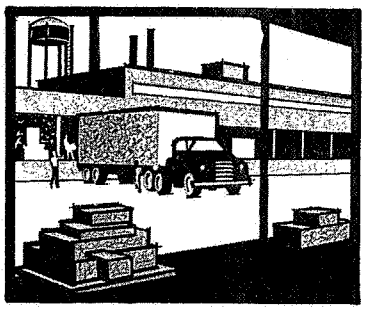
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

JANUARY 1972



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: March 1972

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Sales and Inventories

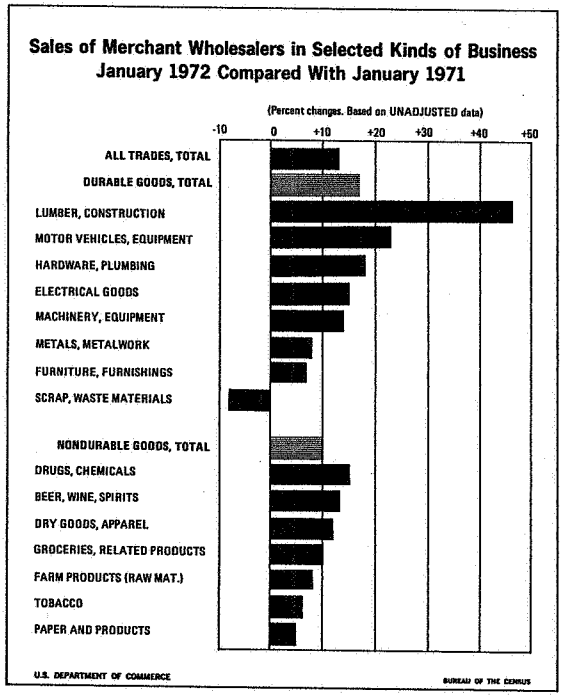
Sales– January 1972 sales of merchant wholesalers were estimated at $21.6 billion. After adjustment for seasonal variations and trading day differences but not for price changes, January sales were $24.2 billion, up 5 percent from last month and 13 percent above January 1971. Adjusted November-through-January average sales were 4 percent over the August-through-October period and were 12 percent above the average sales for the comparable months of a year ago.

After adjustment, January sales in the durable goods trades increased 5 percent from the previous month and 19 percent from January 1971. Nondurable goods sales were up 5 percent from December and were up 9 percent above January year-ago sales. Average monthly sales in the durable goods group during the November-through-January period were up 3 percent from the prior 3 months and were 16 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 4 percent above the August-through-October period and 8 percent above the average for the same period a year ago.

Based on adjusted data all trade groups showed increases from their previous months' sales levels except machinery, equipment, which showed no change, and jewelry (-1%). The larger gains were noted in metals, metalwork (14%); lumber, construction (13%); beer, wine, