11	-2	-	-	-	-
Lumber, construction materials, total	+22	-1	+18	+4	-2	+25	+1	+4	-1
Lumber, millwork	+24	-5	+21	+6	-1	-	-	-	-
Construction materials	+19	+4	+14	+2	-3	-	-	-	-
Machinery, equipment, supplies, total	+7	-5	+7	+8	+2	+9	-2	+8	+2
Commercial machines, equipment	+5	-6	-2	+23	+1	-	-	-	-
Construction machinery, equipment	+11	+5	+16	+4	+3	-	-	-	-
Industrial machinery, equipment, supplies	+12	-8	+8	+17	+1	-	-	-	-
Professional equipment, supplies	+2	-5	+11	+6	+2	-	-	-	-
Surgical, medical, hospital supplies	-3	-4	+13	+12	+3	-	-	-	-
Service-establishment equipment, supplies	-2	-7	-1	-1	0	-	-	-	-
Metals, metalwork (except scrap), total	-5	-5	-2	+11	-1	-2	-1	+9	0
Iron, steel, and products	+1	-2	+5	+13	-2	-	-	-	-
Nonferrous metals	-19	-13	-19	-1	+3	-	-	-	-
Scrap, waste materials, total[2]	-25	+1	-20	-3	-1	-27	-9	-3	-2
Iron, steel scrap	-31	+3	-21	-3	-1	-	-	-	-
Waste materials	-15	-2	-19	-2	-2	-	-	-	-
Jewelry	+10	+15	+4	(S)	(S)	+16	+12	(S)	(S)
NONDURABLE GOODS, TOTAL	+2	-3	+7	+4	+3	+5	-1	+4	0
TOTAL (excluding farm products, raw materials)	+4	-3	+7	+8	0	+7	-1	+8	-1
Groceries and related products, total	+4	-3	+6	+6	+1	+7	-1	+7	-1
General-line groceries	+6	+2	+6	+8	+3	-	-	-	-
Voluntary groups	+9	+2	+8	+11	+5	-	-	-	-
Retailer cooperatives	+4	+1	+6	+7	+4	-	-	-	-
Nonaffiliated	+4	+4	+3	+4	+1	-	-	-	-
Specialty-line groceries	+1	-11	+6	-1	-4	-	-	-	-
Confectionery	-4	+1	+1	+11	+6	-	-	-	-
Meats, meat products	+3	-5	+4	+14	-5	-	-	-	-
Poultry, poultry products	-1	-9	-1	+13	+9	-	-	-	-
Fresh fruits, vegetables	+17	0	+9	+21	+8	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+2	-3	+9	+12	0	+6	0	+12	-6
Beer	+9	-8	+11	+5	-1	-	-	-	-
Wine, distilled spirits	-3	+3	+8	+14	0	-	-	-	-
Drugs, chemicals, allied products, total	+6	-2	+7	+7	+1	+9	-1	+8	-1
Drugs, drug proprietaries, druggists' sundries	+6	+2	+6	+9	+2	-	-	-	-
General-line drugs	0	-2	+4	+5	+3	-	-	-	-
Paints, varnishes	+8	-2	+5	+16	0	-	-	-	-
Other chemicals, allied products	+8	-8	+9	+2	-2	-	-	-	-
Tobacco, tobacco products	+4	-4	+7	+6	+1	+9	+3	+7	+1
Dry goods, apparel, total	+9	-3	+13	(S)	(S)	+10	-1	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+1	-11	+12	(S)	(S)	-	-	-	-
Dry goods, notions	+20	+7	+14	(S)	(S)	-	-	-	-
Piece goods converters	+7	+2	+17	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+3	-2	+4	+3	0	+7	0	+3	+2
Paper	+2	-3	+3	+3	0	-	-	-	-
Stationery, office supplies	+7	+1	+6	+4	0	-	-	-	-
Farm products (raw materials), total[2]	-9	-3	+11	-13	+25	-5	-7	-13	+5
Cotton	+26	+40	+24	(S)	(S)	-	-	-	-
Grain	-17	-11	+8	(S)	(S)	-	-	-	-
Other nondurable goods, total	0	-4	+7	+1	+2	+3	-2	+1	+3
Amusement, sporting goods	+22	-3	+20	+9	0	-	-	-	-
Books, magazines, newspapers	+2	+1	+12	+13	+1	-	-	-	-
Coal	-36	-26	-3	(S)	(S)	-	-	-	-
Farm supplies	-18	-7	+3	+7	+2	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

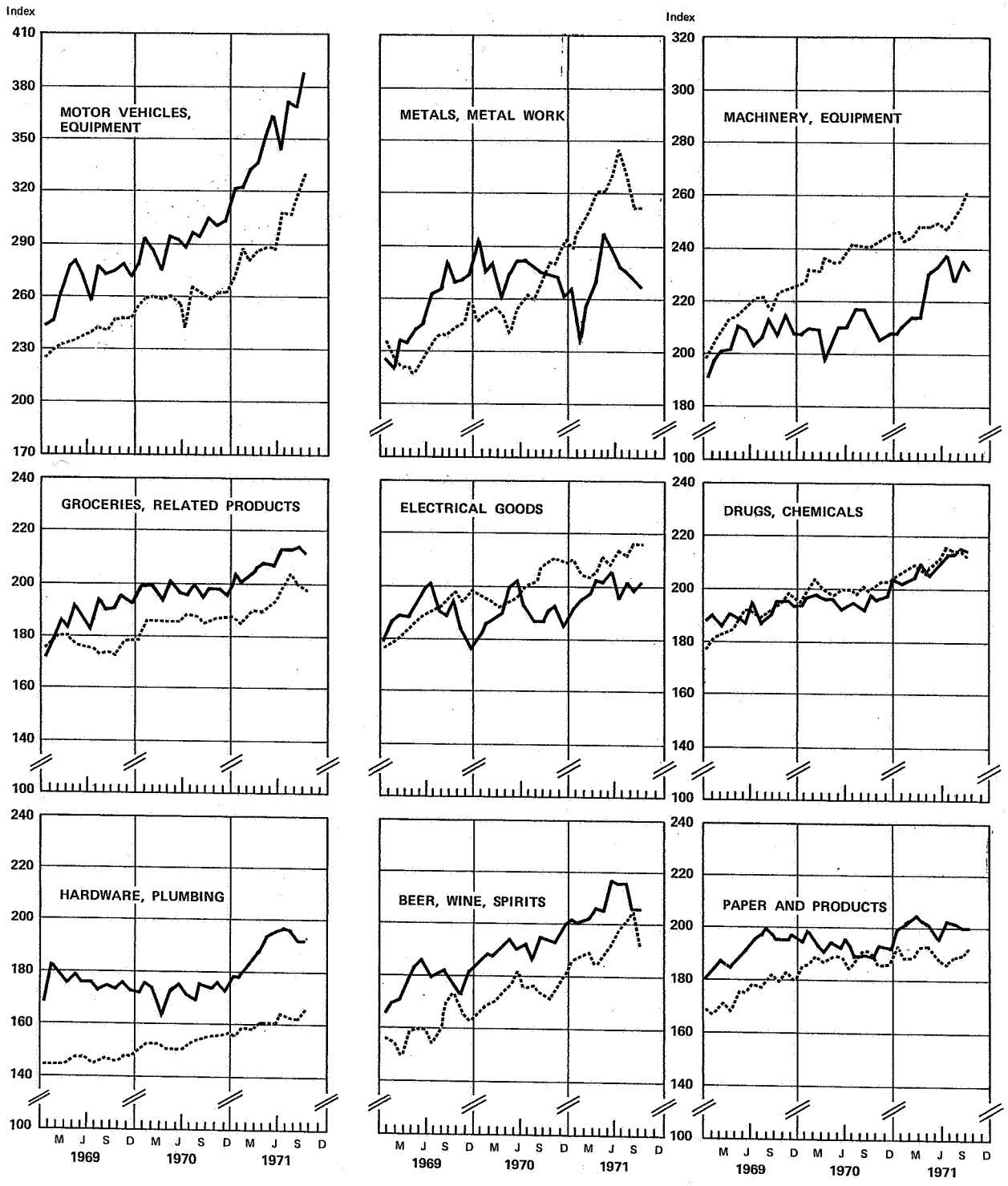
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories .....



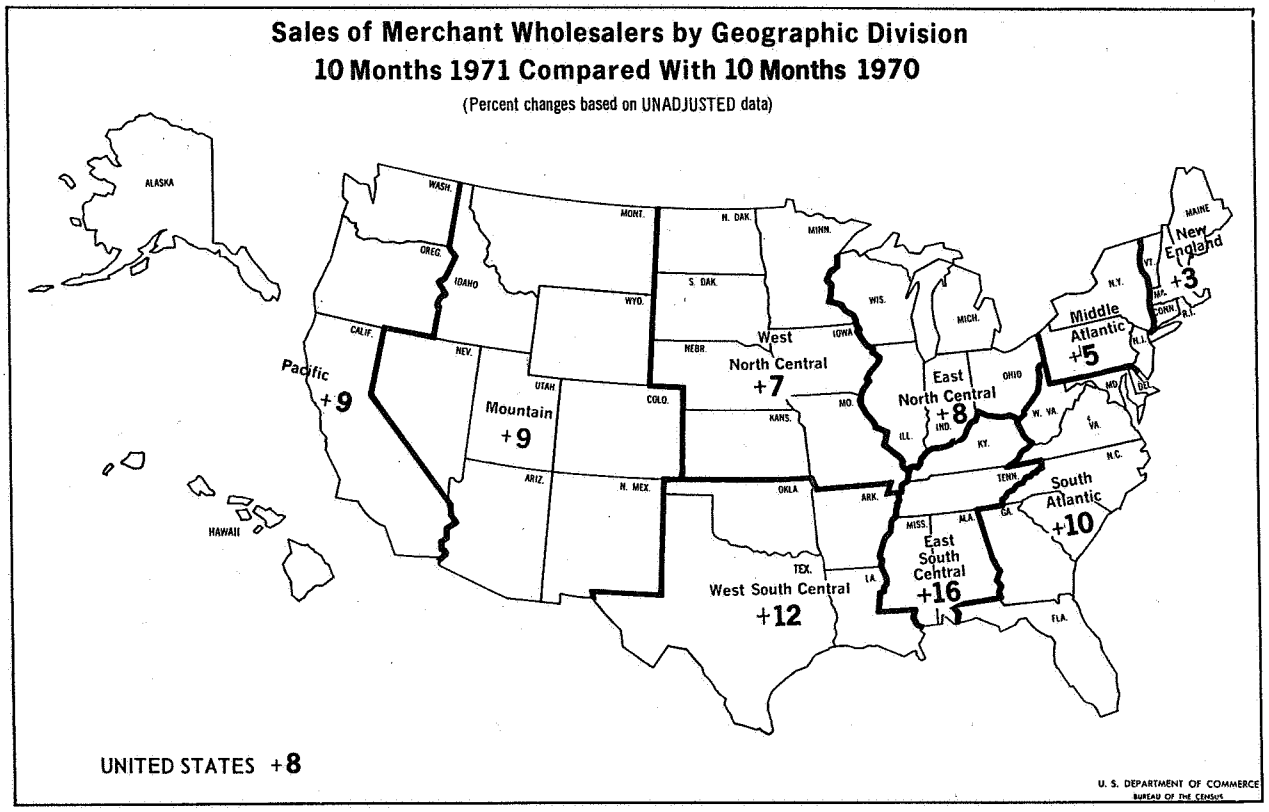


Table 6. **Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971**

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971										1970			Total 10 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,927	21,757	20,704	21,404	220,487	204,531	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,076	1,079	1,073	1,114	10,743	10,390	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,192	6,146	6,003	5,937	60,316	57,631	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,257	3,928	3,719	3,856	39,766	36,822	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,893	1,789	1,677	1,785	18,073	16,836	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,365	2,293	2,139	2,205	22,982	20,862	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,214	1,108	1,057	1,136	11,908	10,304	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,935	1,818	1,715	1,888	19,104	17,116	2-5	3
Mountain	571	580	682	689	667	736	736	742	713	714	656	595	628	6,830	6,280	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,280	2,941	2,762	2,854	30,767	28,295	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,761	9,863	9,121	9,095	101,341	93,569	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	506	481	452	476	432	449	4,591	4,484	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,617	2,564	2,455	2,317	24,591	24,010	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,097	1,896	1,747	1,720	19,340	17,716	2-5	3
West North Central	530	541	659	688	669	714	694	726	725	738	658	595	606	6,686	6,292	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,272	1,121	1,020	1,033	11,714	10,227	3-6	4
East South Central	418	414	470	511	524	569	496	565	552	531	484	431	441	5,049	4,406	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,067	1,030	993	907	811	894	9,771	8,744	2-5	3
Mountain	251	283	349	354	324	384	385	379	349	342	313	277	279	3,401	3,034	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,444	1,352	1,358	16,197	14,650	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,166	11,894	11,583	12,308	119,146	110,962	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	670	636	625	603	604	665	6,151	5,906	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,575	3,583	3,548	3,621	35,724	33,621	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,121	2,168	2,160	2,031	1,972	2,136	20,426	19,106	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,155	1,131	1,082	1,179	11,387	10,544	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,093	1,172	1,119	1,172	11,268	10,636	3-5	4
East South Central	653	604	739	679	706	694	709	709	683	683	623	626	696	6,859	5,898	4-6	5
West South Central	893	907	952	913	936	962	897	930	1,001	942	911	904	994	9,333	8,371	4-6	4
Mountain	320	297	332	335	343	352	351	362	364	372	343	317	349	3,429	3,246	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,562	1,497	1,410	1,496	14,570	13,635	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: October 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	October 1971 from--		10 months 1971 from 10 months 1970	October 1971 from--						
	October 1971	September 1970		October 1971	September 1970					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+5	-2	+8	+8	+2	0.8	0.4	0.5	0.8	0.2
New England	0	-4	+3	+3	+1	4.2	1.9	2.3	2.9	0.9
Middle Atlantic	+1	-6	+5	+7	-1	1.6	0.5	1.1	1.6	0.4
East North Central	+8	0	+8	+10	+2	2.0	0.7	1.0	1.5	0.4
West North Central	+6	+2	+7	+5	+3	2.7	1.4	2.1	2.2	0.7
South Atlantic	+3	0	+10	+5	+3	2.0	1.7	1.4	2.3	0.5
East South Central	+10	-2	+16	+16	+8	3.1	1.3	1.5	2.4	0.7
West South Central	+6	-5	+12	+7	+1	2.8	1.2	1.0	2.5	0.7
Mountain	+9	0	+9	+10	+2	4.2	2.4	2.7	4.9	1.2
Pacific	+12	+1	+9	+9	+5	2.4	1.5	2.1	2.8	0.6
Durable goods, total	+9	-1	+8	+10	+2	1.1	0.8	0.9	1.0	0.2
New England	-5	-6	+2	+1	-1	6.1	2.9	4.0	3.5	1.0
Middle Atlantic	+2	-1	+2	+9	+1	2.2	1.2	1.7	2.6	0.6
East North Central	+11	0	+9	+11	0	2.8	1.3	1.3	1.9	0.5
West North Central	+12	+2	+6	+13	-1	4.1	2.3	1.9	3.3	0.8
South Atlantic	+13	+1	+15	+10	+1	3.7	2.1	1.9	2.6	0.8
East South Central	+10	-4	+15	+13	+4	4.5	2.2	2.6	4.2	0.7
West South Central	+10	-4	+12	+11	0	3.6	1.9	1.2	2.8	0.8
Mountain	+9	-2	+12	+13	+2	7.0	3.9	3.7	5.4	1.1
Pacific	+19	-1	+11	+10	+7	3.2	3.1	3.7	3.0	0.7
Nondurable goods, total	+2	-3	+7	+4	+3	1.0	0.5	0.6	1.4	0.4
New England	+4	-2	+4	+6	+3	5.5	2.4	2.4	6.6	1.6
Middle Atlantic	0	-9	+6	+4	-3	1.9	0.9	1.8	1.8	0.9
East North Central	+6	0	+7	+6	+6	2.4	1.0	1.4	2.8	0.8
West North Central	+2	+3	+8	-4	+8	3.2	1.8	2.5	3.3	1.4
South Atlantic	-7	-2	+6	-1	+7	2.1	1.1	1.4	2.9	0.9
East South Central	+10	0	+16	+18	+11	4.2	1.6	1.7	3.0	1.0
West South Central	+3	-6	+11	+1	+3	3.2	1.6	1.5	8.2	1.4
Mountain	+8	+2	+6	+5	0	4.9	2.2	3.5	6.2	2.6
Pacific	+4	+2	+7	+6	+2	3.6	1.8	2.0	5.7	0.9
Automotive equipment, tire, tubes	+12	+1	+12	+10	0	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	-3	-	-	-	-	2
Middle Atlantic	+16	-1	+13	+7	-3	9	4	4	9	1
East North Central	+10	+3	+11	+13	0	8	4	4	6	1
West North Central	(S)	-2	+12	(S)	+2	-	5	4	-	1
South Atlantic	(S)	+1	+16	+11	+2	-	4	4	7	1
East South Central	+16	+2	+14	+1	+1	9	4	4	9	2
West South Central	+7	+4	+13	+1	-1	9	6	5	9	1
Mountain	(S)	-6	(S)	+6	+2	-	5	-	9	1
Pacific	(S)	(S)	+7	+18	+2	-	3	6	8	2
Electrical supplies, apparatus	0	+2	+2	+7	+3	3	1	2	3	1
New England	(S)	0	+3	(S)	(S)	-	4	5	9	1
Middle Atlantic	-5	+6	0	-9	+2	9	4	6	8	1
East North Central	0	+1	-3	+11	+6	7	2	2	7	1
West North Central	+2	-2	0	+6	0	9	5	6	6	2
South Atlantic	0	+5	+9	+11	+4	6	2	5	6	1
East South Central	-4	+10	-1	(S)	+2	9	3	5	-	2
West South Central	(S)	-7	-1	+20	+3	-	2	4	9	2
Mountain	(S)	+4	+24	(S)	+4	-	4	7	-	1
Pacific	-5	-2	+4	+17	+3	6	4	2	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+8	+1	+7	+3	0	3	2	2	3	1
New England	(S)	(S)	+3	(S)	0	-	-	9	-	2
Middle Atlantic	+17	+9	+7	+9	-1	9	4	5	5	2
East North Central	+6	-1	+11	-3	-2	7	4	5	6	2
West North Central	-19	0	-3	(S)	+3	9	4	6	-	3
South Atlantic	+13	+3	+12	+5	+1	6	3	4	8	3
East South Central	(S)	+1	+19	(S)	-1	-	5	7	-	2
West South Central	(S)	(S)	+10	(S)	+3	9	3	4	-	1
Mountain	(S)	0	(S)	(S)	+6	-	6	-	-	5
Pacific	+2	0	-1	-7	+1	8	3	8	7	2
Furniture, home furnishings, total	+16	+1	+14	+8	+1	4	3	5	3	1
New England	(S)	(S)	(S)	(S)	+5	-	5	-	-	2
Middle Atlantic	+1	+4	+1	-7	-2	7	4	5	6	1
East North Central	(S)	+1	(S)	+32	-4	-	4	-	9	2
West North Central	(S)	-10	+20	(S)	+7	-	5	9	-	3
South Atlantic	(S)	(S)	+25	(S)	+5	-	-	8	-	2
West South Central	(S)	(S)	+27	(S)	+4	-	-	6	-	2
Mountain	(S)	(S)	+18	(S)	-2	-	-	6	-	3
Pacific	0	+1	0	-6	+3	8	6	6	7	3
Hardware	+5	-5	+10	+5	+3	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	+2	-	-	-	-	2
Middle Atlantic	+3	-2	+2	-1	+3	6	4	3	7	1
East North Central	+8	-11	+12	+17	+2	5	3	2	5	1
West North Central	+16	-2	+10	+6	+2	8	3	2	5	1
South Atlantic	(S)	(S)	+16	+6	+3	9	3	4	8	1
East South Central	-14	-6	+10	-13	+2	5	1	3	6	1
West South Central	(S)	-9	+17	+21	+3	-	4	3	8	1
Pacific	-5	0	+3	(S)	+3	9	4	3	-	2
Plumbing and heating equipment, supplies	+9	0	+9	+6	+2	3	2	2	3	1
New England	(S)	(S)	+11	(S)	+4	-	-	6	-	2
Middle Atlantic	+8	+4	+3	-3	0	8	4	4	8	1
East North Central	-1	-2	+10	+6	0	6	4	3	5	1

See footnotes at end of table.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: October 1971--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	October 1971 from--		10 months 1971 from 10 months 1970	October 1971 from--						
	October 1971	September 1970		October 1971	September 1970					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+1	(S)	+4	-	-	6	-	2
South Atlantic	+19	+5	+14	(S)	+1	9	4	9	-	1
East South Central	(S)	0	+2	(S)	+7	-	6	8	-	3
West South Central	(S)	-9	+16	(S)	+3	-	5	5	-	2
Pacific	+22	-4	+16	+4	+3	8	5	4	6	2
Lumber, construction materials, total	+22	-1	+18	+4	-2	4	2	2	3	1
New England	(S)	-6	+16	(S)	-11	-	6	8	-	3
Middle Atlantic	+13	-5	+9	+1	-3	8	5	5	9	2
East North Central	+39	+4	+26	+8	-4	9	2	4	6	2
West North Central	+42	-4	+24	+17	-1	9	4	4	9	2
South Atlantic	+21	-6	+23	(S)	-9	8	3	3	-	2
West South Central	(S)	+4	+31	(S)	-5	-	6	7	-	2
Mountain	(S)	(S)	(S)	(S)	-8	-	5	-	-	2
Pacific	+6	-1	+11	+4	+8	7	4	5	7	2
Industrial machinery, equip. supplies dist.	+12	-8	+8	+17	+1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	+3	-	-	-	-	5
East North Central	(S)	+1	+1	+8	0	-	2	5	8	1
South Atlantic	(S)	(S)	+11	(S)	+11	-	-	5	-	2
East South Central	(S)	(S)	+4	(S)	+5	-	-	8	-	6
West South Central	+11	-7	+10	+21	-1	9	5	6	2	1
General-line grocery wholesalers	+6	+2	+6	+8	+3	2	1	1	2	1
New England	(S)	+4	+2	(S)	-4	-	2	4	-	2
Middle Atlantic	+15	+6	+14	+13	-2	4	1	2	7	2
East North Central	+4	+2	+6	+5	+9	6	1	2	6	2
West North Central	+4	+3	+3	+12	+4	4	1	2	5	1
South Atlantic	+8	0	+8	-7	+2	7	3	4	7	2
East South Central	+16	-3	+9	+22	+9	6	2	3	9	2
West South Central	+3	0	+4	+4	+3	8	1	2	9	2
Mountain	+4	+2	+1	+7	+3	5	1	3	9	1
Pacific	+2	+1	0	+5	+2	6	1	3	6	3
Specialty-line grocery wholesalers	+1	-11	+6	-1	-4	3	2	2	4	1
Middle Atlantic	-9	-18	0	-5	-9	6	3	2	6	2
East North Central	+22	-2	+10	+18	-6	7	3	5	9	3
West North Central	-7	-9	+21	+5	+4	9	3	6	9	2
South Atlantic	-2	-5	+6	+7	-1	8	4	4	9	2
East South Central	(S)	(S)	(S)	(S)	-2	-	-	-	-	3
West South Central	(S)	-11	+15	(S)	(S)	-	6	5	-	-
Mountain	(S)	0	(S)	(S)	-2	-	6	-	-	2
Pacific	(S)	-14	+10	(S)	-4	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+17	0	+9	+21	+8	4	2	2	5	2
New England	(S)	+3	+20	(S)	(S)	-	3	6	-	-
Middle Atlantic	+24	+8	+8	+39	+13	8	4	4	8	3
East North Central	+13	+3	+3	+5	+6	7	2	3	9	3
West North Central	(S)	0	+4	+22	+8	-	4	8	8	4
South Atlantic	(S)	-2	+13	(S)	+3	-	4	5	-	4
East South Central	(S)	+7	+6	(S)	(S)	-	6	4	-	5
West South Central	(S)	-10	+11	(S)	+12	-	4	6	-	4
Mountain	(S)	(S)	(S)	(S)	+3	-	5	-	-	5
Pacific	+32	-4	+10	+6	-5	9	4	6	9	4
Drug wholesalers (general and specialty lines)	+6	+2	+6	+9	+2	3	1	2	3	1
New England	(S)	-1	(S)	(S)	(S)	-	4	-	-	2
Middle Atlantic	+7	+4	+4	+3	-5	8	3	4	6	2
East North Central	+7	-1	+7	+15	+7	5	3	3	8	3
West North Central	+8	-3	+9	+20	+4	9	3	4	8	3
South Atlantic	-6	0	+6	-1	0	7	3	3	9	2
East South Central	(S)	-1	+3	(S)	+2	-	3	5	-	3
West South Central	-2	-5	+8	+6	+5	6	2	3	8	2
Mountain	(S)	-3	+2	(S)	+4	-	1	4	-	2
Pacific	+27	+14	+11	+18	+1	8	3	5	7	2
Tobacco distributors	+4	-4	+7	+6	+1	2	1	1	3	1
New England	(S)	-14	+5	+17	0	-	3	5	9	1
Middle Atlantic	+6	-2	+5	+12	+2	5	2	2	6	1
East North Central	+3	-3	+6	+11	+2	7	2	3	7	2
West North Central	+3	-5	+3	+1	+1	9	2	5	-	2
South Atlantic	+10	0	+9	(S)	+2	6	2	2	8	1
East South Central	-20	-4	+5	-20	0	8	3	2	9	2
West South Central	+18	-2	+11	+3	-4	8	2	4	8	2
Mountain	(S)	-5	+16	(S)	-3	-	3	6	-	6
Pacific	(S)	(S)	+8	(S)	(S)	9	2	5	-	4
Dry goods, apparel wholesalers	+9	-3	+13	(S)	(S)	4	2	4	3	1
New England	(S)	-3	+5	(S)	(S)	-	6	7	-	2
Middle Atlantic	+12	-4	+14	(S)	(S)	5	3	4	3	1
East North Central	(S)	(S)	+5	(S)	(S)	-	-	7	-	2
South Atlantic	(S)	-17	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for September 1971, for examples of the use of these sampling errors see Use of Sampling Errors page 13.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurrence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in October 1970. The published estimate is $9,863 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $9,863 million by .015 we obtain $148 million. Thus, the chances are two out of three that the "expected value" of the estimate is between $9,715 and $10,011 million. Doubling the given median sampling error gives us the limits $9,567 to $10,159 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from August 1970 to September 1970 for durable goods sales. This ratio of change, obtained by dividing $9,794 million by $9,437 million, is 1.0378 (it can also be expressed as 3.8 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0378 by .007 we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0305 to 1.0451 (that is, that the August to September change was between 3.0 and a 4.5 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0232 to 1.0524.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to-- for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling, breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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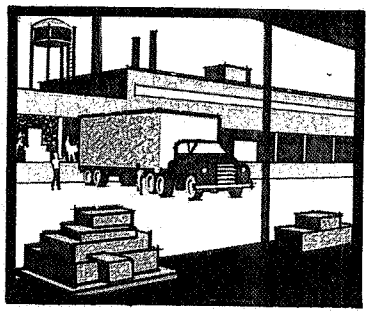
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade



NOVEMBER 1971

U.S. DEPARTMENT OF COMMERCE / Bureau of the Census

Issued: January 1972

BW-71-11

Sales and Inventories

Sales—November 1971 sales of merchant wholesalers were estimated at $23.3 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, November sales were $22.7 billion, up 2 percent from the previous month and 10 percent above November 1970. Adjusted September-through-November average sales were down 1 percent from the prior 3 months but were 9 percent above the average sales for the comparable months of a year ago.

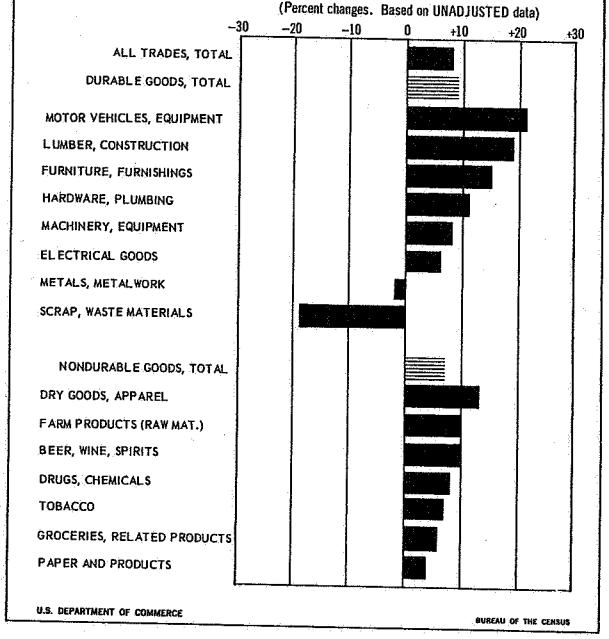
After adjustment, November sales in the durable goods trades increased 2 percent from the previous month and were 14 percent above November 1970. Nondurable goods sales were 2 percent above October and were 6 percent above the same month a year ago. Average monthly sales in the durable goods group during the September-through-November period were virtually unchanged from the prior 3 months but were 12 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were down 1 percent from the June-through-August period but were 6 percent above the average for the same period a year ago.

Based on adjusted data, most trade groups showed increases from the previous month sales levels, with the larger gains shown in beer, wine, and spirits (7%), farm products, raw materials (7%), electrical goods (4%), and hardware, plumbing and heating supplies (4%). Decreases were shown only in jewlry (-7%), metals, metalwork (-2%), and paper, paper products (-2%). A comparison of adjusted sales for November 1971 with those for November 1970, showed increases in most trades, with only scrap, waste materials (-12%), and metals, metalwork (-5%) showing decreases and paper, paper products; no change. The largest gains were in motor vehicles, automotive equipment (26%), lumber, construction (24%), and furniture, home furnishings (22%).

Inventories—Total inventories of merchant wholesalers were valued at $28.6 billion at the end of November. After adjustment for seasonal variations, November inventories were up 1 percent over October and were 8 percent above the year-ago level. Durable goods stocks increased 1 percent from last month and were 10 percent above November 1970. Nondurable goods stocks were 2 percent above the previous month and were 4 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups indicated only small changes from their previous month inventory levels. The larger increases were shown in farm products, raw materials (8%), lumber, construction materials (4%), and motor vehicles, automotive equipment (3%), while the sharper declines were noted in paper, paper products (-3%) and groceries, related products (-3%). Changes from year-ago levels were more substantial with all trades showing increases except farm products, raw materials (-13%) and paper, paper products, which was unchanged. Among the larger increases were motor vehicles, automotive equipment (27%), beer, wine, and spirits (14%), and furniture home furnishings (10%).

Sales of Merchant Wholesalers in Selected Kinds of Business 11 Months 1971 Compared With 11 Months 1970



Stock-Sales Ratio—The November stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 125 percent, virtually unchanged from the previous month but down 3 percent from the November 1970 ratio. The stock-sales ratio for durable goods was 161 percent, virtually the same as October but down 6 percent below the year-ago ratio. The ratio for nondurable goods was 94 percent, unchanged from the previous month but down 2 percent from the November 1970 ratio.

An advance release of November 1971 data was issued on January 10, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971											1970		Total 11 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.	1971	1970
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,277	20,704	21,404	243,625	225,229
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,779	19,279	19,926	229,464	212,370
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,677	9,121	9,095	111,942	102,684
Motor vehicles, automotive equipment, total	1,635	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,148	1,678	1,639	22,428	18,564
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,144	985	894	11,847	10,519
Automotive equipment	762	789	876	919	923	999	980	996	1,000	1,003	998	845	765	10,244	9,074
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,585	1,408	1,375	15,250	14,434
Electrical supplies, apparatus	492	515	577	596	591	663	628	645	646	661	676	608	594	6,689	6,510
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	803	851	869	910	800	781	8,561	7,924
Appliances, TV, radio sets	462	485	552	490	466	564	527	568	589	603	636	560	543	5,942	5,429
Furniture, home furnishings, total	381	411	525	486	495	549	518	567	563	577	564	459	448	5,636	4,895
Furniture-household, office	110	114	133	131	124	140	133	148	144	146	145	125	136	1,468	1,409
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	4,169	3,486
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,071	1,059	1,045	1,045	892	828	10,853	9,806
Hardware	303	326	380	370	357	391	367	387	399	385	395	341	323	4,059	3,675
General-line hardware	167	186	216	208	199	222	213	226	234	225	231	193	179	2,329	2,063
Plumbing and heating, supplies	381	390	437	480	487	538	517	532	528	539	520	450	415	5,349	4,857
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	153	132	122	129	101	91	1,445	1,274
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	900	834	11,917	10,002
Lumber, millwork	443	485	632	657	657	774	747	825	798	752	727	565	528	7,496	6,165
Construction materials	272	301	345	402	415	459	429	455	443	456	443	(S)	306	4,421	3,837
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,617	2,211	2,392	28,247	26,125
Construction machinery, equipment	311	343	442	498	479	492	490	457	453	454	457	366	378	4,877	4,205
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,218	1,011	1,121	13,098	12,065
Professional equipment, supplies	319	335	397	353	373	431	370	395	409	389	380	351	375	4,150	3,760
Service-establishment equipment, supplies	143	142	167	168	159	176	167	177	178	168	172	164	162	1,818	1,823
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	972	990	985	11,386	11,641
Iron, steel, and products	728	646	800	812	836	864	752	797	771	736	746	687	698	8,488	8,045
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	(S)	248	226	(S)	287	2,898	3,596
Scrap, waste materials, total	396	407	481	474	455	448	374	384	359	378	360	402	398	4,515	5,588
Iron, steel scrap	239	253	299	285	271	270	226	220	207	222	210	251	243	2,703	3,404
Waste materials	157	154	182	189	184	178	147	163	152	156	150	151	155	1,813	2,184
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,611	11,583	12,308	131,683	122,545
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,112	10,158	10,831	117,521	109,686
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,567	4,151	4,317	48,775	46,102
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,893	1,684	1,701	19,584	18,380
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,194	1,121	1,180	13,040	12,237
Confectionery	83	83	96	92	89	96	91	96	100	100	99	96	97	1,026	1,012
Meat, meat products	802	741	886	827	897	890	865	839	908	829	811	785	844	9,295	9,000
Poultry, poultry products	179	166	184	182	188	195	190	192	197	181	204	193	201	2,057	2,061
Fresh fruits, vegetables	288	268	331	332	355	404	414	347	337	332	366	273	294	3,774	3,412
Beer, wine, distilled alcholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,306	1,135	1,410	12,576	11,452
Beer	385	399	480	496	546	628	607	600	559	506	501	429	510	5,707	5,127
Wine, distilled spirits	474	503	626	595	601	690	608	673	636	659	805	707	900	6,869	6,325
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	899	916	909	915	784	836	9,477	8,782
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	543	555	555	484	536	5,589	5,249
General-line drugs	222	206	239	228	211	227	224	242	244	239	237	218	231	2,518	2,400
Paints, varnishes	30	32	39	41	42	46	45	47	44	42	41	36	32	450	426
Other chemicals, allied products	272	278	321	325	311	332	314	328	(S)	312	318	264	267	3,439	3,107
Tobacco, tobacco products	479	461	526	537	547	581	568	562	568	538	547	500	571	5,914	5,546
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,120	1,095	1,060	1,051	931	833	10,840	9,558
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	466	393	5,210	4,690
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	(S)	333	299	3,954	3,437
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	659	668	642	627	610	624	6,943	6,693
Paper	451	436	513	502	484	504	479	514	512	485	464	461	477	5,343	5,187
Stationery, office supplies	140	136	152	139	135	140	137	145	156	157	163	149	147	1,601	1,506
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,498	1,425	1,478	14,162	12,859
Grain	916	873	1,057	806	959	909	868	885	896	789	1,043	1,038	1,053	10,001	9,317
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,100	2,046	2,239	22,996	21,552
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	331	3,656	3,044
Books, magazines, newspapers	129	136	147	140	138	154	165	163	158	165	159	146	145	1,655	1,478

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	1971											1970	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,572	26,627	26,622
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,773	24,561	24,370
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,864	15,322	15,318
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,452	2,709	2,714
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,064	1,868	1,855
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,454	2,352	2,252
Electrical supplies, apparatus	869	861	861	873	907	895	900	898	928	937	948	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,506	1,472	1,377
Furniture, home furnishings, total	696	714	762	762	784	795	810	790	755	779	781	717	708
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	619	585	616	616	556	546
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,730	1,594	1,588
Hardware	678	692	692	703	703	689	681	675	680	696	687	650	651
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	843	824	862	859	773	764
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,050	968	955
Lumber, millwork	614	636	635	660	652	681	653	663	672	662	685	604	605
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,788	4,568	4,541
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,313	1,283	1,251
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,909	1,769	1,801
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,895	1,768	1,917
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,583	1,475	1,622
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,707	11,305	11,304
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,918	9,239	9,149
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,497	2,435	2,388
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,293	1,248	1,226
Specialty-line groceries	792	760	767	774	789	802	834	868	832	827	784	813	806
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,354	1,183	1,073
Beer	288	293	329	350	362	348	346	321	312	305	299	289	267
Wine, distilled spirits	837	831	812	800	859	899	861	896	1,028	1,077	1,055	893	807
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,164	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	790	809	836	825	764	732
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	665	673	664	656	661	665
Paper	457	445	451	456	464	453	454	448	457	445	445	449	449

See footnotes below table 3.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971											1970	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	119	118	124	123	129	124
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	124	120	119	124	123	127	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	161	154	153	157	158	168	168
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	143	149	150	161	161	166
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	179	178	178	181	190	208
Electrical goods, total	196	188	164	175	187	162	173	163	163	161	155	167	164
Electrical supplies, apparatus	177	167	149	146	154	135	143	139	144	142	140	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	183	178	175	166	184	176
Furniture, home furnishings, total	183	174	145	157	158	145	156	139	134	135	138	156	158
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	167	159	160	167	166	179	192
Hardware	224	212	182	190	197	176	185	175	171	181	174	190	202
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	158	156	160	165	172	184
Lumber, construction materials, total	139	130	105	97	97	87	89	83	86	87	90	107	115
Lumber, millwork	139	131	101	101	99	88	87	80	84	88	94	107	114
Machinery, equipment, supplies, total	215	208	178	185	180	167	182	184	174	186	183	207	190
Construction machinery, equipment	408	368	292	266	270	267	265	299	288	292	288	350	331
Industrial machinery, equipment, supplies	176	171	153	167	161	149	163	164	149	165	157	175	161
Metals, metalwork (except scrap), total	196	209	174	187	180	175	207	198	187	196	195	179	195
Iron, steel, and products	214	236	196	210	201	193	236	227	219	219	212	215	233
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	89	88	95	93	98	92
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	87	87	91	89	91	84
Groceries and related products, total	58	61	54	55	55	52	54	55	54	57	55	59	55
General-line groceries	72	79	70	70	71	68	68	68	69	70	68	74	72
Specialty-line groceries	74	73	64	65	69	65	69	68	64	71	66	73	68
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	99	96	112	119	104	104	76
Beer	75	74	69	71	66	55	57	54	56	60	60	67	52
Wine, distilled spirits	177	165	130	134	143	130	142	133	162	163	131	126	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	136	127	125	129	127	140	128
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	160	151	149	150	149	158	136
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	109	101	101	103	105	108	106
Paper	101	102	88	91	96	90	95	87	89	92	96	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 4. **Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971**

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971											1970	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,660	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,437	19,442	19,416
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,580	9,273	9,226
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,178	1,728	1,749
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,473	1,335	1,285
Furniture, home furnishings	467	473	505	482	519	539	555	533	517	514	520	426	450
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,009	1,003	983	994	1,033	904	889
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	938	909
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,698	2,337	2,371
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,004	987	1,040	1,013
Scrap, waste materials	421	425	435	441	446	423	407	400	379	359	367	417	408
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,080	11,368	11,492
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,857	10,169	10,198
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,513	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,233	1,083	1,113
Drugs, chemicals, allied products	840	828	836	855	846	859	879	875	887	889	911	803	809
Tobacco, tobacco products	528	520	530	541	556	554	553	542	541	546	549	519	520
Dry goods, apparel	991	998	955	934	934	988	978	1,013	990	975	1,002	907	915
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	643	637	624	610	609	606
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,223	1,199	1,302
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,039	2,030	2,052
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,318	26,334	26,604
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,724	24,503	24,729
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,786	17,006	15,451	15,565
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,425	2,690	2,687
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,444	2,350	2,329
Furniture, home furnishings	730	726	754	758	792	781	796	779	758	766	778	708	718
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,793	1,647	1,656
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,105	1,023	996
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,827	4,600	4,643
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,922	1,799	1,872
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,312	10,883	11,039
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,718	9,052	9,164
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,438	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,260	1,101	1,132
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,138	1,135	1,141	1,130	1,068	1,071
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	670	671	674	653	653	660
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	123	125	125	128	128
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	123	123	124	125	125	126	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	160	158	160	161	161	167	169
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	147	153	151	157	156	154
Electrical goods	176	172	167	163	167	161	175	168	175	170	166	176	181
Furniture, home furnishings	156	153	149	157	153	145	143	146	147	149	150	166	160
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	170	174	179	174	182	186
Lumber, construction materials	112	108	104	99	95	92	94	91	92	94	95	109	110
Machinery, equipment, supplies	196	194	189	193	179	178	173	183	180	186	179	197	196
Metals, metalwork (except scrap)	180	200	195	193	179	187	201	195	190	193	195	173	185
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	93	92	94	94	96	96
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	90	89	90	90	89	90
Groceries and related products	55	54	55	54	54	55	55	57	56	56	54	56	57
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	104	105	112	108	102	102	102
Drugs, chemicals, allied products	129	132	132	127	132	130	130	130	128	128	124	133	132
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	104	105	108	107	107	109

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 12, Estimating Procedures.

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1965-1971 (Seasonally Adjusted)

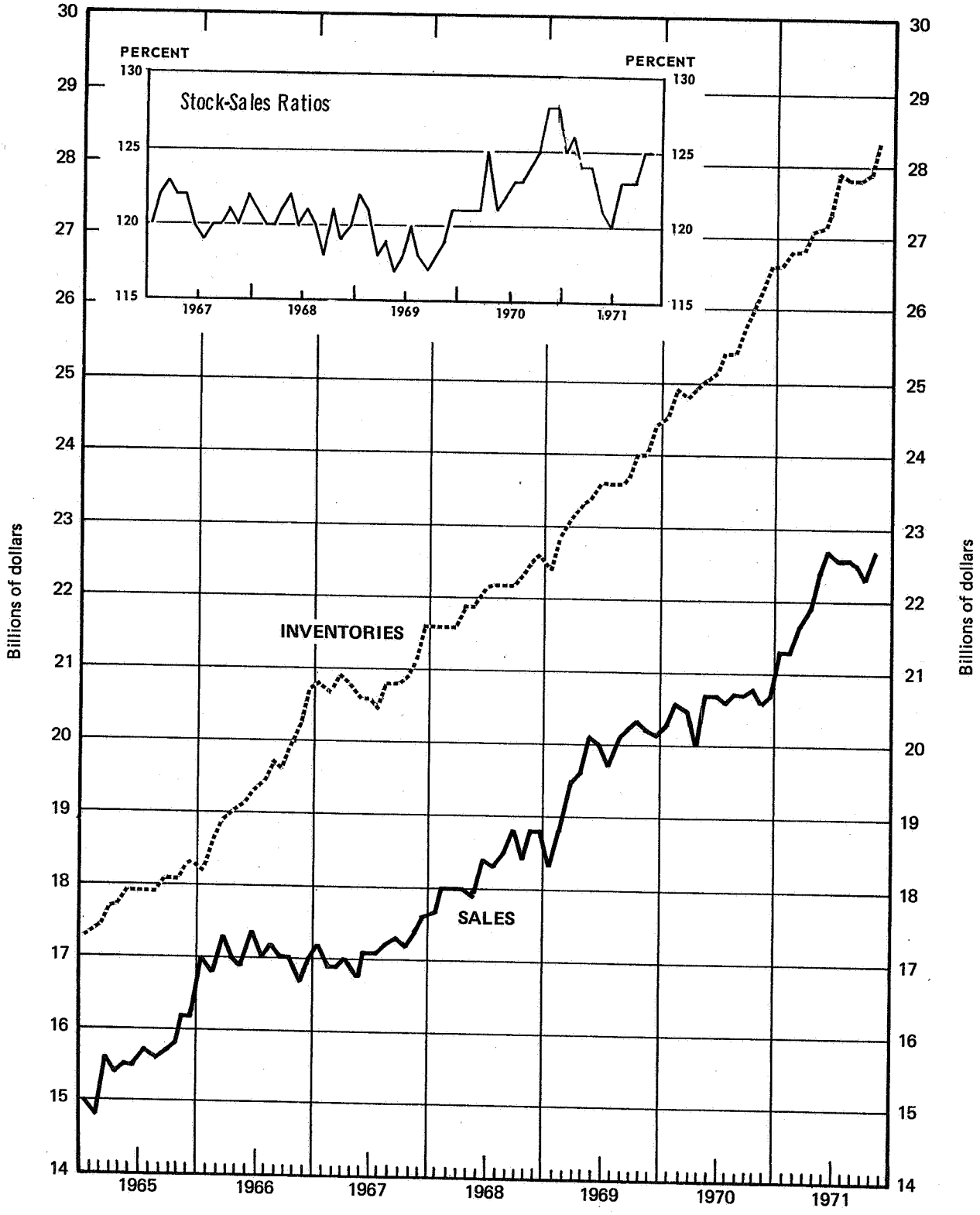


Table 5. **Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: November 1971**

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	November 1971 from--		11 months 1971 from 11 months 1970	November 1971 from--		November 1971 from--		November 1971 from--	
	November 1970	October 1971		November 1970	October 1971	November 1970	October 1971	November 1970	October 1971
MERCHANT WHOLESALERS, TOTAL	+12	+2	+8	+7	+1	+10	+2	+8	+1
TOTAL (excluding farm products, raw materials)	+13	+1	+8	+9	0	+10	+1	+9	+1
DURABLE GOODS, TOTAL	+17	0	+9	+10	+1	+14	+2	+10	+1
Motor vehicles, automotive equipment, total	+28	-1	+21	+27	+5	+26	0	+27	+3
Automobiles, other motor vehicles	+45	-3	+32	+65	+12	-	-	-	-
Automotive equipment, tires, tubes	+16	0	+13	+10	+1	-	-	-	-
Automotive equipment	+18	0	+13	+12	+2	-	-	-	-
Electrical goods, total	+13	+4	+6	+4	0	+10	+4	+4	+2
Electrical supplies, apparatus	+11	+2	+3	+8	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+14	+5	+8	+2	-1	-	-	-	-
Appliances, TV, radio sets	+13	+6	+9	+4	0	-	-	-	-
Furniture, home furnishings, total	+23	-2	+15	+9	0	+22	+1	+10	+2
Furniture-household, office	+15	-1	+4	+3	+2	-	-	-	-
Household furniture	+10	-2	+6	+7	+3	-	-	-	-
Office furniture	+22	0	+2	-2	0	-	-	-	-
Home furnishings, floor coverings	+26	-3	+20	+11	0	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+17	0	+11	+9	-1	+14	+4	+9	+1
Hardware	+16	+3	+10	+6	-1	-	-	-	-
General-line hardware	+19	+2	+13	+12	0	-	-	-	-
Plumbing and heating equipment, supplies	+16	-3	+10	+11	0	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+28	+6	+13	+8	-1	-	-	-	-
Lumber, construction materials, total	+30	-3	+19	+8	0	+24	+2	+8	+4
Lumber, millwork	+29	-3	+22	+13	+3	-	-	-	-
Construction materials	+32	-3	+15	0	-6	-	-	-	-
Machinery, equipment, supplies, total	+18	+1	+8	+5	-1	+15	+3	+5	-1
Commercial machines, equipment	+27	-1	+1	+13	+1	-	-	-	-
Construction machinery, equipment	+25	+1	+16	+2	-1	-	-	-	-
Industrial machinery, equipment, supplies	+20	+3	+9	+8	-2	-	-	-	-
Professional equipment, supplies	+8	-3	+10	+6	+1	-	-	-	-
Surgical, medical, hospital supplies	+4	-2	+12	+13	+2	-	-	-	-
Service-establishment equipment, supplies	+5	+2	0	0	+2	-	-	-	-
Metals, metalwork (except scrap), total	-2	-1	-2	+7	-2	-5	-2	+7	-1
Iron, steel, and products	+9	+1	+6	+7	-2	-	-	-	-
Nonferrous metals	-26	-9	-19	+7	+1	-	-	-	-
Scrap, waste materials, total[2]	-10	-5	-19	+5	+2	-12	+2	+8	+2
Iron, steel scrap	-16	-5	-21	+8	+3	-	-	-	-
Waste materials	-1	-4	-17	+2	0	-	-	-	-
Jewelry	+14	+2	+5	(S)	(S)	+11	-7	(S)	(S)
NONDURABLE GOODS, TOTAL	+9	+4	+7	+4	+2	+6	+2	+4	+2
TOTAL (excluding farm products, raw materials)	+9	+2	+7	+7	-1	+7	+1	+7	+1
Groceries and related products, total	+10	+2	+6	+3	-2	+7	+1	+3	-3
General-line groceries	+12	+2	+7	+4	-1	-	-	-	-
Voluntary groups	+16	+3	+9	+6	-2	-	-	-	-
Retailer cooperatives	+14	+2	+7	+4	0	-	-	-	-
Nonaffiliated	+6	0	+3	+1	0	-	-	-	-
Specialty-line groceries	+7	+3	+7	-4	-5	-	-	-	-
Confectionery	+3	-1	+1	+12	-1	-	-	-	-
Meats, meat products	+3	-2	+3	+8	0	-	-	-	-
Poultry, poultry products	+6	+13	0	+17	-3	-	-	-	-
Fresh fruits, vegetables	+34	+10	+10	+21	+1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+15	+12	+10	+15	-2	+14	+7	+14	+1
Beer	+17	-1	+11	+3	-2	-	-	-	-
Wine, distilled spirits	+14	+22	+9	+18	-2	-	-	-	-
Drugs, chemicals, allied products, total	+17	+1	+8	+6	-1	+13	+2	+6	-1
Drugs, drug proprietaries, druggists' sundries	+15	0	+6	+8	-1	-	-	-	-
General-line drugs	+9	-1	+5	+3	-2	-	-	-	-
Paints, varnishes	+14	-3	+6	+5	-2	-	-	-	-
Other chemicals, allied products	+20	+2	+11	+2	+1	-	-	-	-
Tobacco, tobacco products	+9	+2	+7	+3	+1	+6	+1	+3	0
Dry goods, apparel, total	+13	-1	+13	(S)	(S)	+10	+3	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+4	-2	+11	(S)	(S)	-	-	-	-
Dry goods, notions	+25	+4	+15	(S)	(S)	-	-	-	-
Piece goods converters	+13	-8	+17	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+3	-2	+4	-1	-1	0	-2	0	-3
Paper	+1	-4	+3	-1	0	-	-	-	-
Stationery, office supplies	+9	+4	+6	-1	-4	-	-	-	-
Farm products (raw materials), total[2]	+5	+27	+10	-13	+22	+2	+7	-13	+8
Cotton	+30	+53	+26	(S)	(S)	-	-	-	-
Grain	0	+32	+7	(S)	(S)	-	-	-	-
Other nondurable goods, total	+3	-2	+7	+2	+1	0	-3	+2	+3
Amusement, sporting goods	+18	-5	+20	+22	+3	-	-	-	-
Books, magazines, newspapers	+9	-3	+12	+7	-1	-	-	-	-
Coal	-46	-19	-7	(S)	(S)	-	-	-	-
Farm supplies	+2	-3	+3	+9	+5	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

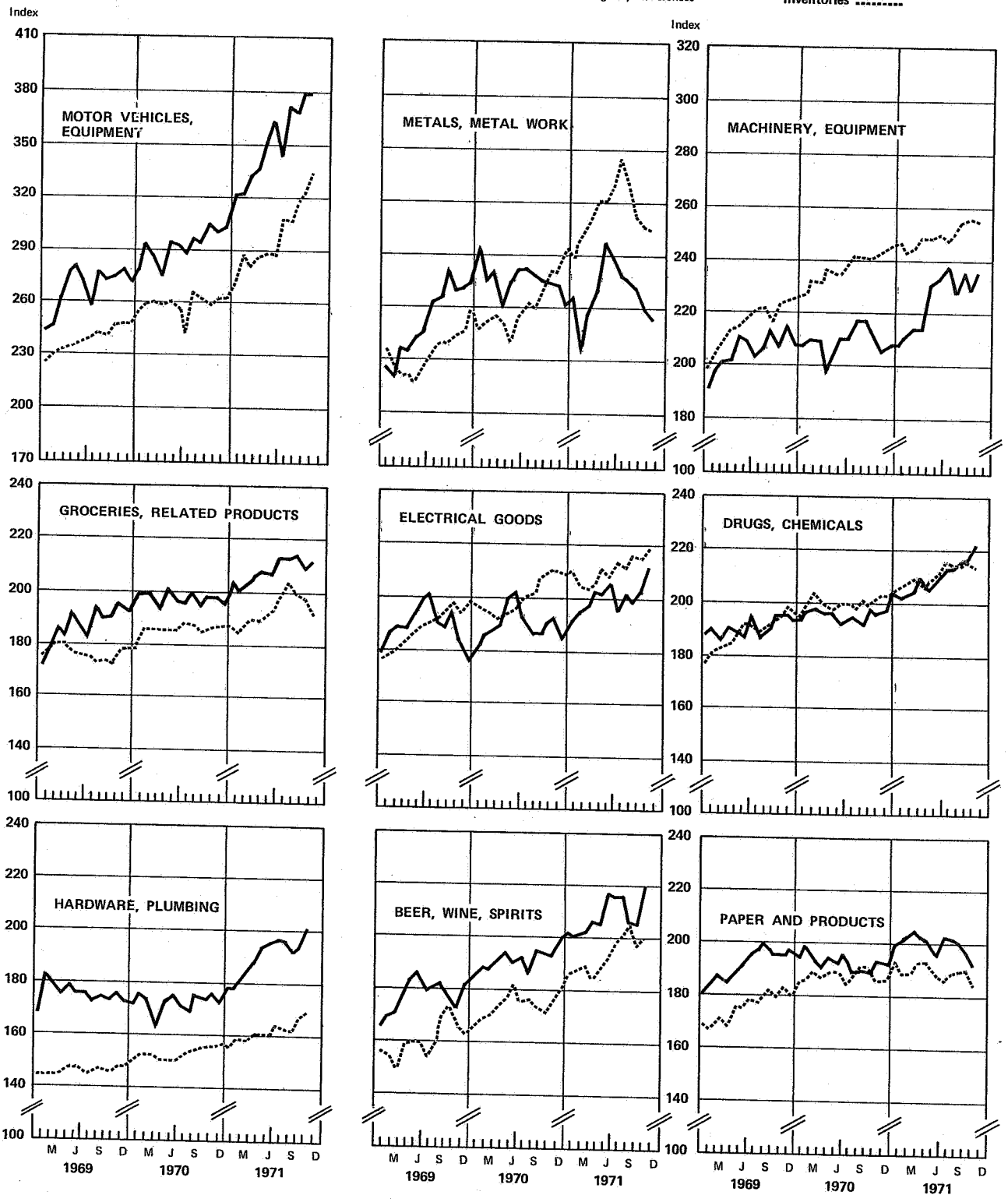
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories - - - - - - - -



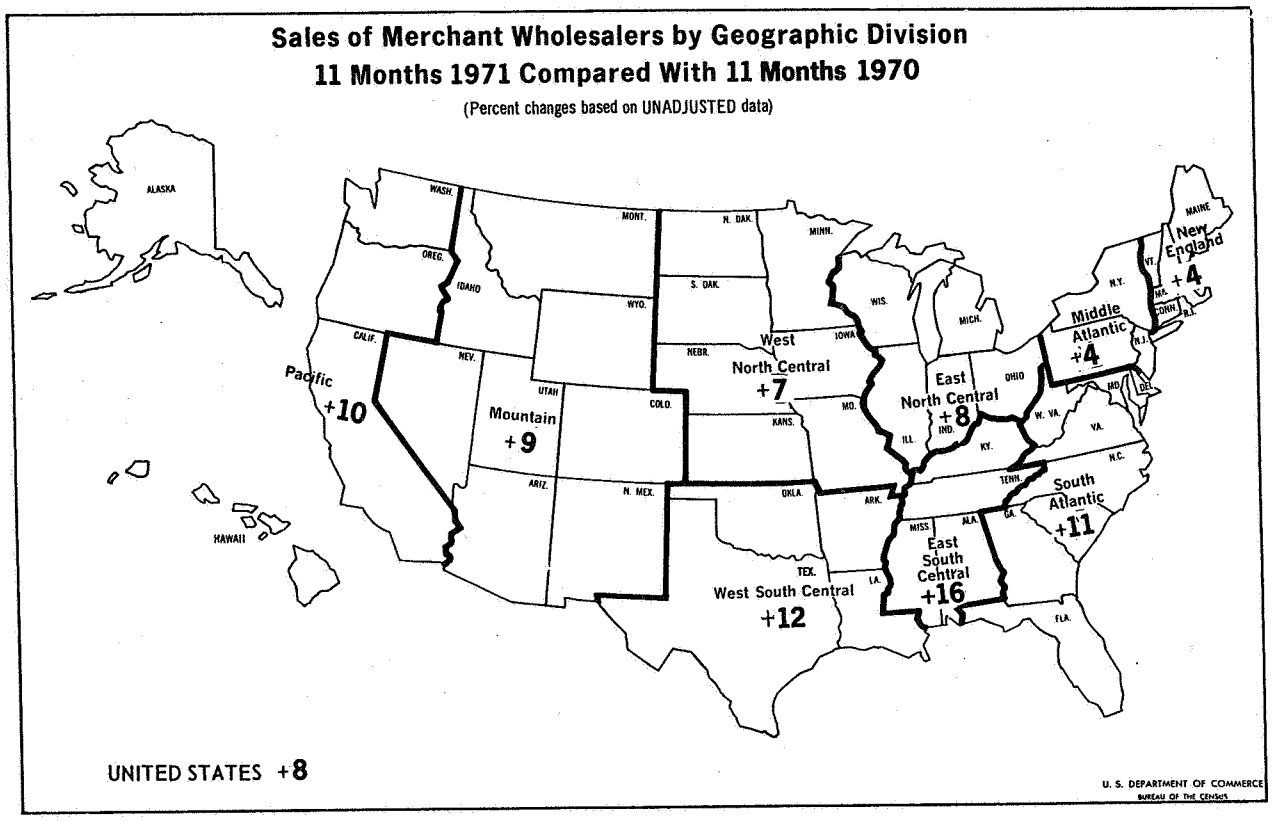


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, are NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	1971											1970		Total 11 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.	1971	1970	Range	Median
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,277	20,704	21,404	243,625	225,229	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,106	1,073	1,114	11,849	11,426	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,127	6,003	5,937	66,381	63,634	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,217	3,719	3,856	43,860	40,541	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,847	1,677	1,785	19,881	18,513	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,511	2,139	2,205	25,586	23,001	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,269	1,057	1,136	13,172	11,361	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,993	1,715	1,888	21,124	18,830	2-5	3
Mountain	571	580	682	689	667	736	736	742	713	707	699	595	628	7,522	6,875	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,508	2,762	2,854	34,249	31,047	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,667	9,121	9,095	111,942	102,684	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	506	481	466	481	432	449	5,087	4,916	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,473	2,455	2,317	27,034	26,465	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,018	1,747	1,720	21,303	19,463	2-5	3
West North Central	530	541	659	688	669	714	694	726	725	724	700	595	606	7,372	6,887	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,265	1,020	1,033	12,985	11,247	3-6	4
East South Central	418	414	470	511	524	569	496	565	552	527	531	431	441	5,577	4,837	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,067	1,030	1,000	999	811	894	10,778	9,555	2-5	3
Mountain	251	283	349	354	324	384	385	379	349	352	347	277	279	3,757	3,311	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,853	1,352	1,358	18,049	16,002	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,611	11,583	12,308	131,683	122,545	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	670	636	610	625	604	665	6,762	6,510	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,654	3,548	3,621	39,347	37,169	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,121	2,168	2,092	2,199	1,972	2,136	22,557	21,078	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,147	1,082	1,179	12,509	11,626	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,247	1,119	1,172	12,601	11,754	3-5	4
East South Central	653	604	739	679	706	694	709	709	683	683	738	626	696	7,596	6,524	4-6	5
West South Central	893	907	952	913	936	962	897	930	1,001	963	994	904	994	10,347	9,275	4-6	4
Mountain	320	297	332	335	343	352	351	362	364	355	353	317	349	3,765	3,563	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,656	1,410	1,496	16,200	15,045	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.
[1]Preliminary estimate. See page 12, Estimating Procedures.

Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: November 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	November 1971 from--		11 months 1971 from 11 months 1970	November 1971 from--						
	November 1970	October 1971		November 1970	October 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+12	+2	+8	+7	+1	0.8	0.4	0.5	0.8	0.2
New England	+7	+3	+4	0	-1	4.2	1.9	2.3	2.9	0.9
Middle Atlantic	+2	0	+4	+8	0	1.6	0.5	1.1	1.6	0.4
East North Central	+13	+2	+8	+5	0	2.0	0.7	1.0	1.5	0.4
West North Central	+10	0	+7	-2	0	2.7	1.4	2.1	2.2	0.7
South Atlantic	+17	+2	+11	+14	+2	2.0	1.7	1.4	2.3	0.5
East South Central	+20	+5	+16	+18	+4	3.1	1.3	1.5	2.4	0.7
West South Central	+16	+2	+12	+8	+2	2.8	1.2	1.0	2.5	0.7
Mountain	+18	-1	+9	+1	+1	4.2	2.4	2.7	4.9	1.2
Pacific	+27	+8	+10	+7	+4	2.4	1.5	2.1	2.8	0.6
Durable goods, total	+17	0	+9	+10	+1	1.1	0.8	0.9	1.0	0.2
New England	+11	+3	+3	+2	-1	6.1	2.9	4.0	3.5	1.0
Middle Atlantic	+1	-4	+2	+9	+1	2.2	1.2	1.7	2.6	0.6
East North Central	+16	-1	+9	+7	0	2.8	1.3	1.3	1.9	0.5
West North Central	+18	-3	+7	+9	0	4.1	2.3	1.9	3.3	0.8
South Atlantic	+24	-1	+15	+21	+1	3.7	2.1	1.9	2.6	0.8
East South Central	+23	+1	+15	+17	-2	4.5	2.2	2.6	4.2	0.7
West South Central	+23	0	+13	+12	0	3.6	1.9	1.2	2.8	0.8
Mountain	+25	-1	+13	+3	+1	7.0	3.9	3.7	5.4	1.1
Pacific	+37	+8	+13	+9	+3	3.2	3.1	3.7	3.0	0.7
Nondurable goods, total	+9	+4	+7	+4	+2	1.0	0.5	0.6	1.4	0.4
New England	+3	+2	+4	-3	-2	5.5	2.4	2.4	6.6	1.6
Middle Atlantic	+3	+3	+6	+7	-1	1.9	0.9	1.8	1.8	0.9
East North Central	+11	+5	+7	+3	+1	2.4	1.0	1.4	2.8	0.8
West North Central	+6	+2	+8	-13	+1	3.2	1.8	2.5	3.3	1.4
South Atlantic	+11	+6	+7	+4	+4	2.1	1.1	1.4	2.9	0.9
East South Central	+18	+8	+16	+18	+9	4.2	1.6	1.7	3.0	1.0
West South Central	+10	+3	+12	+2	+7	3.2	1.6	1.5	8.2	1.4
Mountain	+11	-1	+6	-3	+2	4.9	2.2	3.5	6.2	2.6
Pacific	+17	+8	+8	+10	+5	3.6	1.8	2.0	5.7	0.9
Automotive equipment, tire, tubes	+16	0	+13	+10	+1	3	2	2	3	2
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+18	-1	+13	+15	+5	9	4	4	9	1
East North Central	+3	-1	+10	+5	+2	8	4	4	6	1
West North Central	(S)	+7	+11	(S)	-2	-	5	4	-	1
South Atlantic	(S)	+4	+18	+38	-1	-	4	4	7	1
East South Central	+19	+3	+14	+11	+1	9	4	4	9	2
West South Central	+26	-8	+15	+12	+4	9	6	5	9	1
Mountain	(S)	-1	(S)	+9	-1	-	5	-	9	1
Pacific	(S)	0	+7	+3	0	-	3	6	8	2
Electrical supplies, apparatus	+11	+2	+3	+8	+1	3	1	2	3	1
New England	(S)	-1	+3	+17	+3	-	4	5	9	1
Middle Atlantic	+15	+1	+2	-6	+1	9	4	6	8	1
East North Central	+23	+7	-1	+20	+4	7	2	2	7	1
West North Central	-10	+5	-2	-13	-2	9	5	6	6	2
South Atlantic	+5	-5	+9	+13	0	6	2	5	6	1
East South Central	+21	+1	+2	(S)	+2	9	3	5	-	2
West South Central	(S)	+1	0	+20	-1	-	2	4	9	2
Mountain	(S)	+3	+21	(S)	+1	-	4	7	-	1
Pacific	+1	+5	+4	+4	+1	6	4	2	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+14	+5	+8	+2	-1	3	2	2	3	1
New England	(S)	(S)	+3	(S)	0	-	-	9	-	2
Middle Atlantic	+9	-1	+7	+20	+5	9	4	5	5	2
East North Central	+17	+8	+12	-9	-8	7	4	5	6	2
West North Central	+16	+16	0	(S)	-8	9	4	6	-	3
South Atlantic	+14	-2	+13	+3	-1	6	3	4	8	3
East South Central	(S)	+8	+22	(S)	-2	-	5	7	-	2
West South Central	+28	+4	+11	(S)	-3	9	3	4	-	1
Mountain	(S)	+10	(S)	(S)	+2	-	6	-	-	5
Pacific	+6	+8	0	-10	0	8	3	8	7	2
Furniture, home furnishings, total	+23	-2	+15	+9	0	4	3	5	3	1
New England	(S)	-11	(S)	(S)	(S)	-	5	-	-	2
Middle Atlantic	+3	-8	+3	-2	-3	7	4	5	6	1
East North Central	(S)	-3	(S)	+28	-1	-	4	-	9	2
West North Central	(S)	-3	+19	(S)	-3	-	5	9	-	3
South Atlantic	(S)	(S)	+26	(S)	+5	-	-	8	-	2
West South Central	(S)	(S)	+29	(S)	+4	-	-	6	-	2
Mountain	(S)	(S)	+18	(S)	0	-	-	6	-	3
Pacific	+8	+3	+1	-4	+1	8	6	6	7	3
Hardware	+16	+3	+10	+6	-1	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+17	+8	+4	-6	-2	6	4	3	7	1
East North Central	-6	-1	+9	-2	-2	5	3	2	5	1
West North Central	+25	-1	+12	+10	0	8	3	2	5	1
South Atlantic	+49	+3	+20	+32	-2	9	3	4	8	1
East South Central	+35	+4	+14	+23	-1	5	1	3	6	1
West South Central	(S)	-1	+14	+10	-5	-	4	3	8	1
Pacific	+27	+10	+7	(S)	0	9	4	3	-	2
Plumbing and heating equipment, supplies	+16	-3	+10	+11	0	3	2	2	3	1
New England	(S)	(S)	+13	(S)	0	-	-	6	-	2
Middle Atlantic	+13	-2	+3	(S)	(S)	8	4	4	8	1
East North Central	+14	-5	+11	+7	-2	6	4	3	5	1

See footnotes at end of table.

Table 7. **Percent Changes in Sales and Inventories of Merchant Wholesalers and Sampling Errors by Geographic Divisions for Selected Kinds of Business: November 1971**--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in-- Sales: November 1971 from November 1970	Sales: November 1971 from October 1971	Sales: 11 months 1971 from 11 months 1970	Inventories: November 1971 from November 1970	Inventories: November 1971 from October 1971	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+4	(S)	-2	-	-	6	-	2
South Atlantic	+17	0	+14	(S)	+2	9	4	9	-	1
East South Central	(S)	-4	+2	(S)	-4	-	6	8	-	3
West South Central	(S)	+12	+18	(S)	0	-	5	5	-	2
Pacific	+29	+6	+17	+2	+1	8	5	4	6	2
Lumber, construction materials, total	+30	-3	+19	+8	0	4	2	2	3	1
New England	(S)	-4	+20	(S)	0	-	6	8	-	3
Middle Atlantic	+11	-6	+9	+4	+1	8	5	5	9	2
East North Central	+42	-2	+26	+13	+3	9	2	4	6	2
West North Central	+38	-5	+24	+9	+2	9	4	4	9	2
South Atlantic	+37	0	+25	(S)	-12	8	3	3	-	2
West South Central	(S)	+1	+30	(S)	+2	-	6	7	-	2
Mountain	(S)	+7	(S)	(S)	+1	-	5	-	-	2
Pacific	+26	-5	+13	+11	+2	7	4	5	7	2
Industrial machinery, equip. supplies dist.	+20	+3	+9	+8	-2	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	-4	-	-	-	-	5
East North Central	(S)	+3	+1	-3	-2	-	2	5	8	1
South Atlantic	(S)	(S)	+11	(S)	-1	-	-	5	-	2
East South Central	(S)	(S)	+7	(S)	-1	-	-	8	-	6
West South Central	+11	+3	+10	+1	-4	9	5	6	2	1
General-line grocery wholesalers	+12	+2	+7	+4	-1	2	1	1	2	1
New England	(S)	0	0	(S)	-4	-	2	4	-	2
Middle Atlantic	+16	0	+14	+2	0	4	1	2	7	2
East North Central	+17	+2	+7	+7	-3	6	1	2	6	2
West North Central	+5	+2	+3	+7	-2	4	1	2	5	1
South Atlantic	+11	+6	+9	+2	+1	7	3	4	7	2
East South Central	+8	+2	+8	+1	-2	6	2	3	9	2
West South Central	+20	+4	+5	+15	-4	8	1	2	9	2
Mountain	0	-4	+1	-2	+1	5	1	3	9	1
Pacific	+12	+2	+1	0	+2	6	1	3	6	3
Specialty-line grocery wholesalers	+7	+3	+7	-4	-5	3	2	2	4	1
Middle Atlantic	+3	+8	0	+2	-10	6	3	2	6	2
East North Central	+10	+1	+9	-13	-18	7	3	5	9	3
West North Central	+6	-2	+22	-7	0	9	3	6	9	2
South Atlantic	+17	+7	+8	+16	+1	8	4	4	9	2
East South Central	(S)	(S)	(S)	(S)	+3	-	-	-	-	3
West South Central	(S)	-1	+14	(S)	(S)	-	6	5	-	-
Mountain	(S)	+2	(S)	(S)	+1	-	6	-	-	2
Pacific	(S)	-2	+9	(S)	+3	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+34	+10	+10	+21	+1	4	2	2	5	2
New England	(S)	+21	+22	(S)	(S)	-	3	6	-	-
Middle Atlantic	+25	+10	+9	+26	+2	8	4	4	8	3
East North Central	+24	+8	+5	+3	0	7	2	3	9	3
West North Central	(S)	+4	+2	+3	+4	-	4	8	8	4
South Atlantic	(S)	+9	+14	(S)	+6	-	4	5	-	4
East South Central	(S)	+6	+10	(S)	(S)	-	6	4	-	5
West South Central	(S)	+13	+15	(S)	+11	-	4	6	-	4
Mountain	(S)	+15	(S)	(S)	-7	-	5	-	-	5
Pacific	+64	+9	+14	+16	+5	9	4	6	9	4
Drug wholesalers (general and specialty lines)	+15	0	+6	+8	-1	3	1	2	3	1
New England	(S)	+6	(S)	(S)	0	-	4	-	-	2
Middle Atlantic	+14	-8	+5	+9	-2	8	3	4	6	2
East North Central	+13	+9	+8	+10	-2	5	3	3	8	3
West North Central	+1	+3	+7	+3	0	9	3	4	8	3
South Atlantic	+10	+5	+7	+4	-2	7	3	3	9	2
East South Central	(S)	+1	+5	(S)	-2	-	3	5	-	3
West South Central	+15	+2	+9	+10	-3	6	2	3	8	2
Mountain	(S)	-3	+4	(S)	-3	-	1	4	-	2
Pacific	+32	-4	+13	+10	+2	8	3	5	7	2
Tobacco distributors	+9	+2	+7	+3	+1	2	1	1	3	1
New England	(S)	+3	+4	(S)	(S)	-	3	5	9	1
Middle Atlantic	+11	+4	+5	+11	+2	5	2	2	6	1
East North Central	+5	+3	+5	+1	+1	7	2	3	7	2
West North Central	-21	-12	0	(S)	(S)	9	2	5	-	2
South Atlantic	+29	+5	+10	-1	0	6	2	2	8	1
East South Central	+14	+3	+8	+1	+3	8	3	2	9	2
West South Central	+22	-1	+11	+8	+2	8	2	4	8	2
Mountain	(S)	-6	+17	(S)	+2	-	3	6	-	6
Pacific	+1	+3	+7	(S)	+9	9	2	5	-	4
Dry goods, apparel wholesalers	+13	-1	+13	(S)	(S)	4	2	4	3	1
New England	(S)	-11	+5	(S)	(S)	-	6	7	-	2
Middle Atlantic	+16	-4	+14	(S)	(S)	5	3	4	3	1
East North Central	(S)	(S)	+5	(S)	(S)	-	-	7	-	2
South Atlantic	(S)	+8	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for September 1971, for examples of the use of these sampling errors see Use of Sampling Errors page 13.

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates: (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurrence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimates made for all durable goods in September 1971. The published estimate is $10,855 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $10,855 million by .015 we obtain $163 million. Thus the chances are two out of three that the "expected value" of the estimate is between $10,692 and $11,018 million. Doubling the given median sampling error gives us the limits $10,529 to $11,181 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from July 1971 to August 1971 for durable goods sales. This ratio of change, obtained by dividing $10,788 million by $10,384 million is 1.0389 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0389 by .007, we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0316 to 1.0462 (that is to say, that the July to August change was between a 3.2 and a 4.6 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0243 to 1.0535.

Table 8. **Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers**

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0.1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to— for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970 to December 1971

Kind of business	1970												1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL.....	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials).....	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL.....	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods.....	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings.....	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip...	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials.....	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies.....	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)....	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials.....	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry.....	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL.....	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials).....	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products.....	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products...	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products.....	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel.....	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper.....	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1].....	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods.....	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL.....	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials).....	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL.....	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods.....	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings.....	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip...	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials.....	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies.....	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)....	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials.....	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry.....	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL.....	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials).....	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products.....	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products...	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products.....	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel.....	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper.....	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2].....	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods.....	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

[2]There are indications that the seasonal adjustment factors for the farm products (raw materials) category may not reflect recent trends in this trade. The seasonally adjusted data for this category and also for the merchant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture—household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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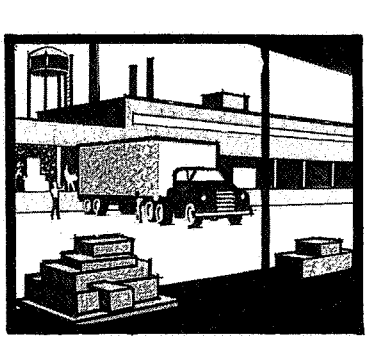


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

DECEMBER 1971



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: February 1972

BW-71-12

Sales and Inventories

Annual Sales– Annual 1971 sales of merchant wholesalers were estimated at $267.3 billion, up $20.7 billion (8%) over 1970 sales. The durable goods trades, with sales of $122.4 billion in 1971, were up $10.6 billion (9%) while the nondurable goods trades, with sales of $144.9 billion, were up $10.0 billion (7%) in the same period. Increases over 1970 sales were reported in all trade groups except scrap, waste materials (-19%) and metals, metalwork (-2%). Among the trade groups showing the larger gains were motor vehicles, automotive equipment (21%); lumber, construction materials (20%); furniture, home furnishings (13%); and dry goods apparel (13%).

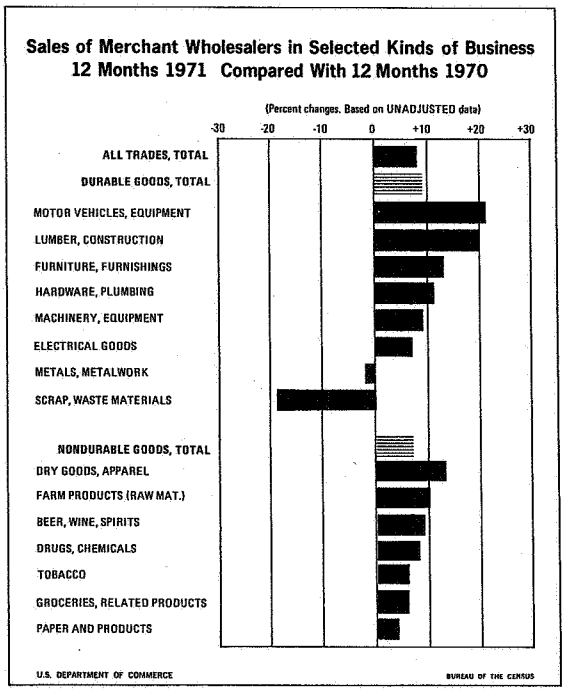
All geographic divisions experienced sales gains in 1971, ranging from 4 percent in the New England Division to 17 percent in the East South Central Division. The Pacific Division, with annual sales of $37.8 billion, reported the largest dollar volume increase-$3.9 billion (11%) above 1970 sales.

A table showing annual sales and year-end inventories, by major kinds of business groups from 1961 to 1971 is included on page 2 of this publication. Sales of all merchant wholesalers increased 86 percent between 1961 and 1971. Durable goods trades showed an increase of 105 percent in the same period, while nondurable goods trades were up 73 percent. The principal gains between 1961 and 1971 were registered by motor vehicles, automotive equipment (192%); machinery, equipment supplies (111%); and metals, metalwork (108%). The smallest increase was in farm products, raw materials (27%). These data have not been adjusted for price changes.

December Sales–December 1971 sales of merchant wholesalers were estimated at $23.7 billion. After adjustment for seasonal variations and trading day differences but not for price changes, December sales were $23.0 billion, up 1 percent from last month and 11 percent above December 1970. Adjusted October-through-December sales were at about the same level as sales in the July-through-September period but were 10 percent above the average sales for the comparable months of a year ago.

After adjustment, December sales in the durable goods trades were up 1 percent from the previous month and 15 percent above December 1970. Nondurable goods sales increased 2 percent from November and were 8 percent above December 1970.

Inventories–Total inventories of merchant wholesalers were valued at $28.9 billion at the end of December. After adjustment for seasonal variations, December inventories were up 3 percent over November and 9 percent above the year-ago level. Both durable and nondurable goods stocks increased 3 percent above the previous month. However, durable goods stocks were up 11 percent over last December while nondurable goods stocks increased 6 percent in the same period.



Based on adjusted data, most trade groups showed small increases from their previous month inventory levels with the largest increase reported in motor vehicles, automotive equipment (8%). Declines were shown only in farm products, raw materials (-4%) and in lumber, construction materials (-2%). Changes from year-ago levels were more substantial with all trades showing increases except farm products, raw materials (-19%). Among the trades showing the sharper increases were motor vehicles, automotive equipment (37%); and drugs, chemicals, allied products (12%).

Stock-Sales Ratio–The December stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 126 percent, 2 percentage points above last month, but 2 points below the December 1970 ratio. The stock sales ratio for durable goods was 163 percent, up 3 points from the previous month but down 6 points from the year-ago ratio. The ratio for nondurable goods was 94 percent, up 1 percentage point from the previous month, but 2 points below the year-ago ratio.

An advance release of December 1971 data was issued on February 4, 1972

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Table 1A. Estimated Annual Sales, Year-End Inventories and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1961-1971

(Millions of dollars)

Kind of business	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971[1]
ANNUAL SALES											
MERCHANT WHOLESALERS, TOTAL	143,850	152,082	160,578	174,329	187,141	203,751	205,187	219,943	236,708	246,643	267,316
TOTAL (excluding farm products, raw materials)	131,480	139,682	147,448	160,887	173,348	188,425	190,551	206,855	223,351	232,306	251,605
DURABLE GOODS, TOTAL	59,836	64,541	68,696	75,722	82,691	91,026	90,447	100,012	109,578	111,778	122,373
Motor vehicles, automotive equipment	8,355	9,269	10,477	11,426	12,243	13,307	14,195	16,696	18,493	20,203	24,509
Electrical goods	9,092	9,818	10,248	11,328	12,518	13,909	14,112	14,969	15,748	15,809	16,838
Furniture, home furnishings	3,190	3,421	3,597	3,931	3,803	4,225	4,440	4,905	5,422	5,343	6,043
Hardware, plumbing, heating equipment	6,470	6,842	7,159	7,594	8,366	8,937	8,875	9,804	10,748	10,643	11,814
Lumber, construction materials	7,563	8,271	9,202	9,442	9,758	9,512	8,614	10,427	11,750	10,836	13,005
Machinery, equipment, supplies	14,657	16,596	17,162	19,190	20,711	23,859	23,836	25,466	28,093	28,515	31,023
Metals, metalwork (except scrap)	5,922	6,136	6,364	7,383	8,990	9,957	9,692	10,998	11,794	12,625	12,341
Scrap, waste materials	3,517	3,149	3,403	4,160	4,777	5,215	4,560	4,708	5,542	5,986	4,877
NONDURABLE GOODS, TOTAL	84,014	87,541	91,882	98,607	104,450	112,724	114,740	119,930	127,130	134,865	144,943
TOTAL (excluding farm products, raw materials)	71,644	75,141	78,752	85,164	90,656	97,398	100,103	106,843	113,772	120,529	129,231
Groceries and related products	29,102	31,024	32,436	35,295	37,541	39,882	41,287	44,131	47,771	50,430	53,673
Beer, wine, distilled alcoholic beverages	7,588	7,928	8,369	9,080	9,380	9,954	10,427	11,088	11,913	12,862	14,061
Drugs, chemicals, allied products	5,648	5,918	6,209	6,668	7,267	7,788	8,074	8,830	9,369	9,619	10,396
Tobacco, tobacco products	4,340	4,619	4,762	4,920	4,992	5,240	5,357	5,612	5,752	6,118	6,500
Dry goods, apparel	6,897	7,349	7,407	8,180	8,766	9,450	9,772	10,271	10,157	10,391	11,792
Paper, paper products, excluding wallpaper	4,438	4,660	4,837	5,274	5,546	6,266	6,236	6,707	7,296	7,317	7,594
Farm products (raw materials)	12,370	12,400	13,130	13,443	13,794	15,327	14,542	13,364	13,357	14,336	15,712
Other nondurable goods	13,631	13,643	14,732	15,747	17,164	18,593	18,876	20,203	21,514	23,792	25,216
YEAR-END INVENTORIES											
MERCHANT WHOLESALERS, TOTAL	14,438	14,817	15,959	16,856	18,121	20,520	21,607	22,487	24,365	26,622	28,904
TOTAL (excluding farm products, raw materials)	13,053	13,580	14,406	15,365	16,556	18,659	19,612	20,874	22,678	24,370	27,073
DURABLE GOODS, TOTAL	8,088	8,391	8,874	9,557	10,297	11,805	12,308	13,245	14,376	15,318	17,081
Motor vehicles, automotive equipment	1,230	1,374	1,503	1,685	1,844	2,078	2,181	2,371	2,579	2,714	3,709
Electrical goods	1,204	1,280	1,331	1,358	1,477	1,749	1,875	1,901	2,143	2,252	2,402
Furniture, home furnishings	400	420	433	439	482	528	555	603	666	708	733
Hardware, plumbing, heating equipment	1,025	1,030	1,076	1,115	1,214	1,272	1,344	1,422	1,493	1,588	1,703
Lumber, construction materials	662	716	761	786	837	816	862	923	965	955	1,025
Machinery, equipment, supplies	2,234	2,287	2,404	2,640	2,835	3,371	3,509	3,753	4,188	4,541	4,812
Metals, metalwork (except scrap)	925	914	991	1,140	1,236	1,400	1,495	1,672	1,717	1,917	2,011
NONDURABLE GOODS, TOTAL	6,350	6,426	7,085	7,299	7,824	8,715	9,299	9,242	9,989	11,304	11,823
TOTAL (excluding farm products, raw materials)	4,965	5,189	5,532	5,808	6,259	6,854	7,304	7,629	8,302	9,052	9,992
Groceries and related products	1,420	1,451	1,637	1,732	1,831	1,974	2,066	2,137	2,279	2,388	2,576
Beer, wine, distilled alcoholic beverages	619	662	685	721	730	781	872	913	961	1,073	1,162
Drugs, chemicals, allied products	591	631	676	700	752	830	871	945	1,038	1,068	1,191
Paper, paper products, excluding wallpaper	400	409	441	459	461	564	584	597	637	665	672
STOCK-SALES RATIOS BASED ON MONTHLY AVERAGE SALES[2]											
MERCHANT WHOLESALERS, TOTAL	120	117	119	116	116	121	126	123	124	129	130
TOTAL (excluding farm products, raw materials)	119	117	117	115	115	105	124	121	122	126	129
DURABLE GOODS, TOTAL	162	156	155	151	149	136	163	159	157	164	167
Motor vehicles, automotive equipment	177	178	172	177	181	187	184	170	167	161	182
Electrical goods	159	156	156	144	142	151	159	152	163	171	171
Furniture, home furnishings	150	147	144	134	152	150	150	148	147	159	145
Hardware, plumbing, heating equipment	190	181	180	176	174	171	182	174	167	179	173
Lumber, construction materials	105	104	99	100	103	102	120	106	99	106	95
Machinery, equipment, supplies	183	165	168	165	164	170	177	177	179	191	186
Metals, metalwork (except scrap)	187	179	187	185	165	169	185	182	175	182	196
NONDURABLE GOODS, TOTAL	91	88	92	89	90	94	97	92	94	101	98
TOTAL (excluding farm products, raw materials)	83	83	84	82	83	84	88	86	88	90	93
Groceries and related products	58	56	60	59	58	59	60	58	57	57	58
Beer, wine, distilled alcoholic beverages	98	100	98	95	93	94	100	99	97	100	99
Drugs, chemicals, allied products	126	128	131	126	124	128	129	128	133	133	138
Paper, paper products, excluding wallpaper	108	105	109	104	100	108	112	107	105	109	106

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions. These data have not been adjusted for seasonal variation nor for price changes.

[1]Annual total includes preliminary estimate for December 1971 sales.

[2]Stock-Sales Ratios computed on a basis of average sales and year-end inventories.

Sales of Merchant Wholesalers by Kind of Business: 1961 and 1971

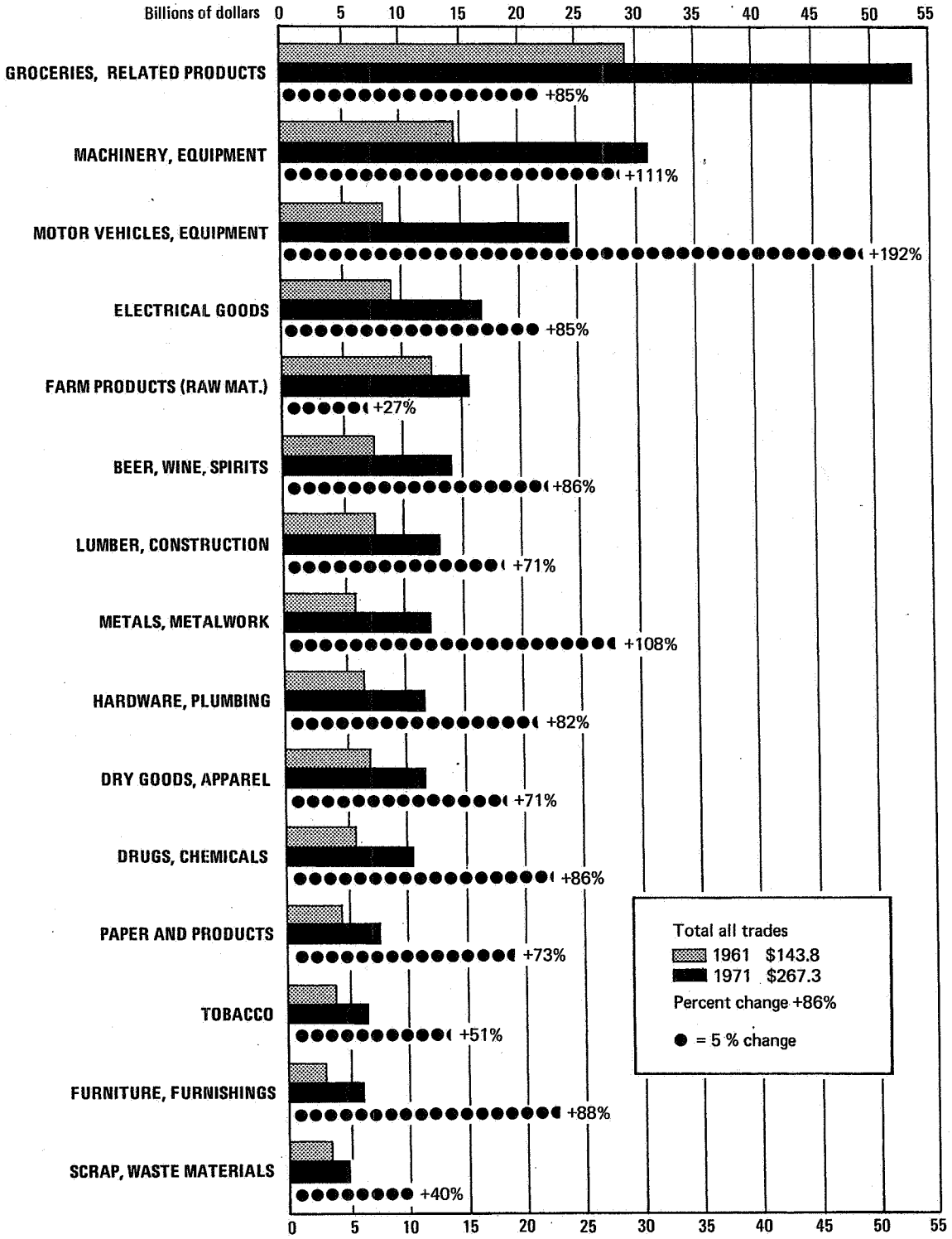


Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1970												Total 12 mos. 1970
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
MERCHANT WHOLESALERS, TOTAL	18,813	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	246,643
TOTAL (exc. farm products, raw materials)	17,633	17,467	19,329	19,233	19,144	20,178	19,924	19,504	20,242	20,455	19,279	19,926	232,306
DURABLE GOODS, TOTAL	8,328	8,393	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	111,778
Motors vehicles, automotive equipment, total	1,466	1,507	1,650	1,708	1,711	1,829	1,840	1,697	1,691	1,786	1,678	1,639	20,203
Automotive equipment, tires, tubes	833	839	890	928	922	1,015	1,017	1,017	1,032	1,043	985	894	11,413
Automotive equipment	731	736	771	785	792	877	875	878	885	899	845	765	9,839
Electrical goods, total	1,148	1,165	1,281	1,235	1,247	1,420	1,368	1,304	1,400	1,457	1,408	1,375	15,809
Electrical supplies, apparatus	508	521	553	562	578	649	631	611	630	659	608	594	7,104
Electrical appliances, TV, radio sets, electronic parts, equipment	641	644	728	673	669	771	736	693	770	798	800	781	8,705
Appliances, TV, radio sets	409	422	500	459	449	543	518	484	529	555	560	543	5,972
Furniture, home furnishings, total	374	393	464	447	413	463	442	457	502	489	459	448	5,343
Furniture-household, office	116	(S)	139	131	114	135	120	136	135	134	125	136	1,544
Home furnishings, floor coverings	(S)	(S)	324	(S)	(S)	(S)	(S)	(S)	(S)	(S)	334	(S)	3,799
Hardware, plumbing, heating equipment, supplies, total	766	787	861	864	885	971	936	914	964	966	892	828	10,634
Hardware	303	309	342	331	321	343	336	336	352	361	341	323	3,998
General-line hardware	164	168	190	185	176	194	193	194	200	206	193	179	2,242
Plumbing and heating, supplies	375	384	410	420	435	491	462	457	485	488	450	415	5,272
Air conditioning, refrigeration equipment, supplies	87	94	109	114	129	137	138	121	127	117	101	91	1,364
Lumber, construction materials, total	729	729	860	917	939	983	978	972	992	1,004	900	834	10,836
Lumber, millwork	451	(S)	541	(S)	(S)	(S)	595	(S)	607	615	565	528	6,693
Construction materials	278	285	318	335	360	386	383	381	(S)	(S)	(S)	306	4,143
Machinery, equipment, supplies, total	2,173	2,189	2,442	2,401	2,344	2,551	2,414	2,431	2,526	2,442	2,211	2,392	28,515
Construction machinery, equipment	295	309	367	392	376	(S)	(S)	393	415	431	366	378	4,582
Industrial machinery, equipment, supplies	1,051	1,043	1,128	1,110	1,091	1,134	1,098	1,127	1,174	1,098	1,011	1,121	13,185
Professional equipment, supplies	282	304	349	309	314	375	362	352	379	381	351	375	4,135
Service-establishment equipment, supplies	151	149	174	176	164	176	168	169	163	167	164	162	1,984
Metals, metalwork (except scrap), total	1,055	987	1,120	1,058	1,056	1,120	1,079	1,046	1,075	1,055	990	985	12,625
Iron, steel, and products	722	679	789	716	696	774	730	743	762	748	687	698	8,743
Nonferrous metals	334	307	332	342	360	346	(S)	303	313	307	(S)	287	3,883
Scrap, waste materials, total	491	501	540	591	564	550	523	472	469	484	402	398	5,986
Iron, steel scrap	288	290	328	358	342	334	323	286	295	309	251	243	3,647
Waste materials	203	(S)	(S)	233	223	216	201	185	174	176	151	155	2,339
NONDURABLE GOODS, TOTAL	10,485	10,112	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	134,865
TOTAL (exc. farm products, raw materials)	9,305	9,073	9,959	9,861	9,850	10,158	10,225	10,068	10,448	10,592	10,158	10,831	120,529
Groceries and related products, total	4,140	3,785	4,229	4,169	4,215	4,306	4,340	4,167	4,270	4,343	4,151	4,317	50,430
General-line groceries	1,635	1,497	1,635	1,650	1,653	1,688	1,762	1,674	1,734	1,780	1,684	1,701	20,092
Specialty-line groceries	1,064	1,009	1,149	1,105	1,110	1,176	1,102	1,130	1,123	1,150	1,121	1,180	13,417
Confectionery	87	84	91	87	87	92	93	92	98	105	96	97	1,108
Meat, meat products	854	742	845	822	839	810	834	790	842	838	785	844	9,844
Poultry, poultry products	204	178	195	185	179	183	191	184	186	182	193	201	2,262
Fresh fruits, vegetables	296	277	314	320	345	358	358	299	287	287	273	294	3,706
Beer, wine, distilled alcoholic beverages, total	815	845	996	1,005	1,084	1,132	1,122	1,055	1,115	1,146	1,135	1,410	12,862
Beer	357	359	415	434	506	537	568	533	517	471	429	510	5,636
Wine, distilled spirits	458	487	581	571	578	595	554	522	598	674	707	900	7,225
Drugs, chemicals, allied products, total	768	750	832	817	779	807	786	797	817	846	784	836	9,619
Drugs, drug proprietaries, sundries	473	454	486	469	454	462	462	477	504	524	484	536	5,786
General-line drugs	218	202	219	209	205	210	221	223	237	237	218	231	2,632
Paints, varnishes	32	32	37	40	40	43	42	41	42	40	36	32	459
Other chemicals, allied products	262	263	308	308	285	302	282	279	271	282	264	267	3,374
Tobacco, tobacco products	462	433	484	495	512	528	545	519	542	526	500	571	6,118
Dry goods, apparel, total	793	825	853	793	781	845	861	927	972	976	931	833	10,391
Apparel and accessories, hosiery, lingerie, footwear	366	405	427	374	(S)	389	428	482	499	494	466	393	5,083
Dry goods, notions	290	293	291	292	295	329	322	(S)	(S)	338	333	299	3,736
Paper, paper products, excluding wallpaper, total	595	572	620	606	599	620	612	603	624	633	610	624	7,317
Paper	454	437	478	475	476	490	477	471	484	485	461	477	5,664
Stationery, office supplies	141	135	142	131	122	130	136	132	140	148	149	147	1,653
Farm products (raw materials), total	1,180	1,039	1,262	1,101	1,103	1,113	1,047	1,119	1,168	1,302	1,425	1,478	14,336
Grain	803	715	917	777	794	810	767	862	870	964	1,038	1,053	10,370
Other nondurable goods, total	1,732	(S)	1,945	1,976	1,880	1,920	1,959	2,000	2,108	2,124	2,046	2,239	23,792
Amusement, sporting goods	(S)	230	(S)	263	252	266	253	300	(S)	328	(S)	331	3,375
Books, magazines, newspapers	126	119	131	118	125	130	143	142	141	157	146	145	1,623

See footnotes at end of table.

Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1970 and 1971--Con.

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	1971												Total 12 mos. 1971
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,669	267,316
TOTAL (exc. farm products, raw materials)	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,132	251,605
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,487	122,373
Motor vehicles, automotive equipment, total[2]	1,635	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,070	24,509
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,036	12,899
Automotive equipment	762	789	876	919	923	999	980	996	1,000	1,003	1,003	914	11,164
Electrical goods, total	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,592	16,838
Electrical supplies, apparatus	492	515	577	596	591	663	628	645	646	661	677	672	7,361
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	803	851	869	905	920	9,476
Appliances, TV, radio sets	462	485	552	490	466	564	527	568	589	603	625	618	6,549
Furniture, home furnishings, total	381	411	525	486	495	549	518	567	563	577	525	501	6,043
Furniture-household, office	110	114	133	131	124	140	133	148	144	146	(S)	(S)	1,622
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	345	4,421
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	11,814
Hardware	303	326	380	370	357	391	367	387	399	385	395	366	4,424
General-line hardware	167	186	216	208	199	222	213	226	234	225	227	205	2,530
Plumbing and heating, supplies	381	390	437	480	487	538	517	532	528	539	520	483	5,832
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	153	132	122	127	115	1,558
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,087	13,005
Lumber, millwork	443	485	632	657	657	774	747	825	798	752	743	707	8,219
Construction materials	272	301	345	402	415	459	429	455	443	456	429	380	4,786
Machinery, equipment, supplies, total	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,779	31,023
Construction machinery, equipment	311	343	442	498	479	492	490	457	453	454	447	470	5,337
Industrial machinery, equipment, supplies	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,334	14,449
Professional equipment, supplies	319	335	397	353	373	431	370	395	409	389	377	427	4,575
Service-establishment equipment, supplies	143	142	167	168	159	176	167	177	178	168	174	166	1,986
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	928	12,341
Iron, steel, and products	728	646	800	812	836	864	752	797	771	736	770	708	9,220
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	(S)	248	229	220	3,121
Scrap, waste materials, total	396	407	481	474	455	448	374	384	359	378	364	358	4,877
Iron, steel scrap	239	253	299	285	271	270	226	220	207	222	212	206	2,910
Waste materials	157	154	182	189	184	178	147	163	152	156	151	153	1,967
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,182	144,943
TOTAL (exc. farm products, raw materials)	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,645	129,231
Groceries and related products, total	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,829	53,673
General-line groceries	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,927	21,522
Specialty-line groceries	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	14,325
Confectionery	83	83	96	92	89	96	91	96	100	100	96	90	1,114
Meat, meat products	802	741	886	827	897	890	865	839	908	829	850	956	10,290
Poultry, poultry products	179	166	184	182	188	195	190	192	197	181	203	223	2,279
Fresh fruits, vegetables	288	268	331	332	355	404	414	347	337	332	365	372	4,144
Beer, wine, distilled alcoholic beverages, total	859	901	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,518	14,061
Beer	385	399	480	496	546	628	607	600	559	506	501	531	6,237
Wine, distilled spirits	474	503	626	595	601	690	608	673	636	659	772	987	7,824
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	899	916	909	914	919	10,396
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	543	555	551	569	6,154
General-line drugs	222	206	239	228	211	227	224	242	244	239	242	239	2,761
Paints, varnishes	30	32	39	41	42	46	45	47	44	42	41	36	486
Other chemicals, allied products	272	278	321	325	311	332	314	328	(S)	312	323	314	3,757
Tobacco, tobacco products	479	461	526	537	547	581	568	562	568	538	544	589	6,500
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,120	1,095	1,060	1,040	963	11,792
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	5,651
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	4,321
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	659	668	642	640	638	7,594
Paper	451	436	513	502	484	504	479	514	512	485	475	472	5,826
Stationery, office supplies	140	136	152	139	135	140	137	145	156	157	164	166	1,767
Farm products (raw materials), total	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,537	15,712
Grain	916	873	1,057	806	959	909	868	885	896	789	1,034	1,006	10,998
Other nondurable goods, total	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,190	25,216
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	3,993
Books, magazines, newspapers	129	136	147	140	138	154	165	163	158	165	160	168	1,823

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 19, Estimating Procedures.

[2]December preliminary and November final subject to a sampling variability of 13 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Millions of dollars. Data are NOT ADJUSTED for seasonal variations)

Kind of business	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]
	1971											
MERCHANT WHOLESALERS, TOTAL	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,904
TOTAL (excluding farm products, raw materials)	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,706	27,073
DURABLE GOODS, TOTAL	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,759	17,081
Motor vehicles, automotive equipment, total	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,709
Automotive equipment, tires, tubes	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,166
Electrical goods, total	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,402
Electrical supplies, apparatus	869	861	861	873	907	895	900	898	928	937	940	931
Electrical appliances, TV, radio sets, electronic parts, equipment	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,471
Furniture, home furnishings, total	696	714	762	762	784	795	810	790	755	779	727	733
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	619	585	616	558	565
Hardware, plumbing, heating equipment, supplies, total	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,703
Hardware	678	692	692	703	703	689	681	675	680	696	670	680
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	843	824	862	850	840
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,025
Lumber, millwork	614	636	635	660	652	681	653	663	672	662	668	656
Machinery, equipment, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,812
Construction machinery, equipment	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,313
Industrial machinery, equipment, supplies	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,958
Metals, metalwork (except scrap), total	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,011
Iron, steel, and products	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,675
NONDURABLE GOODS, TOTAL	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,823
TOTAL (excluding farm products, raw materials)	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,992
Groceries and related products, total	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,576
General-line groceries	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,335
Specialty-line groceries	792	760	767	774	789	802	834	868	832	827	814	824
Beer, wine, distilled alcoholic beverages, total	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,162
Beer	288	293	329	350	362	348	346	321	312	305	297	271
Wine, distilled spirits	837	831	812	800	859	899	861	896	1,028	1,077	1,014	891
Drugs, chemicals, allied products, total	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,191
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	790	809	836	826	825
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	665	673	664	660	672
Paper	457	445	451	456	464	453	454	448	457	445	450	457
	1970											
MERCHANT WHOLESALES, TOTAL	24,537	24,746	24,907	25,010	24,938	25,082	25,092	25,295	25,579	26,272	26,627	26,622
TOTAL (excluding farm products, raw materials)	22,793	23,101	23,441	23,628	23,681	23,931	23,917	24,033	24,240	24,535	24,561	24,370
DURABLE GOODS, TOTAL	14,432	14,622	14,817	14,974	14,921	15,088	15,135	15,246	15,197	15,328	15,322	15,318
Motor vehicles, automotive equipment, total	2,582	2,632	2,704	2,672	2,642	2,667	2,655	2,633	2,613	2,633	2,709	2,714
Automotive equipment, tires, tubes	1,766	1,802	1,833	1,786	1,778	1,836	1,853	1,849	1,834	1,865	1,868	1,855
Electrical goods, total	2,147	2,132	2,164	2,141	2,205	2,245	2,231	2,236	2,310	2,372	2,352	2,252
Electrical supplies, apparatus	808	807	835	821	854	848	844	848	876	893	880	875
Electrical appliances, TV, radio sets, electronic parts, equipment	1,339	1,325	1,329	1,320	1,351	1,397	1,386	1,388	1,434	1,479	1,472	1,377
Furniture, home furnishings, total	659	679	702	700	700	726	725	742	733	703	717	708
Home furnishings, floor coverings	495	514	532	522	528	559	559	570	568	541	556	546
Hardware, plumbing, heating equipment, supplies, total	1,581	1,606	1,627	1,625	1,636	1,634	1,621	1,616	1,611	1,619	1,594	1,588
Hardware	646	642	646	652	660	640	639	647	661	664	650	651
Plumbing and heating equipment, supplies	774	799	814	801	803	821	814	803	784	791	773	764
Lumber, construction materials, total	973	982	963	1,005	1,006	1,015	982	984	974	1,004	968	955
Lumber, millwork	599	610	597	628	623	636	609	612	609	631	604	605
Machinery, equipments, supplies, total	4,221	4,321	4,382	4,502	4,487	4,515	4,603	4,624	4,532	4,534	4,568	4,541
Construction machinery, equipment	1,143	1,158	1,179	1,236	1,226	1,234	1,273	1,295	1,274	1,292	1,283	1,251
Industrial machinery, equipment, supplies	1,674	1,678	1,699	1,768	1,786	1,738	1,808	1,806	1,794	1,730	1,769	1,801
Metals, metalwork (except scrap), total	1,642	1,620	1,624	1,686	1,616	1,653	1,683	1,758	1,756	1,768	1,768	1,917
Iron, steel, and products	1,381	1,356	1,364	1,422	1,365	1,372	1,391	1,485	1,460	1,462	1,475	1,288
NONDURABLE GOODS, TOTAL	10,105	10,125	10,090	10,036	10,017	9,994	9,957	10,049	10,382	10,944	11,305	11,304
TOTAL (excluding farm products, raw materials)	8,360	8,479	8,624	8,654	8,761	8,843	8,782	8,788	9,043	9,207	9,239	9,052
Groceries and related products, total	2,276	2,346	2,354	2,325	2,331	2,307	2,335	2,315	2,367	2,413	2,435	2,388
General-line groceries	1,096	1,142	1,184	1,153	1,163	1,160	1,192	1,175	1,207	1,234	1,248	1,226
Specialty-line groceries	805	812	781	788	785	784	781	784	785	806	813	806
Beer, wine, distilled alcoholic beverages, total	999	1,005	1,045	1,078	1,133	1,165	1,075	1,063	1,123	1,198	1,183	1,073
Beer	263	270	296	320	342	351	328	310	295	295	289	267
Wine, distilled spirits	736	735	749	758	792	815	747	753	827	903	893	807
Drugs, chemicals, allied products, total	1,014	1,031	1,076	1,050	1,029	1,044	1,054	1,054	1,072	1,082	1,095	1,068
Drugs, drug proprietaries, druggists' sundries	705	717	743	722	717	724	730	734	758	760	764	732
Paper, paper products (excluding wallpaper), total	646	650	665	652	666	664	681	665	671	653	661	665
Paper	443	448	456	452	467	462	467	458	462	444	449	449

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 19, Estimating Procedures.

Table 3. Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

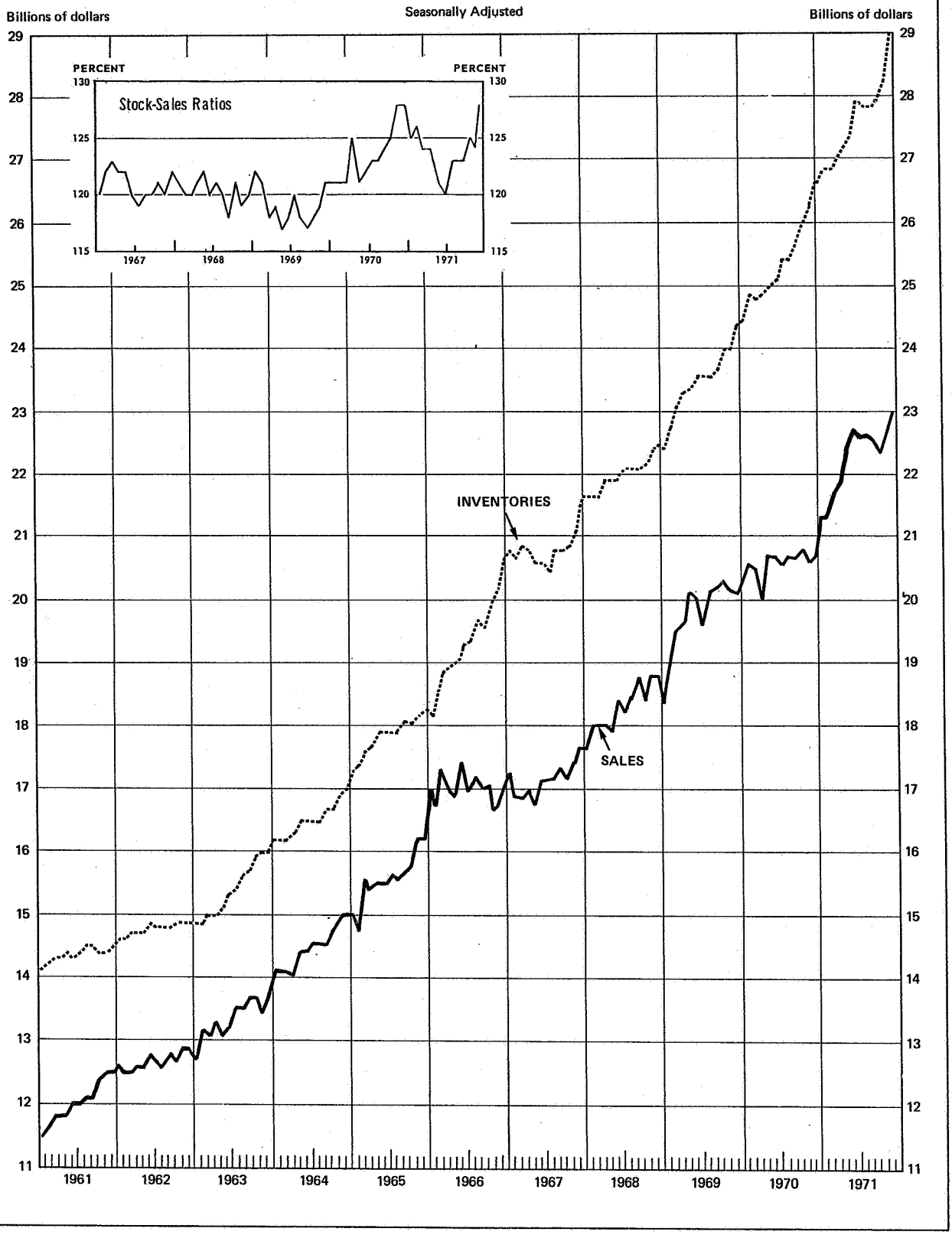
Kind of business	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]
	1971											
MERCHANT WHOLESALERS, TOTAL	139	139	119	123	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	138	138	119	122	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	187	184	157	159	159	146	161	154	153	157	157	163
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	143	149	150	159	179
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	179	178	178	178	209
Electrical goods, total	196	188	164	175	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	177	167	149	146	154	135	143	139	144	142	139	139
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	183	178	175	168	160
Furniture, home furnishings, total	183	174	145	157	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	212	207	181	176	177	159	167	159	160	167	164	177
Hardware	224	212	182	190	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	202	207	188	173	173	160	168	158	156	160	163	174
Lumber, construction materials, total	139	130	105	97	97	87	89	83	86	87	89	94
Lumber, millwork	139	131	101	101	99	88	87	80	84	88	90	93
Machinery, equipment, supplies, total	215	208	178	185	180	167	182	184	174	186	183	173
Construction machinery, equipment	408	368	292	266	270	267	265	299	288	292	291	280
Industrial machinery, equipment, supplies	176	171	153	167	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	196	209	174	187	180	175	207	198	187	196	194	217
Iron, steel, and products	214	236	196	210	201	193	236	227	219	210	211	237
NONDURABLE GOODS, TOTAL	103	104	89	92	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	96	84	87	90	86	89	87	87	91	89	86
Groceries and related products, total	58	61	54	55	55	52	54	55	54	57	55	53
General-line groceries	72	79	70	70	71	68	68	68	69	70	69	69
Specialty-line groceries	74	73	64	65	69	65	69	68	64	71	67	65
Beer, wine, distilled alcoholic beverages, total	131	125	103	105	106	95	99	96	112	119	103	77
Beer	75	74	69	71	66	55	57	54	56	60	59	51
Wine, distilled spirits	177	165	130	134	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	140	125	125	134	127	136	127	125	129	129	130
Drugs, drug proprietaries, druggists' sundries	151	161	145	146	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	114	115	100	104	111	105	109	101	101	103	103	105
Paper	101	102	88	91	96	90	95	87	89	92	95	97
	1970											
MERCHANT WHOLESALERS, TOTAL	130	134	121	123	123	118	120	123	120	121	129	124
TOTAL (excluding farm products, raw materials)	129	132	121	123	124	119	120	123	120	120	127	122
DURABLE GOODS, TOTAL	173	174	158	160	161	151	156	162	156	155	168	168
Motor vehicles, automotive equipment, total	176	175	164	156	154	146	144	155	154	147	161	166
Automotive equipment, tires, tubes	212	215	206	192	193	181	182	182	178	179	190	208
Electrical goods, total	187	183	169	173	177	158	163	171	165	163	167	164
Electrical supplies, apparatus	159	155	151	146	148	131	134	139	139	135	145	147
Electrical appliances, TV, radio sets, electronic parts, equipment	209	206	182	196	202	181	188	200	186	185	184	176
Furniture, home furnishings, total	176	173	151	156	169	157	164	162	146	144	156	158
Home furnishings, floor coverings	(S)	(S)	164	(S)	(S)	(S)	(S)	(S)	(S)	(S)	166	(S)
Hardware, plumbing, heating equipment, supplies, total	207	204	189	188	185	168	173	177	167	168	179	192
Hardware	213	208	189	197	206	187	191	193	188	184	190	202
Plumbing and heating equipment, supplies	207	208	199	191	185	167	176	176	162	162	172	184
Lumber, construction materials, total	133	135	112	110	107	103	100	101	98	100	107	115
Lumber, millwork	133	(S)	110	(S)	(S)	(S)	102	(S)	100	103	107	114
Machinery, equipment, supplies, total	195	197	179	188	191	177	191	190	179	186	207	190
Construction machinery, equipment	392	375	321	315	26	(S)	(S)	330	307	300	350	331
Industrial machinery, equipment, supplies	159	161	151	159	164	153	165	160	153	158	175	161
Metals, metalwork (except scrap), total	156	164	145	159	153	148	156	168	163	168	179	195
Iron, steel, and products	191	200	173	199	196	177	191	200	192	195	215	233
NONDURABLE GOODS, TOTAL	96	100	90	92	91	89	88	90	89	92	98	92
TOTAL (excluding farm products, raw materials)	90	94	87	88	89	87	86	87	87	87	91	84
Groceries and related products, total	55	62	56	56	55	54	54	56	55	56	59	55
General-line groceries	67	76	72	70	70	69	68	70	70	69	74	72
Specialty-line groceries	76	81	68	71	71	67	71	69	70	70	73	68
Beer, wine, distilled alcoholic beverages, total	123	119	105	107	105	103	96	101	101	105	104	76
Beer	74	75	71	74	67	65	58	58	57	63	67	52
Wine, distilled spirits	161	151	129	133	137	137	135	144	138	134	126	90
Drugs, chemicals, allied products, total	132	137	129	128	132	129	134	132	131	128	140	128
Drugs, drug proprietaries, druggists' sundries	149	158	153	154	158	157	158	154	150	145	158	136
Paper, paper products, excluding wallpaper, total	109	114	107	108	111	107	111	110	108	103	108	106
Paper	98	103	95	95	98	94	98	97	95	92	98	94

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Preliminary estimate. See page 19, Estimating Procedures.

Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers: 1961-1971



Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1969, 1970, and 1971

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories - - - - -

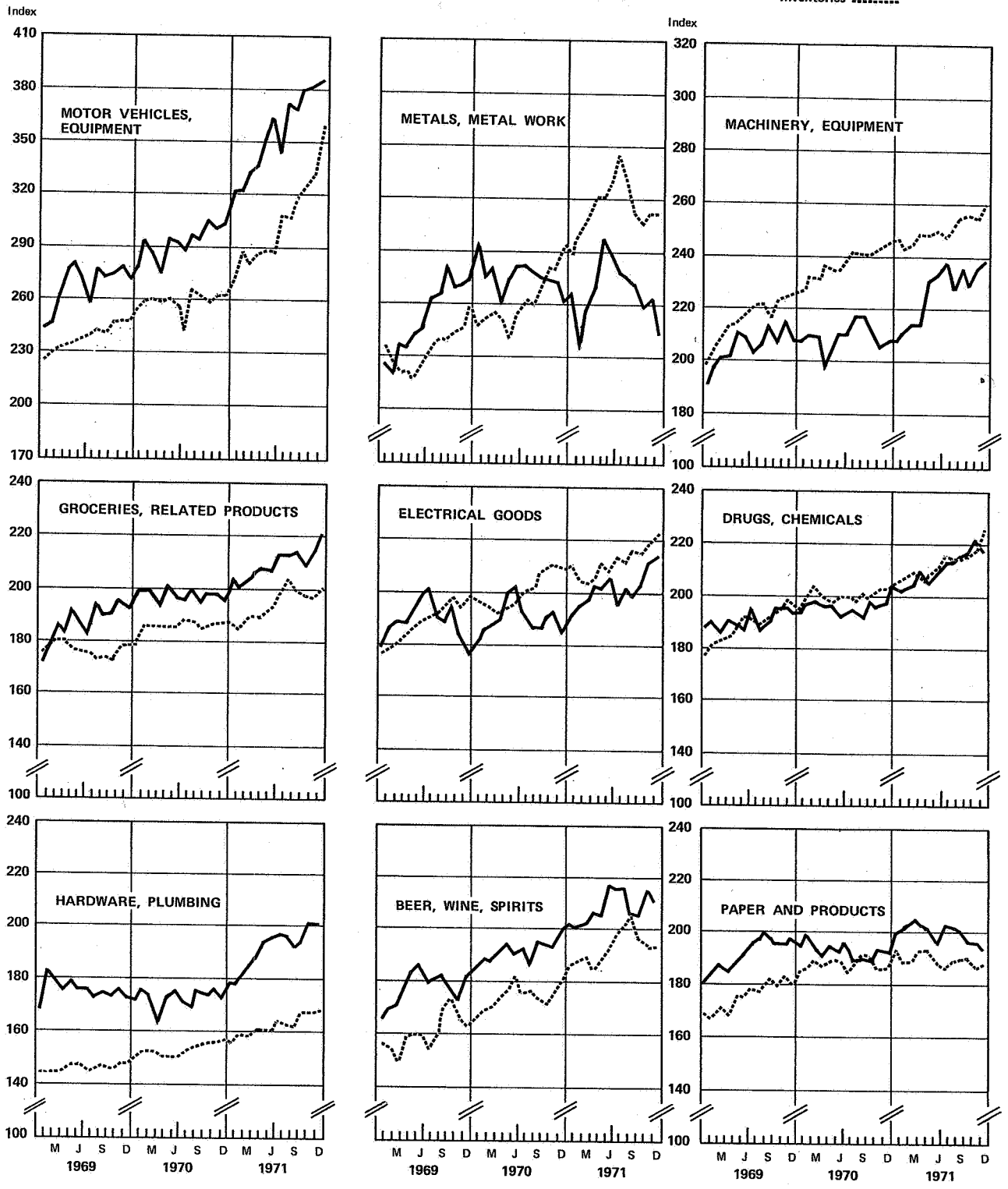


Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1970											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences												
MERCHANT WHOLESALERS, TOTAL	20,292	20,571	20,463	20,012	20,684	20,656	20,639	20,698	20,714	20,754	20,641	20,718
TOTAL (excluding farm products, raw materials)	19,140	19,423	19,200	18,839	19,533	19,421	19,528	19,499	19,520	19,548	19,442	19,416
DURABLE GOODS, TOTAL	9,201	9,344	9,300	9,034	9,394	9,482	9,423	9,420	9,435	9,410	9,273	9,226
Motor vehicles, automotive equipment	1,602	1,684	1,653	1,589	1,699	1,684	1,662	1,748	1,694	1,753	1,728	1,749
Electrical goods	1,249	1,296	1,306	1,325	1,390	1,416	1,339	1,277	1,297	1,329	1,335	1,285
Furniture, home furnishings	447	449	454	440	427	472	454	445	458	428	426	450
Hardware, plumbing, heating equipment	881	906	894	838	894	899	878	867	903	892	904	889
Lumber, construction materials	876	886	899	891	916	878	917	898	900	920	938	909
Machinery, equipment, supplies	2,367	2,387	2,380	2,246	3,205	2,395	2,392	2,473	2,476	2,415	2,337	2,371
Metals, metalwork (except scrap)	1,106	1,049	1,068	1,007	1,049	1,076	1,076	1,067	1,052	1,048	1,040	1,013
Scrap, waste materials	517	526	496	542	561	523	554	497	489	473	417	408
NONDURABLE GOODS, TOTAL	11,091	11,227	11,163	10,978	11,290	11,174	11,216	11,278	11,279	11,344	11,368	11,492
TOTAL (excluding farm products, raw materials)	9,939	10,080	9,902	9,805	10,139	9,939	10,105	10,079	10,085	10,138	10,169	10,190
Groceries and related products	4,255	4,239	4,242	4,140	4,279	4,172	4,161	4,239	4,134	4,224	4,218	4,175
Beer, wine, distilled alcoholic beverages	1,038	1,050	1,048	1,067	1,087	1,062	1,076	1,036	1,092	1,087	1,083	1,113
Drugs, chemicals, allied products	790	812	817	806	804	789	794	800	785	810	803	809
Tobacco, tobacco products	491	490	508	498	527	508	519	511	514	508	519	520
Dry goods, apparel	864	906	820	812	851	825	867	856	890	884	907	915
Paper, paper products, excluding wallpaper	620	629	618	602	618	610	624	594	601	598	609	606
Farm products (raw materials)[2]	1,152	1,147	1,261	1,173	1,151	1,235	1,111	1,199	1,194	1,206	1,199	1,302
Other nondurable goods	1,881	1,954	1,849	1,880	1,973	1,973	2,064	2,043	2,069	2,027	2,030	2,052
Inventories ADJUSTED for seasonal variations												
MERCHANT WHOLESALERS, TOTAL	24,484	24,853	24,842	24,942	24,990	25,142	25,410	25,423	25,689	26,003	26,334	26,604
TOTAL (excluding farm products, raw materials)	23,019	23,420	23,500	23,532	23,543	23,707	23,925	24,010	24,167	24,280	24,503	24,729
DURABLE GOODS, TOTAL	14,636	14,788	14,781	14,773	14,763	14,855	15,066	15,165	15,275	15,369	15,451	15,565
Motor vehicles, automotive equipment	2,605	2,643	2,656	2,646	2,661	2,628	2,642	2,694	2,680	2,646	2,690	2,687
Electrical goods	2,195	2,169	2,166	2,130	2,162	2,184	2,231	2,238	2,310	2,332	2,350	2,329
Furniture, home furnishings	700	691	693	693	706	712	712	735	730	691	708	718
Hardware, plumbing, heating equipment	1,599	1,606	1,608	1,582	1,581	1,588	1,611	1,621	1,631	1,644	1,647	1,656
Lumber, construction materials	973	973	957	971	973	982	1,003	989	967	1,024	1,023	996
Machinery, equipment, supplies	4,281	4,387	4,378	4,453	4,443	4,457	4,544	4,560	4,541	4,566	4,600	4,643
Metals, metalwork (except scrap)	1,623	1,656	1,669	1,655	1,597	1,670	1,698	1,690	1,752	1,799	1,799	1,872
NONDURABLE GOODS, TOTAL	9,848	10,065	10,061	10,169	10,227	10,287	10,344	10,258	10,414	10,634	10,883	11,039
TOTAL (excluding farm products, raw materials)	8,383	8,632	8,719	8,760	8,780	8,852	8,859	8,845	8,892	8,911	9,052	9,164
Groceries and related products	2,262	2,365	2,352	2,351	2,352	2,340	2,380	2,369	2,341	2,347	2,371	2,367
Beer, wine, distilled alcoholic beverages	1,044	1,065	1,072	1,091	1,108	1,150	1,105	1,107	1,088	1,074	1,101	1,132
Drugs, chemicals, allied products	1,026	1,057	1,084	1,051	1,044	1,053	1,058	1,046	1,062	1,047	1,068	1,071
Paper, paper products, excluding wallpaper	654	656	668	659	664	652	667	671	674	662	653	660
Stock-sales ratios based on ADJUSTED data												
MERCHANT WHOLESALERS, TOTAL	121	121	121	125	121	122	123	123	124	125	128	128
TOTAL (excluding farm products, raw materials)	120	121	122	125	121	122	123	123	124	124	126	127
DURABLE GOODS, TOTAL	159	158	159	164	157	157	160	161	162	163	167	169
Motor vehicles, automotive equipment	163	157	161	167	157	156	159	154	158	151	156	154
Electrical goods	176	167	166	161	156	154	167	175	178	175	176	181
Furniture, home furnishings	157	154	153	158	165	151	157	165	159	161	166	160
Hardware, plumbing, heating equipment	181	177	180	189	177	177	183	187	181	184	182	186
Lumber, construction materials	111	110	106	109	106	112	109	110	107	111	109	110
Machinery, equipment, supplies	181	184	184	198	193	186	190	184	183	189	197	196
Metals, metalwork (except scrap)	147	158	156	164	152	155	158	158	167	172	173	185
NONDURABLE GOODS, TOTAL	89	90	90	93	91	92	92	91	92	94	96	96
TOTAL (excluding farm products, raw materials)	84	86	88	89	87	89	88	88	88	88	89	90
Groceries and related products	53	56	55	57	55	56	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages	101	101	102	102	102	108	103	107	100	99	102	102
Drugs, chemicals, allied products	130	130	133	130	130	133	133	131	135	129	133	132
Paper, paper products, excluding wallpaper	105	104	108	109	107	107	107	113	112	111	107	109

See footnotes at end of table 4, page 11.

Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1970 and 1971--Con.

(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

Kind of business	1971											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]
Sales ADJUSTED for seasonal variations and trading day differences												
MERCHANT WHOLESALERS, TOTAL	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,739	23,013
TOTAL (excluding farm products, raw materials)	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,618
DURABLE GOODS, TOTAL	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,637
Motor vehicles, automotive equipment	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,212
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,488
Furniture, home furnishings	467	473	505	482	519	539	555	533	517	514	484	500
Hardware, plumbing, heating equipment	916	919	944	969	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	898	949	984	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,192
Machinery, equipment, supplies	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,727
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	956
Scrap, waste materials	421	425	435	441	446	423	407	400	379	359	371	369
NONDURABLE GOODS, TOTAL	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,376
TOTAL (excluding farm products, raw materials)	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,981
Groceries and related products	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,707
Beer, wine, distilled alcoholic beverages	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,184
Drugs, chemicals, allied products	840	828	836	855	846	859	879	875	887	889	910	888
Tobacco, tobacco products	528	520	530	541	556	554	553	542	541	546	546	534
Dry goods, apparel	991	998	955	934	934	988	978	1,013	990	975	991	1,037
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	643	637	624	623	616
Farm products (raw materials)[2]	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,395
Other nondurable goods	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,015
Inventories ADJUSTED for seasonal variations												
MERCHANT WHOLESALERS, TOTAL	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,997
TOTAL (excluding farm products, raw materials)	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,474
DURABLE GOODS, TOTAL	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,346
Motor vehicles, automotive equipment	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,672
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,487
Furniture, home furnishings	730	726	754	758	792	781	796	779	758	766	724	743
Hardware, plumbing, heating equipment	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,776
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,069
Machinery, equipment, supplies	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,816	4,925
Metals, metalwork (except scrap)	1,841	1,868	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,962	1,964
NONDURABLE GOODS, TOTAL	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,651
TOTAL (excluding farm products, raw materials)	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,128
Groceries and related products	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,553
Beer, wine, distilled alcoholic beverages	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,226
Drugs, chemicals, allied products	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,138	1,135	1,141	1,147	1,195
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	670	671	674	657	667
Stock-sales ratios based on ADJUSTED data												
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	1233	125	124	126
TOTAL (excluding farm products, raw materials)	125	126	123	123	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	166	167	162	162	156	154	160	158	160	161	160	163
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	147	153	151	155	166
Electrical goods	176	172	167	163	167	161	175	168	175	170	167	167
Furniture, home furnishings	156	153	149	157	153	145	143	146	147	149	150	149
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	170	174	179	171	172
Lumber, construction materials	112	108	104	99	95	92	94	91	92	94	94	90
Machinery, equipment, supplies	196	194	189	193	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	180	200	195	193	179	187	201	195	190	193	193	205
NONDURABLE GOODS, TOTAL	92	92	92	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	88	89	88	87	88	88	88	90	89	90	89	92
Groceries and related products	55	54	55	54	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	104	106	106	101	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	129	132	132	127	132	130	130	130	128	128	126	135
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	104	105	108	105	108

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding and minor revisions.

[1]Preliminary estimate. See page 19, Estimating Procedures.

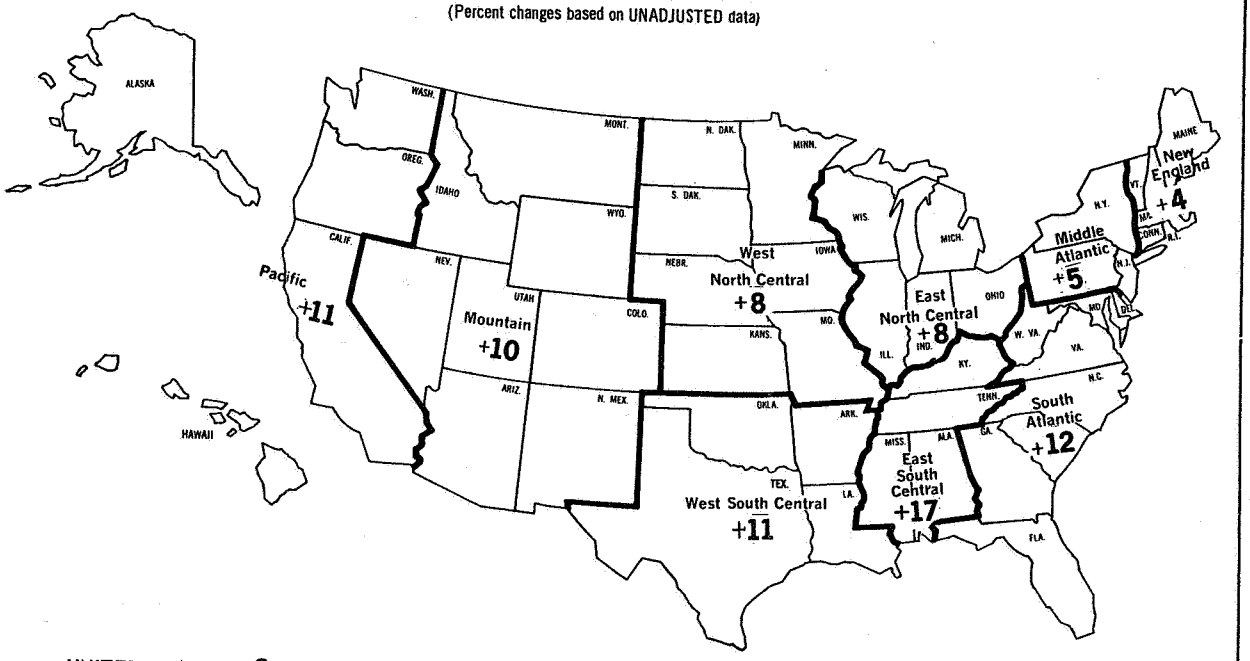
Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: December 1971

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	December 1971 from--		12 months 1971 from 12 months 1970	December 1971 from--		December 1971 from--		December 1971 from--	
	December 1970	November 1971		December 1970	November 1971	December 1970	November 1971	December 1970	November 1971
MERCHANT WHOLESALERS, TOTAL	+11	+1	+8	+9	+1	+11	+1	+9	+3
TOTAL (excluding farm products, raw materials)	+11	+1	+8	+11	+1	+11	+1	+11	+3
DURABLE GOODS, TOTAL	+15	-2	+9	+11	+2	+15	+1	+11	+3
Motor vehicles, automotive equipment, total[3]	+26	-4	+21	+37	+8	+26	+1	+37	+8
Automobiles, other motor vehicles	(S)	+3	+32	(S)	+14	-	-	-	-
Automotive equipment, tires, tubes	+16	-11	+13	+17	+5	-	-	-	-
Automotive equipment	+19	-9	+13	+16	+4	-	-	-	-
Electrical goods, total	+16	+1	+7	+7	-2	+16	+1	+7	+2
Electrical supplies, apparatus	+13	-1	+4	+6	-1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+18	+2	+9	+7	-3	-	-	-	-
Appliances, TV, radio sets	+14	-1	+10	+4	-4	-	-	-	-
Furniture, home furnishings, total	+12	-5	+13	+3	+1	+11	+3	+3	+3
Furniture-household, office	+15	+9	+5	+3	0	-	-	-	-
Household furniture	+8	0	+6	+6	+1	-	-	-	-
Office furniture	+21	+18	+4	+1	-2	-	-	-	-
Home furnishings, floor coverings	+10	-10	+16	+3	+1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+16	-7	+11	+7	0	+16	0	+7	+1
Hardware	+13	-7	+11	+4	+1	-	-	-	-
General-line hardware	+14	-10	+13	+8	+2	-	-	-	-
Plumbing and heating equipment, supplies	+16	-7	+11	+10	-1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+27	-9	+14	+6	0	-	-	-	-
Lumber, construction materials, total	+30	-7	+20	+7	-1	+31	+3	+7	-2
Lumber, millwork	+34	-5	+23	+9	-2	-	-	-	-
Construction materials	+24	-11	+16	+5	-1	-	-	-	-
Machinery, equipment, supplies, total	+16	+6	+9	+6	+1	+15	+1	+6	+2
Commercial machines, equipment	+9	-1	+1	+15	+1	-	-	-	-
Construction machinery, equipment	+24	+5	+16	+5	+1	-	-	-	-
Industrial machinery, equipment, supplies	+19	+8	+10	+9	+1	-	-	-	-
Professional equipment, supplies	+14	+13	+11	+9	+1	-	-	-	-
Surgical, medical, hospital supplies	+11	+14	+12	+16	+1	-	-	-	-
Service-establishment equipment, supplies	+3	-4	0	+2	0	-	-	-	-
Metals, metalwork (except scrap), total	-6	-7	-2	+5	+4	-6	-6	+5	0
Iron, steel, and products	+1	-8	+5	+3	+3	-	-	-	-
Nonferrous metals	-23	-4	-20	+13	+9	-	-	-	-
Scrap, waste materials, total[2]	-10	-1	-19	+7	+4	-10	-1	+7	+3
Iron, steel scrap	-15	-3	-20	+8	+5	-	-	-	-
Waste materials	-2	+1	-16	+5	+2	-	-	-	-
Jewelry	+6	-1	+5	(S)	(S)	+7	-5	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	+4	+7	+5	+1	+8	+2	+6	+3
TOTAL (excluding farm products, raw materials)	+8	+4	+7	+10	0	+8	+1	+11	+4
Groceries and related products, total	+12	+4	+6	+8	+1	+13	+3	+8	+2
General-line groceries	+13	+1	+7	+9	+1	-	-	-	-
Voluntary groups	+15	+1	+9	+13	+3	-	-	-	-
Retailer cooperatives	+12	-1	+7	+6	0	-	-	-	-
Nonaffiliated	+11	+4	+3	+6	0	-	-	-	-
Specialty-line groceries	+7	+3	+7	+2	+1	-	-	-	-
Confectionery	-7	-6	0	+3	-3	-	-	-	-
Meats, meat products	+13	+12	+5	+17	0	-	-	-	-
Poultry, poultry products	+11	+10	+1	+24	+2	-	-	-	-
Fresh fruits, vegetables	+27	+2	+12	+28	-6	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+8	+19	+9	+8	-11	+6	-1	+8	0
Beer	+4	+6	+11	+2	-9	-	-	-	-
Wine, distilled spirits	+10	+28	+8	+10	-12	-	-	-	-
Drugs, chemicals, allied products, total	+10	+1	+8	+12	+1	+10	-2	+12	+4
Drugs, drug proprietaries, druggists' sundries	+6	+3	+6	+13	0	-	-	-	-
General-line drugs	+3	-1	+5	+6	0	-	-	-	-
Paints, varnishes	+11	-13	+6	+14	+2	-	-	-	-
Other chemicals, allied products	+17	-3	+11	+8	+3	-	-	-	-
Tobacco, tobacco products	+3	+8	+6	+7	-6	+3	-2	+7	0
Dry goods, apparel, total	+16	-7	+13	(S)	(S)	+13	+5	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+11	-11	+11	(S)	(S)	-	-	-	-
Dry goods, notions	+28	-4	+16	(S)	(S)	-	-	-	-
Piece goods converters	+1	-6	+16	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+2	0	+4	+1	+2	+2	-1	+1	+2
Paper	-1	-1	+3	+2	+2	-	-	-	-
Stationery, office supplies	+12	+1	+7	0	+2	-	-	-	-
Farm products (raw materials), total[2]	+4	+2	+10	-19	+3	+7	+13	-19	-4
Cotton	+14	+4	+25	(S)	(S)	-	-	-	-
Grain	-4	-3	+6	(S)	(S)	-	-	-	-
Other nondurable goods, total	-2	+3	+6	+5	+1	-2	-3	+5	+4
Amusement, sporting goods	+2	-9	+18	+12	-5	-	-	-	-
Books, magazines, newspapers	+16	+4	+12	+20	+5	-	-	-	-
Coal	-24	+44	-9	(S)	(S)	-	-	-	-
Farm supplies	-5	+3	+2	+21	+9	-	-	-	-

S Does not meet publication standards because of extreme variability or high nonresponse rate. [1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution. [3]Year to year sales subject to high sampling variability of 9%

Sales of Merchant Wholesalers by Geographic Division
12 Months 1971 Compared With 12 Months 1970

(Percent changes based on UNADJUSTED data)



UNITED STATES +8

U. S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Geographic Distribution of Wholesale Sales: 1971

(Sales in billions of dollars)

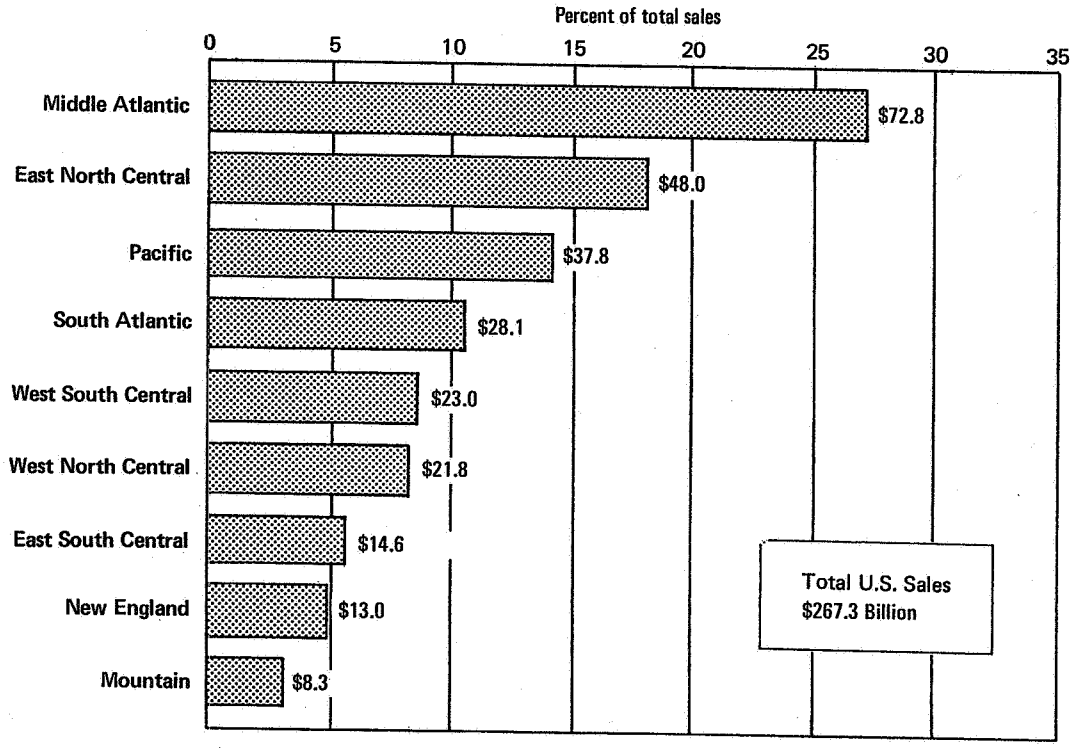


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1970 and 1971

(Sales, in millions of dollars, see NOT ADJUSTED for seasonal variations or trading day differences; sampling errors in percent)

Kind of business and geographic division[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[2]	Total	Sampling error of the estimate	
														Range	Median
	1971														
MERCHANT WHOLESALERS, TOTAL	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,669	267,316	0.8-0.9	0.8
New England	938	931	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,133	13,008	3-4	4
Middle Atlantic	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,386	72,776	1-2	2
East North Central	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,178	47,961	2-2	2
West North Central	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,911	21,841	2-3	2
South Atlantic	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,572	28,129	2-3	3
East South Central	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,354	14,578	4-6	5
West South Central	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,936	1,949	23,016	2-5	3
Mountain	571	580	682	689	667	736	736	742	713	707	707	723	8,253	3-5	4
Pacific	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,464	37,755	2-4	3
DURABLE GOODS, TOTAL	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,487	122,373	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	506	481	466	486	475	5,567	4-6	5
Middle Atlantic	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,495	29,544	2-4	3
East North Central	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,986	23,216	2-5	3
West North Central	530	541	659	688	669	714	694	726	725	724	706	683	8,062	4-7	5
South Atlantic	964	990	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	14,180	3-6	4
East South Central	418	414	470	511	524	569	496	565	552	527	507	480	6,032	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,067	1,030	1,000	990	944	11,712	2-5	3
Mountain	251	283	349	354	324	384	385	379	349	352	352	355	4,117	5-8	5
Pacific	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,839	19,942	3-6	4
NONDURABLE GOODS, TOTAL	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,182	144,943	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	670	636	610	646	658	7,441	6-8	6
Middle Atlantic	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,890	43,232	2-2	2
East North Central	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,121	2,168	2,092	2,195	2,192	24,745	2-4	3
West North Central	1,054	978	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,228	13,779	3-5	3
South Atlantic	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,342	13,949	3-5	4
East South Central	653	604	739	679	706	694	709	709	683	683	814	874	8,546	4-6	5
West South Central	893	907	952	913	936	962	897	930	1,001	963	947	1,004	11,304	4-6	4
Mountain	320	297	332	335	343	352	351	362	364	355	355	368	4,136	3-6	5
Pacific	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,625	17,812	2-5	4
	1970														
MERCHANT WHOLESALERS, TOTAL	18,813	18,505	20,592	20,333	20,247	21,291	20,972	20,623	21,410	21,757	20,704	21,404	246,643	0.8-0.9	0.8
New England	953	918	1,069	1,050	1,028	1,084	1,078	1,052	1,079	1,079	1,037	1,114	12,540	3-4	4
Middle Atlantic	5,215	5,288	5,876	5,726	5,685	6,091	5,804	5,703	6,102	6,146	6,003	5,937	69,572	1-2	2
East North Central	3,445	3,285	3,689	3,590	3,655	3,774	3,840	3,744	3,872	3,928	3,719	3,856	44,395	2-2	2
West North Central	1,557	1,497	1,740	1,684	1,634	1,694	1,740	1,755	1,747	1,789	1,677	1,785	20,298	2-3	2
South Atlantic	1,888	1,944	2,079	2,081	2,062	2,205	2,133	2,051	2,129	2,293	2,139	2,205	25,206	2-3	3
East South Central	951	859	1,011	1,018	1,033	1,046	1,067	1,078	1,133	1,108	1,057	1,136	12,497	4-6	5
West South Central	1,573	1,602	1,674	1,724	1,733	1,788	1,718	1,695	1,794	1,818	1,715	1,888	20,719	2-5	3
Mountain	595	561	605	618	618	648	679	647	653	656	595	628	7,503	3-5	4
Pacific	2,635	2,550	2,850	2,842	2,800	2,962	2,912	2,908	2,902	2,941	2,762	2,854	33,912	2-4	3
DURABLE GOODS, TOTAL	8,328	8,407	9,370	9,371	9,294	10,020	9,699	9,437	9,794	9,863	9,121	9,095	111,778	1.3-1.6	1.5
New England	396	381	476	456	447	489	468	445	449	476	432	449	5,365	4-6	5
Middle Atlantic	2,141	2,204	2,454	2,418	2,441	2,587	2,407	2,269	2,529	2,564	2,455	2,317	28,782	2-4	3
East North Central	1,625	1,583	1,779	1,695	1,728	1,876	1,883	1,793	1,857	1,896	1,747	1,720	21,182	2-5	3
West North Central	578	562	634	629	611	663	665	638	654	658	595	606	7,493	4-7	5
South Atlantic	874	896	995	1,031	1,032	1,098	1,043	1,048	1,089	1,121	1,020	1,033	12,280	3-6	4
East South Central	375	377	416	437	435	467	442	479	493	484	431	441	5,278	5-7	6
West South Central	756	780	830	903	877	940	914	908	934	907	811	894	10,449	2-5	3
Mountain	266	270	298	291	294	329	343	315	316	313	277	279	3,590	5-8	5
Pacific	1,313	1,341	1,488	1,511	1,429	1,570	1,534	1,542	1,472	1,444	1,352	1,358	17,360	3-6	4
NONDURABLE GOODS, TOTAL	10,485	10,098	11,221	10,962	10,953	11,271	11,272	11,186	11,616	11,894	11,583	12,308	134,865	1.2-1.5	1.2
New England	557	537	592	594	581	596	610	606	603	603	604	665	7,175	6-8	6
Middle Atlantic	3,074	3,084	3,421	3,308	3,243	3,504	3,397	3,434	3,573	3,583	3,548	3,621	40,790	2-2	2
East North Central	1,820	1,702	1,910	1,894	1,928	1,898	1,957	1,952	2,014	2,031	1,972	2,136	23,214	2-4	3
West North Central	979	935	1,106	1,055	1,023	1,030	1,075	1,116	1,092	1,131	1,082	1,179	12,805	3-5	3
South Atlantic	1,014	1,048	1,084	1,050	1,029	1,107	1,090	1,003	1,039	1,172	1,119	1,172	12,926	3-5	4
East South Central	575	483	595	580	598	578	624	599	640	623	626	696	7,220	4-6	5
West South Central	817	823	844	821	856	848	804	787	860	911	904	994	10,270	4-6	4
Mountain	329	291	307	327	324	319	336	332	338	343	317	349	3,913	3-6	5
Pacific	1,322	1,209	1,361	1,331	1,371	1,392	1,378	1,356	1,430	1,497	1,410	1,496	16,552	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.

[1] See map page 13.
[2] Preliminary estimate. See page 19, Estimating Procedure.

Table 7A. Percent Changes in Annual Sales of Merchant Wholesalers--by Geographic Division for Major Groups: 1971, 1970, 1969

Kind of business	U.S. total	New England	Middle Atlantic	East North Central	West North Central	South Atlantic	East South Central	West South Central	Mountain	Pacific	Sampling errors of the percentage changes for columns--									
	A	B	C	D	E	F	G	H	I	J	A	B	C	D	E	F	G	H	I	J
	Percent change 1971 from 1970																			
MERCHANT WHOLESALERS, TOTAL.....	+8	+4	+5	+8	+8	+12	+17	+11	+10	+11	0.6	1.6	1.0	0.8	2.0	1.3	1.3	0.9	2.5	2.7
DURABLE GOODS, TOTAL.....	+9	+4	+3	+10	+8	+15	+14	+12	+15	+15	1.1	2.8	1.4	0.8	1.3	1.9	2.2	1.1	3.9	4.8
Motor vehicles, automotive equipment....	+21	+20	+15	+15	+16	+23	+17	+16	(S)	(S)	4	9	2	4	5	5	5	4	-	-
Electrical goods.....	+7	+4	+5	+7	+2	+12	+14	+5	+17	+4	1	5	4	2	4	3	4	2	8	4
Furniture, home furnishings.....	+13	(S)	+3	+26	+18	+26	+26	+27	+20	+2	3	-	3	9	9	6	7	6	5	5
Hardware, plumbing, heating equipment...	+11	+15	+2	+12	+8	+17	+8	+20	+12	+14	2	6	2	2	2	5	3	4	5	3
Lumber, construction materials.....	+20	+17	+10	+28	+24	+26	+30	+29	(S)	+14	2	7	5	4	3	3	7	6		4
Machinery, equipment, supplies.....	+9	(S)	+7	+7	+9	+7	+11	+9	+10	+15	1	-	4	3	4	3	5	2	5	5
Metals, metalwork (except scrap).....	-2	(S)	-15	+5	+7	+23	(S)	+20	(S)	-3	2	-	3	3	6	6	-	7	-	3
Scrap, waste materials.....	-19	-27	-22	-13	-25	(S)	(S)	-20	(S)	-28	2	4	3	4	4	-	-	4	-	6
NONDURABLE GOODS, TOTAL.....	+7	+4	+6	+7	+8	+8	+18	+10	+6	+8	0.6	1.8	1.7	1.2	2.8	1.2	1.7	1.3	3.0	1.8
Groceries and related products.....	+6	+5	+7	+5	+7	+7	+12	+8	+3	+4	1	3	2	1	2	3	3	1	3	2
Beer, wine, distilled alcoholic beverages	+9	+1	+10	+8	+1	+9	+20	+19	+19	+8	1	3	3	2	4	3	6	5	8	3
Drugs, chemicals, allied products.....	+8	+7	-3	+17	(S)	+11	+9	+12	+3	+10	2	5	3	8	-	2	5	4	4	4
Tobacco, tobacco products.....	+6	+4	+6	+4	+1	+10	+9	+10	+15	+6	1	5	2	3	4	2	2	5	6	5
Dry goods, apparel.....	+13	+4	+14	+6	0	+21	+7	+12	+6	+32	4	6	4	5	7	6	7	3	-	2
Paper, paper products, excl. wallpaper..	+4	+4	-3	+4	+12	+8	+7	+20	+2	(S)	1	4	2	3	4	3	3	3	4	-
Farm products (raw materials).....	+10	(S)	+3	+9	+8	+4	+42	+4	(S)	+6	2	-	1	5	5	4	3	5	-	4
Other nondurable goods.....	+6	(S)	+2	+6	+10	+4	+16	+10	+7	+11	2	-	6	3	7	6	4	3	5	4
	Percent change 1970 from 1969																			
MERCHANT WHOLESALERS, TOTAL.....	+4	+3	+6	+1	+5	+6	+8	+6	+6	+2	0.5	2.2	1.1	1.0	1.3	0.8	1.6	1.2	1.4	1.2
DURABLE GOODS, TOTAL.....	+2	+5	+6	-3	-1	+5	+4	+3	0	0	0.5	3.0	0.9	1.5	1.8	1.6	2.6	1.7	2.8	1.8
Motor vehicles, automotive equipment....	+9	+10	+13	+6	+12	+13	+6	+11	-6	+6	2	9	3	3	4	3	8	7	6	4
Electrical goods.....	+1	-2	+3	-1	+1	+3	+6	-3	-12	0	1	3	2	4	3	2	3	3	-	3
Furniture, home furnishings.....	-1	(S)	-1	-9	+4	+8	(S)	+6	+10	-4	2	-	2	7	9	9	-	6	9	4
Hardware, plumbing, heating equipment...	-1	-3	-7	-1	+3	0	+4	+1	+16	-3	1	4	3	2	2	3	2	3	5	2
Lumber, construction materials.....	-8	-9	+1	-11	-9	-12	-15	(S)	+1	-14	2	7	2	3	3	4	9	-	5	4
Machinery, equipment, supplies.....	+1	+17	+5	-7	-9	+12	+8	-1	0	0	1	9	3	4	5	3	5	3	7	3
Metals, metalwork (except scrap).....	+7	(S)	+16	-5	-7	-2	(S)	+6	(S)	+13	2	-	2	3	7	4	-	4	-	6
Scrap, waste materials.....	+8	+3	+5	+5	+9	+7	(S)	+18	(S)	+15	2	6	3	3	4	4	-	5	-	5
NONDURABLE GOODS, TOTAL.....	+6	+1	+6	+4	+8	+6	+10	+9	+12	+5	0.7	3.1	1.4	1.3	1.5	1.2	2.5	1.4	2.5	1.7
Groceries and related products.....	+6	+3	+10	+2	+5	+4	+9	+2	+12	+4	2	3	1	1	2	2	2	2	2	2
Beer, wine, distilled alcoholic beverages	+8	+5	+8	+9	+1	+13	+11	+11	+6	+4	1	4	3	2	5	2	5	3	6	3
Drugs, chemicals, allied products.....	+3	0	+3	+3	+7	+3	+6	-1	-1	+1	1	4	4	3	6	3	6	2	5	4
Tobacco, tobacco products.....	+6	+11	+7	+7	+2	+6	+7	+3	+18	+4	1	5	3	3	4	3	4	4	4	2
Dry goods, apparel.....	+2	-6	+2	0	+10	(S)	(S)	+14	+14	(S)	2	6	2	6	5	-	-	7	4	-
Paper, paper products, excl. wallpaper..	0	0	-4	-3	+7	+4	+10	+2	(S)	+5	1	6	2	2	4	2	4	5	-	4
Farm products (raw materials).....	+6	(S)	-11	+20	+15	+9	+23	+28	(S)	-2	2	-	1	6	4	6	8	7	-	5
Other nondurable goods.....	+10	(S)	+13	+2	+8	+12	+10	+14	+25	+11	3	-	6	4	5	4	9	4	8	5

Note: Data at the U.S level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the U.S. total trend for the kind of business rather than the geographic division trends.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

Table 7B. Percent Changes in Sales and Inventories of Merchant Wholesalers, and Sampling Errors--Geographic Divisions for Selected Kinds of Business: December 1971

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in--					Sampling errors of the ratio corresponding to the percent change in columns--[2]				
	Sales			Inventories						
	December 1971 from--		12 months 1971 from 12 months 1970	December 1971 from--						
	December 1970	November 1971		December 1970	November 1971					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+11	+1	+8	+9	+1	0.8	0.4	0.6	0.8	0.2
New England	+2	0	+4	+2	0	4.2	1.9	1.6	2.9	0.9
Middle Atlantic	+8	+4	+5	+10	+1	1.6	0.5	1.0	1.6	0.4
East North Central	+8	0	+8	+5	+1	2.0	0.7	0.8	1.5	0.4
West North Central	+7	+1	+8	0	-1	2.7	1.4	2.0	2.2	0.7
South Atlantic	+17	+4	+12	+15	+1	2.0	1.7	1.3	2.3	0.5
East South Central	+19	+3	+17	+11	0	3.1	1.3	1.3	2.4	0.7
West South Central	+3	+1	+11	+2	0	2.8	1.2	0.9	2.5	0.7
Mountain	+15	+2	+10	+9	-1	4.2	2.4	2.5	4.9	1.2
Pacific	+21	-2	+11	+15	+6	2.4	1.5	2.7	2.8	0.6
Durable goods, total	+15	-2	+9	+11	+2	1.1	0.8	1.1	1.0	0.2
New England	+6	-2	+4	+3	0	6.1	2.9	2.8	3.5	1.0
Middle Atlantic	+8	0	+3	+11	0	2.2	1.2	1.4	2.6	0.6
East North Central	+15	-1	+10	+9	+3	2.8	1.3	0.8	1.9	0.5
West North Central	+13	-3	+8	+8	-1	4.1	2.3	1.3	3.3	0.8
South Atlantic	+19	0	+15	+15	0	3.7	2.1	1.9	2.6	0.8
East South Central	+9	-5	+14	+9	0	4.5	2.2	2.2	4.2	0.7
West South Central	+6	-5	+12	+8	-1	3.6	1.9	1.1	2.8	0.8
Mountain	+27	+1	+15	+13	0	7.0	3.9	3.9	5.4	1.1
Pacific	+35	-4	+15	+20	+9	3.2	3.1	4.8	3.0	0.7
Nondurable goods, total	+7	+4	+7	+5	+1	1.0	0.5	0.6	1.4	0.4
New England	-1	+2	+4	+2	-1	5.5	2.4	1.8	6.6	1.6
Middle Atlantic	+7	+7	+6	+10	+3	1.9	0.9	1.7	1.8	0.9
East North Central	+3	0	+7	-2	-2	2.4	1.0	1.2	2.8	0.8
West North Central	+4	+3	+8	-7	-1	3.2	1.8	2.8	3.3	1.4
South Atlantic	+15	+7	+8	+15	+2	2.1	1.1	1.2	2.9	0.9
East South Central	+26	+7	+18	+14	0	4.2	1.6	1.7	3.0	1.0
West South Central	+1	+6	+10	-8	+2	3.2	1.6	1.3	8.2	1.4
Mountain	+5	+4	+6	0	-4	4.9	2.2	3.0	6.2	2.6
Pacific	+9	-1	+8	+8	+1	3.6	1.8	1.8	5.7	0.9
Automotive equipment, tire, tubes	+16	-11	+13	+17	+5	3	2	2	3	2
New England	(S)	(S)	+28	(S)	+3	-	-	8	-	2
Middle Atlantic	-2	-17	+11	+9	-1	9	4	4	9	1
East North Central	+20	-11	+11	+19	+3	8	4	3	6	1
West North Central	(S)	-16	+12	(S)	(S)	-	5	4	-	1
South Atlantic	(S)	-11	+17	+23	+4	-	4	4	7	1
East South Central	+6	-19	+14	+11	+7	9	4	4	9	2
West South Central	+20	-4	+15	+8	+1	9	6	4	9	1
Mountain	(S)	-2	(S)	+15	+2	-	5	-	9	1
Pacific	(S)	(S)	+9	(S)	(S)	-	3	5	8	2
Electrical supplies, apparatus	+13	-1	+4	+6	-1	3	1	2	3	1
New England	(S)	+2	+1	-3	-3	-	4	4	9	1
Middle Atlantic	+19	+4	+3	-12	-2	9	4	5	8	1
East North Central	+13	0	0	+10	-1	7	2	2	7	1
West North Central	+16	-19	+1	+12	-4	9	5	5	6	2
South Atlantic	+9	+2	+9	+13	-2	6	2	4	6	1
East South Central	+26	-2	+3	(S)	-1	9	3	5	-	2
West South Central	(S)	+4	-1	-5	-2	-	2	3	9	2
Mountain	(S)	+5	+23	(S)	+2	-	4	6	-	1
Pacific	+17	-7	+6	+29	+2	6	4	3	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+18	+2	+9	+7	-3	3	2	2	3	1
New England	(S)	(S)	+6	(S)	+2	-	-	6	-	2
Middle Atlantic	+11	+1	+7	+10	-4	9	4	4	5	2
East North Central	+18	+7	+13	+2	0	7	4	4	6	2
West North Central	+23	+6	+2	(S)	-2	9	4	5	-	3
South Atlantic	+28	-1	+15	+26	-4	6	3	4	8	3
East South Central	(S)	+7	+22	(S)	-5	-	5	6	-	2
West South Central	+14	+3	+10	(S)	-4	9	3	3	-	1
Mountain	(S)	0	(S)	(S)	-30	-	6	-	-	5
Pacific	+10	-11	+2	+2	0	8	3	7	7	2
Furniture, home furnishings, total	+12	-5	+13	+3	+1	4	3	3	3	1
New England	(S)	+3	(S)	(S)	+5	-	5	-	-	2
Middle Atlantic	+8	-3	+3	+10	+2	7	4	3	6	1
East North Central	(S)	-8	+26	0	+5	-	4	9	9	2
West North Central	(S)	-13	+18	(S)	+3	-	5	9	-	3
South Atlantic	(S)	(S)	+26	(S)	-5	-	-	6	-	2
West South Central	(S)	(S)	+27	(S)	+1	-	-	7	-	2
Mountain	(S)	(S)	+20	(S)	-1	-	-	5	-	3
Pacific	+1	0	+2	-9	0	8	6	5	7	3
Hardware	+13	-7	+11	+4	+1	2	2	1	2	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
Middle Atlantic	+16	-9	+4	-2	+2	6	4	3	7	1
East North Central	-3	-6	+9	+3	+5	5	3	2	5	1
West North Central	+31	-10	+13	+9	-1	8	3	2	5	1
South Atlantic	+25	-10	+20	+8	+3	9	3	4	8	1
East South Central	+13	-8	+13	+11	+2	5	1	2	6	1
West South Central	(S)	+3	+15	+8	-1	-	4	4	8	1
Pacific	+25	-9	+8	(S)	+1	9	4	3	-	2
Plumbing and heating equipment, supplies	+16	-7	+11	+10	-1	3	2	3	3	1
New England	(S)	(S)	+14	(S)	-3	-	-	7	-	2
Middle Atlantic	-5	-2	+1	-10	-1	8	4	3	8	1
East North Central	+32	-7	+13	+24	-3	6	4	2	5	1

See footnotes at end of table.

Table 7B. Percent Changes in Sales and Inventories of Merchant Wholesalers, and Sampling Errors--Geographic Divisions for Selected Kinds of Business: December 1971--Con.

(Based on data NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business and geographic division[1]	Percent change in-- Sales: December 1971 from-- December 1970	Sales: December 1971 from-- November 1971	Sales: 12 months 1971 from 12 months 1970	Inventories: December 1971 from-- December 1970	Inventories: December 1971 from-- November 1971	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	+4	(S)	+1	-	-	3	-	2
South Atlantic	+27	-9	(S)	(S)	-1	9	4	-	-	1
East South Central	(S)	-21	+3	(S)	+3	-	6	7	-	3
West South Central	(S)	-3	+17	(S)	-4	-	5	5	-	2
Pacific	+31	-6	+18	+4	-2	8	5	3	6	2
Lumber, construction materials, total	+30	-7	+20	+7	-1	4	2	2	3	1
New England	(S)	-14	+17	(S)	-6	-	6	7	-	3
Middle Atlantic	+21	-11	+10	+15	0	8	5	5	9	2
East North Central	+46	-8	+28	+5	-3	9	2	4	6	2
West North Central	+22	-13	+24	+13	-3	9	4	3	9	2
South Atlantic	+34	+1	+26	(S)	-4	8	3	3	-	2
West South Central	(S)	-15	+29	(S)	-2	-	6	6	-	2
Mountain	(S)	-8	(S)	(S)	+8	-	5	-	-	2
Pacific	+37	-1	+14	+10	0	7	4	4	7	2
Industrial machinery, equip. supplies dist.	+19	+8	+10	+9	+1	5	3	2	3	1
New England	(S)	(S)	(S)	(S)	-3	-	-	-	-	5
East North Central	(S)	+25	+2	+2	+4	-	2	4	8	1
South Atlantic	(S)	(S)	+9	(S)	0	-	-	6	-	2
East South Central	(S)	(S)	+5	(S)	-2	-	-	7	-	6
West South Central	-3	0	+9	+8	-3	9	5	5	2	1
General-line grocery wholesalers	+13	+1	+7	+9	+1	2	1	2	2	1
New England	(S)	-8	+2	(S)	+5	-	2	4	-	2
Middle Atlantic	+27	+6	+11	+13	+3	4	1	3	7	2
East North Central	+5	0	+7	+1	+1	6	1	2	6	2
West North Central	+7	+1	+3	+7	+1	4	1	2	5	1
South Atlantic	+36	0	+12	+27	-1	7	3	3	7	2
East South Central	+15	+7	+9	+14	+3	6	2	2	9	2
West South Central	+3	0	+4	-2	-2	8	1	2	9	2
Mountain	+1	-1	+1	-2	-6	5	1	3	9	1
Pacific	+4	-1	+1	+1	+2	6	1	3	6	3
Specialty-line grocery wholesalers	+7	+3	+7	+2	+1	3	2	2	4	1
Middle Atlantic	+8	+15	0	-4	+5	6	3	3	6	2
East North Central	-5	-1	+8	-17	-5	7	3	5	9	3
West North Central	+8	+3	+22	+23	-2	9	3	4	9	2
South Atlantic	+16	-5	+8	+28	+3	8	4	4	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3
West South Central	(S)	-10	+13	(S)	(S)	-	6	4	-	-
Mountain	(S)	+18	(S)	(S)	-8	-	6	-	-	2
Pacific	(S)	-7	+7	(S)	+12	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+27	+2	+12	+28	-6	4	2	2	5	2
New England	(S)	+1	+25	(S)	(S)	-	3	6	-	-
Middle Atlantic	+37	-2	+11	+37	0	8	4	4	8	3
East North Central	+19	0	+6	+2	-6	7	2	3	9	3
West North Central	(S)	+3	+4	+13	-11	-	4	8	8	4
South Atlantic	(S)	0	+14	(S)	-6	-	4	4	-	4
East South Central	(S)	+10	+9	(S)	-8	-	6	4	-	5
West South Central	(S)	+10	+19	(S)	(S)	-	4	6	-	4
Mountain	(S)	+3	(S)	(S)	-10	-	5	-	-	5
Pacific	+18	+2	+13	+42	-4	9	4	8	9	4
Drug wholesalers (general and specialty lines)	+6	+3	+6	+13	0	3	1	1	3	1
New England	(S)	+1	-4	(S)	+2	-	4	9	-	2
Middle Atlantic	-5	-10	+4	+6	-1	8	3	4	6	2
East North Central	+6	+8	+8	+11	-3	5	3	4	8	3
West North Central	+6	-3	+8	+16	-2	9	3	4	8	3
South Atlantic	+19	+43	+8	+18	0	7	3	3	9	2
East South Central	(S)	+2	+6	(S)	-1	-	3	5	-	3
West South Central	+7	-1	+9	+23	0	6	2	3	8	2
Mountain	(S)	+1	+2	(S)	-3	-	1	5	-	2
Pacific	+2	-10	+11	+15	+6	8	3	5	7	2
Tobacco distributors	+3	+8	+6	+7	-6	2	1	1	3	1
New England	(S)	+1	+4	+16	0	-	3	5	9	1
Middle Atlantic	+9	+7	+6	+19	-3	5	2	2	6	1
East North Central	-2	+11	+4	+4	-3	7	2	3	7	2
West North Central	-6	+10	+1	(S)	-4	9	2	4	-	2
South Atlantic	+7	+10	+10	-1	-7	6	2	2	8	1
East South Central	+17	+17	+9	+15	-4	8	3	2	9	2
West South Central	0	+3	+10	-2	-11	8	2	5	8	2
Mountain	(S)	+4	+15	(S)	-8	-	3	5	-	6
Pacific	-3	+5	+6	(S)	-16	9	2	5	-	4
Dry goods, apparel wholesalers	+16	-7	+13	(S)	(S)	4	2	4	3	1
New England	(S)	-9	+4	(S)	(S)	-	6	6	-	2
Middle Atlantic	+15	-8	+14	(S)	(S)	5	3	4	3	1
East North Central	(S)	(S)	+6	(S)	(S)	-	-	5	-	2
South Atlantic	(S)	-5	+21	(S)	(S)	-	6	6	-	2
Pacific	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3

Note: Data at the United States level are generally more reliable than data by geographic division. In those kinds of business where the geographic division trends are subject to a high sampling error, it may be desirable to use the United States total trends for the kinds of business rather than the geographic division trends.

S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]See map page 8.

[2]The sampling errors (in percent) shown in the above table for columns A, B, D, and E are based on medians of measurements on data for March, June, September and December 1970. Column C shows the sampling errors for cumulative sales trends for December 1971, for examples of the use of these sampling errors see Use of Sampling Errors page 20.

Description of Sample, Estimating Procedures, and Reliability of the Data

1. Scope of Survey

Wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies. The principal types of establishments included are: (1) merchant wholesalers--wholesalers who take title to the goods they sell such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, cash-and-carry wholesalers, drop shippers, wagon distributors, retailer cooperative warehouses, terminal elevators, and cooperative buying associations; (2) sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products; (3) agents, merchandise or commodity brokers, and commission merchants; (4) petroleum bulk stations; and (5) assemblers, buyers, and associations engaged in the cooperative marketing of farm products."

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 16 through 19.

Firms which, in addition to merchant wholesale establishments, operate other types of establishments (e.g., retail, manufacturing, etc.) report in this survey only for their merchant wholesale establishments.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1966, includes over 17,000 firms drawn from two sources: (1) 1963 Census of Business lists representing all wholesalers (with paid employees) in business in 1963 and (2) Social Security Administration (SSA) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1963. The sample is supplemented monthly for new firms on the SSA lists.

The reporting panel includes a fixed panel of about 1,000 very large firms reporting monthly and four rotating panels each containing about 4,000 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,000 firms.

The sample of 5,000 firms in any 1 month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates and, as a byproduct, geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1958 Census of Business lists supplemented by SSA records of business births.

3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. Approximate measures of the differences in level between the two series, based on the January 1966 survey are available upon request. The differences between results of the old and new samples are attributable, in part, to sampling error in the monthly estimates (see item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another.

To meet the needs of users for long range comparative data, the Bureau of the Census, together with the Office of Business Economics, has adjusted the old series data from 1959 to 1965 for major kind-of-business groups on the basis of relationships established between new and old sample data for the first 6 months of 1965. These data are available in a Supplement to the Monthly Wholesale Trade Report, issued January 13, 1967.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 44 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows sales trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 1 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Table 6 shows sales estimates by geographic division for the durable goods trades, nondurable goods trades, and for all trades combined. Table 7 shows sales trends by geographic divisions, based on unadjusted dollar volume estimates, for 14 kinds of business and for all kinds of business combined.

Inventories.--Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month. These do not include goods held on a consignment basis, nor do they include items not held for sale, such as fixtures, equipment, and supplies.

Table 2 shows unadjusted monthly dollar volume estimates of inventories in the United States for 11 individual kinds of business, as well as kind-of-business groups and summary totals, while table 4, which shows monthly inventory estimates adjusted for seasonal variation, is limited to the group and summary totals. Adjusted inventory data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates, but where the measurement of trend are considered to have acceptable reliability. Table 7 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Because these movements could dominate the totals for merchant wholesalers and the nondurable goods group, and thus conceal significant movements of other wholesalers, separate data are shown for these totals and for the totals, excluding farm products (raw materials). Separate inventory estimates are not shown for the farm products (raw materials) group because of high sampling variability. However, trend information is shown in table 5.

Stock-sales ratios.--The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the markup in sales which varies from trade to trade.

Table 3 shows stock-sales ratios for the kinds of business for which unadjusted inventory estimates are prepared, while table 4 presents stock-sales ratios based on adjusted data for the summary kind-of-business groups for which seasonally adjusted inventory estimates are prepared.

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-11 version of Census Method II seasonal adjustment program. A description of this technique may be obtained from the Chief, Statistical Indicators Division, Bureau of the Census. Table 11 shows the factors used to adjust the data; measures of average month-to-month change and related summary measures are available upon request.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown in this report, are produced as a byproduct of the regularly published statistics. These additional data have not been included in this publication, basically because their sampling variability is so high relative to the changes from month-to-month, or between other periods, that might be anticipated actually to occur, as to make them potentially misleading. The Bureau of the Census will, on request, release such figures for individual use, though not for publication.

It should be noted that in some cases figures for an individual kind of business can be derived from the Monthly Wholesale Trade Report itself by subtracting figures for certain published kinds of business from their respective kind-of-business group totals. However, in these cases, the figures obtained by such subtraction would be subject to the high sampling variability described above for unpublished kinds of business and their use would be subject to the same hazards.

6. Estimating Procedures

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For all firms reporting, data are available for two consecutive months--the current month and the previous month. For those firms that do not respond in time for tabulation, estimates, based on previously reported data, are prepared. The sales and inventory figures, reported or estimated, for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the current month and previous month unbiased estimates used in preparing the composite estimates described below:

The preliminary composite estimate for the current month is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the preliminary composite estimate for the previous month by the current to previous month ratio obtained from the current month reports.

The final composite estimate (available a month later) is also a weighted average of two estimates:, (a) the preliminary composite estimate for a given month (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel.

The preliminary composite estimates provide a measure of the dollar volume estimates of sales and inventories considerably more reliable than the unbiased estimates and the final composite estimates are generally more reliable than the preliminary composite estimates. Because of the occurrence of relativity large differences between preliminary and final inventory composite estimates, preliminary inventory dollar volume estimates are modified prior to publication on the basis of past relationships between preliminary and final estimates.

7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the composite sales estimates for any individual month is about 0.8 percent at the one-sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined is 0.9 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final composite estimates, while the sampling errors of the month-to-month ratios are based on the preliminary composite estimates of the current month and the final composite estimates of the previous month and the year-ago month. The sampling errors of the preliminary composite estimates are not shown, but would generally be slightly higher than those shown for the final composite estimates. The sampling errors of month-to-month ratios based on the final estimates would be somewhat higher than those shown in table 8. Sampling errors of the sales and inventory data by geographic division are included in tables 6 and 7.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, estimates are included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimates. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, about 10 percent of total sales and 23 percent of total inventories are currently imputed for nonresponse. In some geographic divisions the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

For kinds of business where estimates appear to be subject to high sampling variability, or to considerable bias, dollar volume figures are not published. However, as the effect of such variability or bias is less serious for short range comparisons than for long range ones, trend figures based on the unpublished dollar volume estimates are provided where such trend figures are within acceptable standard of reliability.

8. Use of Sampling Errors

The use of sampling errors shown in table 8 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimates made for all durable goods in September 1971. The published estimate is $10,855 million while the median sampling error shown in this report is 1.5 percent or .015. Multiplying $10,855 million by .015 we obtain $163 million. Thus the chances are two out of three that the "expected value" of the estimate is between $10,692 and $11,018 million. Doubling the given median sampling error gives us the limits $10,529 to $11,181 million, which will contain the "expected value" 19 out of 20 times.

As an example in the use of these median sampling error data with ratios, consider the ratio of change from July 1971 to August 1971 for durable goods sales. This ratio of change, obtained by dividing $10,788 million by $10,384 million is 1.0389 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0389 by .007, we obtain .0073 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.0316 to 1.0462 (that is to say, that the July to August change was between a 3.2 and a 4.6 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0243 to 1.0535.

Table 8. Sampling Variability-Estimates of Sales and Inventories of Merchant Wholesalers

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
			Previous month		Year ago				Previous month		Year ago	
	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL	0.9-1.1	1.0	0.3-0.6	0.4	0.7-1.1	0.8	0.9-1.3	1.0	0.2-0.3	0.2	0.6-1.1	0.8
TOTAL (excluding farm products, raw materials)	0.9-1.2	1.1	0.3-0.6	0.4	0.7-1.2	0.8	0.9-1.4	1.1	0.2-0.3	0.2	0.5-1.2	0.8
DURABLE GOODS, TOTAL	1.5-1.7	1.5	0.7-1.1	0.7	0.9-1.2	1.1	1.1-1.4	1.2	0.2-0.4	0.2	0.7-1.0	1.0
Motor vehicles, automotive equipment, total	4-5	5	2-3	2	3-4	3	3-5	3	0.5-1.0	0.6	2-4	3
Automobiles, other motor vehicles	-	-	2-6	4	4-7	6	-	-	1.0-2.0	1.3	3-10	4
Automotive equipment, tires, tubes	2-4	3	1-3	2	3-4	3	3-4	3	0.4-1.3	0.6	2-3	3
Automotive equipment	2-5	4	1-3	2	3-5	3	-	-	0.5-1.5	0.6	3-4	3
Electrical goods, total	2-3	3	1-4	1	2-4	2	3-3	3	0.5-0.8	0.6	2-3	2
Electrical supplies, apparatus	3-3	3	1-3	1	2-3	3	3-4	4	0.5-1.0	0.6	3-3	3
Electrical appliances, TV, radio sets, electronic parts, equipment	3-5	4	1-7	2	3-7	3	3-4	4	0.5-1.2	0.9	2-3	3
Appliances, TV, radio sets	3-6	4	1-3	2	3-5	4	-	-	0.8-1.7	1.3	3-3	3
Furniture, home furnishings, total	5-6	6	2-3	3	4-5	4	5-6	5	0.5-1.4	1.1	2-4	3
Furniture-household, office	6-7	7	2-5	3	5-7	5	-	-	0.7-1.5	1.0	3-5	5
Household furniture	-	-	3-4	4	5-8	6	-	-	0.9-1.5	1.2	5-8	6
Office furniture	-	-	3-7	5	7-10	9	-	-	1.1-2.5	1.9	4-10	7
Home furnishings, floor coverings	7-9	8	2-4	3	4-6	5	5-7	6	0.6-1.8	1.3	3-6	4
Hardware, plumbing, heating equipment, supplies, total	3-3	3	1-2	1	2-2	2	3-3	3	0.4-0.5	0.4	1-2	2
Hardware	3-3	3	1-2	2	2-2	2	3-4	4	0.6-0.7	0.6	2-3	2
General-line hardware	3-5	5	1-3	1	2-3	2	-	-	0.6-1.4	1.0	1-4	2
Plumbing and heating equipment, supplies	5-5	5	2-2	2	3-4	3	4-4	4	0.5-1.1	0.7	2-5	3
Air conditioning, refrigeration equipment, supplies	5-7	6	2-6	5	4-7	5	-	-	0.9-1.8	1.4	3-5	4
Lumber, construction materials, total	5-6	6	1-2	2	3-5	4	5-6	5	0.7-2.2	1.2	2-4	3
Lumber, millwork	6-11	7	2-3	2	4-5	4	5-5	5	1.0-1.4	1.2	3-4	4
Construction materials	6-8	7	2-3	2	5-7	6	-	-	0.7-5.3	2.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.3-0.7	0.5	2-2	2
Commercial machines, equipment	5-8	7	3-5	4	4-6	6	-	-	0.9-2.4	1.2	4-5	5
Construction machinery, equipment	5-6	6	4-9	4	5-10	7	4-4	4	0.5-1.6	0.6	3-4	4
Industrial machinery, equipment, supplies	3-4	4	2-4	3	3-5	5	3-5	4	0.6-1.5	1.0	3-4	4
Professional equipment, supplies	4-5	4	2-5	4	3-5	4	-	-	0.8-2.1	1.3	3-4	4
Surgical, medical, hospital supplies	-	-	2-6	4	5-10	6	-	-	1.2-3.2	2.0	5-6	6
Service-establishment equipment, supplies	4-6	5	2-4	3	3-6	5	-	-	0.6-1.8	0.9	4-5	4
Metals, metalwork (except scrap), total	4-5	4	1-3	2	3-4	3	3-3	3	0.3-1.2	0.8	2-4	2
Iron, steel, and products	3-4	4	1-3	2	3-4	4	3-4	4	0.4-1.3	0.9	2-4	3
Nonferrous metals	7-13	7	3-7	3	4-6	5	-	-	0.8-1.2	0.9	3-6	4
Scrap, waste materials, total	4-5	4	1-2	2	2-4	3	-	-	1.1-1.6	1.3	3-4	3
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	5
Waste materials	5-6	5	3-3	3	3-6	5	-	-	1.4-3.4	1.6	-	-
Jewelry	-	-	2-6	4	6-10	7	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.3-1.8	1.4	0.5-0.7	0.5	0.9-1.6	1.0	2.0-2.2	2.1	0.4-0.4	0.4	0.8-2.2	1.4
TOTAL (excluding farm products, raw materials)	1.5-2.1	1.6	0.4-0.8	0.5	0.9-1.7	1.1	2.3-2.5	2.4	0.4-0.5	0.4	0.9-2.5	1.4
Groceries and related products, total	2-2	2	1-1	1	1-2	1	2-3	2	0.5-0.9	0.6	2-2	2
General-line groceries	3-3	3	1-1	1	2-3	2	2-3	3	0.6-1.2	0.7	2-3	2
Voluntary groups	-	-	1-4	1	2-5	3	-	-	0.7-2.9	1.1	2-4	3
Retailer cooperatives	-	-	0-1	1	2-5	3	-	-	0.5-2.0	0.8	3-6	4
Nonaffiliated	-	-	1-2	2	3-5	4	-	-	0.8-1.9	1.0	4-5	4
Specialty-line groceries	3-4	4	1-3	2	3-5	3	5-6	6	1.0-1.9	1.1	4-4	4
Confectionery	4-5	5	1-2	2	3-5	4	-	-	0.9-4.6	2.0	3-7	4
Meats, meat products	4-5	4	1-2	1	3-4	3	-	-	3.0-4.8	3.4	5-11	7
Poultry, poultry products	4-5	5	1-2	1	2-3	3	-	-	1.1-2.5	1.8	4-5	5
Fresh fruits, vegetables	4-5	4	1-2	2	3-4	4	-	-	1.2-2.2	1.7	5-6	5
Beer, wine, distilled alcoholic beverages, total	2-3	2	1-1	1	2-2	2	3-3	3	1.0-1.2	1.1	2-3	3
Beer	3-4	3	1-3	2	3-4	4	4-5	5	1.7-2.5	2.0	3-6	5
Wine, distilled spirits	3-4	3	1-2	1	2-3	3	4-4	4	1.0-1.3	1.2	3-3	3
Drugs, chemicals, allied products, total	3-4	3	1-4	1	2-3	3	3-3	3	0.6-1.0	0.7	2-2	2
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	1	3-4	3	4-5	4	0.6-1.1	1.0	3-3	3
General-line drugs	3-3	3	1-1	1	1-3	2	-	-	0.5-1.6	0.9	2-3	3
Paints, varnishes	4-5	5	1-2	2	3-5	5	-	-	0.5-1.7	0.9	4-7	6
Other chemicals, allied products	6-7	6	2-2	2	3-5	4	-	-	0.9-1.6	1.2	2-4	3
Tobacco, tobacco products	2-3	3	1-1	1	2-3	2	-	-	0.6-1.2	0.8	2-3	3
Dry goods, apparel, total	4-5	4	2-3	2	3-5	4	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	6-8	7	3-5	4	5-8	6	-	-	-	-	-	-
Dry goods, notions	4-8	6	3-4	3	4-9	6	-	-	-	-	-	-
Piece goods converters	-	-	1-5	3	2-7	6	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-2	1	2-3	2	3-4	3	0.4-0.8	0.5	2-4	3
Paper	2-3	2	1-2	1	3-3	3	3-4	3	0.5-0.9	0.6	2-4	3
Stationery, office supplies	4-6	5	1-3	2	4-6	4	-	-	0.8-1.8	1.2	1-7	5
Farm products (raw materials), total	5-6	6	1-3	3	3-4	4	-	-	0.6-1.9	1.2	2-3	3
Cotton	-	-	2-8	3	7-13	9	-	-	0.5-4.9	2.8	-	-
Grain	4-6	6	1-4	3	3-4	3	-	-	0.8-3.5	2.0	-	-
Other nondurable goods, total	5-8	6	1-2	2	3-7	3	-	-	0.9-1.3	1.1	3-10	5
Amusement, sporting goods	6-9	7	4-7	4	5-8	6	-	-	1.3-2.8	1.6	4-5	4
Books, magazines, newspapers	3-5	4	1-4	2	3-4	3	-	-	0.7-2.6	1.0	4-9	6
Coal	-	-	1-4	2	3-8	5	-	-	0.9-4.1	1.3	5-16	6
Farm supplies	6-9	6	2-4	3	5-7	6	-	-	1.2-2.0	1.7	3-5	4

Note: The range of sampling error of the monthly dollar estimates for sales and inventories is based on data for February, May, August and November 1970. The range of sampling error of the ratio of current month to-- for sales and inventories is based on data for March, June, September and December 1970.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1970-December 1971

Kind of business	1970 Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	1971 Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL	92.8	89.7	100.9	101.7	97.4	103.5	101.4	99.8	103.2	105.2	100.2	103.2	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3
TOTAL (excl. farm products, raw materials)	92.1	89.8	100.7	102.2	97.5	104.4	101.8	100.4	103.3	105.2	98.8	102.5	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9
DURABLE GOODS, TOTAL	90.6	89.7	100.8	103.6	98.9	106.2	102.3	100.4	103.5	105.6	98.4	98.5	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9
Motor vehicles, automotive equipment	91.5	89.5	99.8	107.5	100.7	108.6	110.7	97.1	99.8	101.9	97.1	93.7	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6
Electrical goods	91.9	89.9	98.1	93.2	89.7	100.3	102.2	102.1	107.9	109.6	105.5	107.0	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0
Furniture, home furnishings	83.7	87.5	102.1	101.7	96.7	98.0	97.4	102.7	108.4	114.3	107.7	99.5	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1
Hardware, plumbing, heating equip.	86.9	86.9	96.3	103.1	99.0	108.0	106.6	105.4	106.8	108.3	98.7	93.1	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5
Lumber, construction materials	83.2	82.3	95.7	102.9	102.5	112.0	106.6	108.3	110.2	109.1	95.9	91.7	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2
Machinery, equipment, supplies	91.8	91.7	102.6	106.9	101.7	106.5	100.9	98.3	102.0	101.1	94.6	100.9	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9
Metals, metalwork (except scrap)	95.4	94.1	104.9	105.1	100.7	104.1	100.3	98.0	102.2	100.7	95.2	97.2	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1
Scrap, waste materials	94.9	95.3	108.9	109.1	100.6	105.1	94.4	95.0	96.0	102.4	96.5	97.6	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0
Jewelry	80.6	84.6	101.0	96.2	89.7	94.9	78.7	97.9	108.6	118.2	121.2	129.0	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2
NONDURABLE GOODS, TOTAL	95.3	90.1	100.7	100.1	96.5	101.0	100.0	99.2	103.0	105.0	101.3	107.2	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8
TOTAL (excl. farm products, raw materials)	94.0	89.9	101.0	100.8	96.5	102.3	101.0	100.1	103.7	104.8	99.3	106.1	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2
Groceries and related products	97.3	89.3	99.7	100.7	98.5	103.2	104.3	98.3	103.3	102.8	98.4	103.4	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6
Beer, wine, distilled alcoholic bev.	78.5	80.5	95.0	94.2	99.7	106.6	104.3	101.8	102.1	105.4	104.8	126.7	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2
Drugs, chemicals, allied products	97.2	92.4	101.8	101.4	96.9	102.3	99.0	99.6	104.1	104.4	97.6	103.3	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5
Tobacco, tobacco products	94.0	88.4	95.2	99.3	97.1	103.9	105.0	101.5	105.5	103.6	96.3	109.9	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2
Dry goods, apparel	91.8	91.1	104.0	97.7	91.8	102.4	99.3	108.3	109.2	110.4	102.6	91.0	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9
Paper, paper products, excluding wallpaper	96.0	91.0	100.3	100.7	97.0	101.6	98.0	101.5	103.9	105.8	100.2	103.0	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5
Farm products (raw materials)[1]	102.4	90.6	100.1	93.8	95.8	90.1	94.2	93.3	97.8	108.0	118.8	113.5	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2
Other nondurable goods	92.1	95.3	105.2	105.1	95.3	97.3	94.9	97.9	101.9	104.8	100.8	109.1	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL	100.1	99.8	100.6	100.4	99.6	99.5	98.7	99.3	99.4	101.0	101.3	99.9	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9
TOTAL (excl. farm products, raw materials)	98.4	98.7	100.0	100.6	100.7	101.0	100.1	100.1	100.2	101.1	100.3	98.7	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7
DURABLE GOODS, TOTAL	98.4	98.8	100.5	101.8	101.1	101.4	100.6	100.4	99.4	99.7	99.1	98.6	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6
Motor vehicles, automotive equipment	99.1	99.6	101.8	101.0	99.3	101.5	100.5	97.8	97.5	99.5	100.7	101.0	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0
Electrical goods	97.8	98.3	99.9	100.5	102.0	102.8	100.0	99.9	100.0	101.7	100.1	96.7	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6
Furniture, home furnishings	94.2	98.3	101.3	101.0	99.1	101.9	101.8	101.0	99.5	101.8	101.2	98.6	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6
Hardware, plumbing, heating equip.	98.9	100.0	101.2	102.7	103.5	102.9	100.6	99.7	98.8	98.5	96.8	95.9	95.9	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9
Lumber, construction materials	100.0	100.9	100.6	103.5	103.4	103.4	97.9	99.5	100.7	98.0	94.6	95.9	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9
Machinery, equipment, supplies	98.6	98.5	100.1	101.1	101.0	101.3	101.3	101.4	99.8	99.3	99.3	97.8	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7
Metals, metalwork (except scrap)	101.2	97.8	97.3	101.9	101.2	99.0	99.1	104.0	100.2	98.3	98.3	102.4	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4
Scrap, waste materials	101.1	99.8	100.3	100.2	100.4	100.1	98.6	97.4	99.4	99.4	102.2	101.3	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3
Jewelry	90.6	96.8	98.7	99.3	96.3	99.5	104.5	106.7	104.1	108.7	102.2	92.2	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2
NONDURABLE GOODS, TOTAL	102.3	101.1	100.6	98.5	97.6	96.9	96.6	97.5	99.3	102.8	104.2	101.9	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9
TOTAL (excl. farm products, raw materials)	98.6	98.4	98.9	98.8	100.1	100.3	99.1	99.6	101.5	103.6	102.2	98.4	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3
Groceries and related products	100.6	99.2	100.1	98.9	99.1	98.6	98.1	97.7	101.1	102.8	102.7	100.9	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9
Beer, wine, distilled alcoholic bev.	95.7	94.4	97.5	98.8	102.3	101.3	97.3	96.0	103.2	111.5	107.4	94.8	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8
Drugs, chemicals, allied products	98.8	97.5	99.3	99.9	98.6	99.1	99.6	100.8	100.9	103.3	102.5	99.7	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7
Tobacco, tobacco products	100.7	97.2	97.8	98.7	100.0	98.7	96.5	100.0	102.8	103.8	104.2	98.9	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0
Dry goods, apparel	98.4	99.0	98.9	97.2	100.6	103.0	102.6	102.0	101.0	102.4	98.2	96.6	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5
Paper, paper products, excluding wallpaper	98.8	99.1	99.5	98.9	100.3	101.8	102.1	99.1	99.6	98.7	101.3	100.8	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8
Farm products (raw materials)[2]	119.1	114.8	109.2	98.1	86.8	80.2	79.1	89.3	88.0	100.8	112.9	120.1	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2
Other nondurable goods	102.4	98.9	98.1	99.0	99.2	98.7	98.5	100.7	102.0	101.8	100.7	98.8	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1969, using the X-11 version of Census Method II seasonal adjustment program. This technique is described in the X-11 variant of the Census Method II seasonal adjustment program, Technical Paper No. 15, Department of Commerce, Bureau of the Census.

The adjustment factors shown above for sales are a combination of the seasonal and trading day factors. These are separately available, however, upon request. Adjustment factors are included in this table for some kinds of business for which adjusted data are not published separately.

Adjusted sales and inventory data shown in table 4 are obtained by dividing the unadjusted data shown in tables 1 and 2 by the adjustment factors shown above for the corresponding kinds of business. Adjusted data for the summary trade totals are obtained by summarizing the adjusted data for the individual kinds of business. Seasonal factors shown for the summary trade totals provide an approximation to these totals but may show small differences from the published data.

[1]Revised

re are indications that the seasonal adjustment factors for the farm products (raw materials) categor not reflect recent trends in this trade. The seasonally adjusted data for this category and also fo
t. chant wholesale and nondurable goods totals should, therefore, be used with caution.

Description of Kinds of Business

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual, and its supplement issued in 1963, and used in the 1963 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Motor Vehicles, Automotive Equipment (SIC 501)

Automobiles, other motor vehicles (SIC 5012).—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles and other motor vehicles. Dealers primarily engaged in selling road-type commercial trucks, truck-tractors, truck-trailers, buses, semitrailers, and related vehicles are included. Automotive establishments primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in retail trade.

Automotive equipment, tires, and tubes (SIC 5013 plus 5014).—Establishments primarily engaged in the wholesale distribution of new and used automotive parts and accessories; filling stations and garage service equipment (SIC 5013); also establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles (SIC 5014).

Electrical Goods (SIC 506)

Electrical supplies, apparatus (SIC 5063).—Establishments primarily in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. This industry does not include establishments primarily engaged in the wholesale distribution of radios, television sets, electric refrigerators, and other household electrical appliances which are classified in "Electrical Appliances, TV, Radio Sets" (SIC 5064). Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are not included.

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).—Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). In this trade, manufacturers' branch houses primarily engaged in selling appliances, TV and radio sets to retailers and builders are classified as merchant wholesalers. Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting equipment, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings (SIC 5097)

Furniture--household, office (part of SIC 5097).—Establishments primarily engaged in wholesale distribution of household furniture, including bedsprings, mattresses, and all such component parts; office furniture, professional furniture, public furniture (for public parks and buildings, etc.).

Home furnishings, floor coverings (part of SIC 5097).—Establishments primarily engaged in selling antiques; china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

Hardware; Plumbing and Heating Equipment, Supplies (SIC 507)

Hardware (SIC 5072).—Establishments primarily engaged in the wholesale distribution of hardware; establishments primarily selling automotive hardware are classified in SIC 501.

Plumbing and heating equipment, supplies (SIC 5074).—Establishments primarily engaged in the wholesale distribution of plumbing and heating equipment and supplies to be installed in residential and commercial buildings.

Air-conditioning, refrigeration equipment, supplies (SIC 5077).—Establishments primarily engaged in the wholesale distribution of air-conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units which are classified in "electrical appliances, TV, radio sets" (SIC 5064).

Lumber, Construction Materials (SIC 5098)

Lumber, millwork (part of SIC 5098).—Establishments with or without yards primarily engaged in the wholesale distribution of rough, dressed and finished lumber (but not timber); plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

Construction materials (part of SIC 5098).—Establishments primarily engaged in marketing such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, window glass, roofing materials, and sand; ready-mix concrete distributors are not included in this group but are classified as manufacturers (SIC 3273).

Machinery, Equipment, Supplies (SIC 508)

Commercial machines, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of office, store, and business machines and equipment (except furniture); commercial food-service equipment and supplies; fountain and store fixtures and equipment; and tanks, pumps, compressors, etc., for marketing petroleum products.

Construction machinery, equipment (part of SIC 5082).—Establishments primarily engaged in the marketing of cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor mounted equipment, and other construction machinery and equipment.

Industrial machinery, equipment, supplies (part of SIC 5082).—Establishments primarily engaged in the marketing of such industrial machinery and parts as metal-working tools; food products manufacturing machinery and equipment; dairy products manufacturing machinery; oil well machinery and supplies; industrial fans; industrial tractors and trailers; and other industrial machinery, parts and attachments. Also establishments primarily engaged in the wholesale distribution of abrasives and materials; rope and cordage; mechanical rubber goods; welding supplies; mechanical power transmission equipment; industrial valves and fittings; industrial leather; used drums, barrels, and other metal containers which have been cleaned or reprocessed; also other special or general industrial supplies such as industrial storage batteries, bort, industrial diamonds, and miscellaneous mill supplies.

Professional equipment, supplies (SIC 5086).—Establishments primarily engaged in the distribution of mechanical devices and other equipment and supplies used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

Surgical, medical, hospital supply houses.—Establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment, X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service-establishment equipment, supplies (SIC 5087).—Establishments primarily engaged in the marketing of equipment and supplies for barber shops, beauty parlors, power laundries, dry cleaning plants, janitors, shoe repairs, upholsterers, undertakers, and related service establishments.

Other machinery, equipment, supplies (SIC 5083 plus 5088)(not shown separately).—Establishments primarily engaged in wholesale distribution of agricultural machinery and equipment for use in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or in the garden; and dairy farm machinery and equipment (SIC 5083); also establishments primarily engaged in the wholesale distribution of transportation equipment, supplies (except motor vehicles), including air, marine, and railroad transportation equipment and supplies (SIC 5088).

Metals, Metalwork (except scrap) (Part of SIC 5091)

Iron, steel, and products (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of iron and steel products—bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc. Metals service centers (marketing warehouses) of companies operating steel works and rolling mills are also included in this classification, but their sales offices without warehouses are excluded.

Nonferrous metals (part of SIC 5091).—Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)—copper, brass, aluminum, etc.—and miscellaneous nonmetallic minerals. Metals service centers (marketing warehouses) of companies operating in the primary nonferrous metal industries are also included in this classification, but their sales offices without warehouses are excluded.

Scrap and Waste Materials (SIC 5093)

Iron, steel scrap (part of SIC 5093).—Establishments primarily engaged in assembling; breaking up, sorting, and marketing of all forms of scrap iron and steel. This industry includes auto wreckers engaged in dismantling automobiles for scrap. Those dismantling used cars for the sale of secondhand parts at retail are not included here.

Waste materials (part of SIC 5093).—Establishments primarily engaged in assembling and marketing such materials as nonferrous scrap (but not smelting, except for pot-melting of lead); a wide variety of scrap materials; or a particular line of scrap materials such as waste paper and waste paper products; wiping cloth, waste rags, textile waste, linters; scrap rubber; etc.

Jewelry (Part of SIC 5099)

Jewelry (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of jewelry including stones and metals, costume jewelry, clocks, silverware, etc.

NONDURABLE GOODS

Groceries and Related Products (SIC 504)

General-line groceries (SIC 5042).—Establishments engaged in the wholesale distribution of a general line of groceries—canned foods, coffee, flour, sugar, tea, spices, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line groceries (SIC 5043 plus 5046 plus 5049).—Establishments primarily engaged in the wholesale distribution of dairy products such as butter, cheese, ice cream, and ices, and fluid milk and cream (SIC 5043). Also establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured (but not canned) fish and seafoods (SIC 5046); and establishments engaged in the distribution of groceries and related products not elsewhere classified such as bakery products, breakfast cereals, canned goods, green or roasted coffee, flour, fruit peel, packaged frozen foods, oleomargarine, pickles, preserves, jams, jellies, sauces, spices, refined sugar, tea, and yeast (SIC 5049). Establishments primarily engaged in roasting and shelling nuts, in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters are also classified in this industry. Establishments primarily engaged in pasteurizing, bottling, and selling milk; preparation of fresh or frozen packaged fish or other seafood; shucking of oysters; or bottling and selling soft drinks are classified as manufacturers, not here. Likewise, establishments primarily engaged in roasting coffee, blending tea, and in grinding and packaging spices are classified as manufacturers.

Confectionery (SIC 5045).—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, salted nuts, popcorn, and fountain syrups.

Meat, meat products (SIC 5047).—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard.

Poultry, poultry products (SIC 5044).—Establishments primarily engaged in the wholesale distribution of poultry and poultry products. Establishments primarily engaged in killing, dressing, and selling poultry are classified as manufacturers, not here.

Fresh fruits, fresh vegetables (SIC 5048).—Establishments primarily engaged in the wholesale distribution of fresh fruits, vegetables, berries, etc.

Beer, Wines, Distilled Alcoholic Beverages (SIC 5095)

Beer (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of beer, ale, porter, and other fermented malt liquors.

Wines, distilled spirits (part of SIC 5095).—Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquids. State-operated wholesale establishments are included.

Drugs, Chemicals, Allied Products (SIC 502)

Drugs, drug proprietaries, druggists' sundries (SIC 5022).—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. For surgical, medical, and hospital supply houses see SIC Code 5086.

General-line drugs.—Establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine, distilled spirits" (part of SIC 5095).

Paints, varnishes (SIC 5028).—Establishments primarily engaged in the wholesale distribution of paints and varnishes in paste or powder form or ready for use. Glass and wallpaper are frequently handled as important secondary lines.

Other chemicals, allied products (SIC 5029).—Establishments primarily engaged in the wholesale distribution of industrial chemicals such as acids, ammonia, industrial and heavy chemicals, dyestuffs, industrial salts, insecticides, naval stores, plastic materials, rosin, turpentine, and related products. Establishments primarily engaged in distributing ammunition and fireworks at wholesale are classified in SIC 5099.

Tobacco (SIC 5094)

Tobacco, tobacco products (SIC 5094).—Establishments primarily engaged in wholesale distribution of manufactured tobacco products—cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in "Miscellaneous farm products" (part of SIC 5051).

Dry Goods, Apparel (SIC 503)

Apparel and accessories, hosiery, lingerie, footwear (SIC 5035 plus 5039).—Establishments primarily engaged in the wholesale distribution of apparel and accessories, hosiery, lingerie (SIC 5035); and establishments primarily engaged in the wholesale distribution of footwear of leather, rubber, and other materials (SIC 5039). Clothing jobbers having garments made on contract by others are classified as manufacturers, not here.

Dry goods, notions (part of SIC 5032).—Establishments primarily engaged in the wholesale distribution of dry goods, and notions. Establishments primarily engaged in selling textile home furnishings (curtains, draperies, domestics, etc.) are included in "Home furnishings, floor coverings," SIC 5097.

Piece goods converters (part of SIC 5032).—Establishments primarily engaged in purchasing textiles in the gray or unfinished form, having them dyed and/or finished by others, usually on a contract basis, and selling to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, Paper Products, Except Wallpaper (SIC 5096)

Paper (part of SIC 5096).—Establishments engaged in wholesale distribution of fine and coarse paper and products, including writing paper, envelope paper, groundwood, printing and rotogravure paper, wrapping paper, paperboard, cellophane, and converted paper products such as bags, boxes, dishes, napkins, shipping supplies.

Stationery, office supplies (part of SIC 5096).—Establishments primarily engaged in wholesale distribution of

commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes; and greeting cards.

Farm Products—Raw Materials (SIC 505)

Cotton (part of SIC 505).—Establishments primarily engaged in marketing raw cotton and cotton linters.

Grain (part of SIC 505).—Establishments primarily engaged in marketing corn, wheat, oats, sorghum, soybeans, barley, and other grains. Grain exporters and grain elevators buying and selling grain are included here as well as other grain merchants.

Other farm products (part of SIC 505)(not shown separately).—Establishments primarily engaged in marketing of livestock such as cattle, calves, hogs, sheep, lambs, goats, and miscellaneous farm products such as leaf tobacco; hides, skins, and pelts; horses and mules; bristles; broomcorn; feathers; hops; hair; moss; unroasted peanuts, oil kernels, oil nuts, raw silk; straw, vegetable fibers, etc.

Other Nondurable Goods (Part of SIC 509)

Amusement, sporting goods (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of all types of amusement and sporting goods and accessories—billiard and pool supplies; cameras and photographic equipment; coin-operated game machines; games, toys; ammunition and fireworks; etc.

Books, magazines, newspapers (part of SIC 5099).—Establishments primarily engaged in the wholesale distribution of books, lithographed matter, magazines, newspapers, and all other forms of reading material.

Coal (part of SIC 5091).—Establishments primarily engaged in the wholesale distribution of coal and coke. Included are establishments which have products shipped direct from mine to customer, and establishments operating yards and dock space, and making deliveries therefrom at wholesale as well as other coal merchants.

Farm supplies (part of SIC 5099).—Establishments primarily engaged in wholesale distribution of animal feeds, fertilizers, agricultural chemicals, seeds, and other farm supplies.

Other products (part of SIC 5099)(not shown separately).—Establishments primarily engaged in wholesale distribution of:

Gifts, art goods, including souvenirs, novelties, and similar products.

Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

Petroleum products (except bulk stations, terminals) including liquefied petroleum gases; petroleum products such as gasoline, lubricants, fuel oil. This classification differs from SIC Industry 5092 in that establishments included here do not have storage capacity for bulk liquid products.

Other miscellaneous products including advertising novelties and specialties; timber products such as ties, logs, cordwood, wooden barrels, crates, sawdust, and other forest products (except lumber); saddlery and other leather products (except footwear, apparel, and belting); industrial yarn; musical instruments, musicians' supplies, records; textiles, canvass products, felt, burlap (bags); basic food and beverage materials as malt, hops, raw sugar, industrial molasses; wallpaper; a general line of merchandise; and specialty lines not included elsewhere such as cork, animal and vegetable oils, crude rubber, etc.

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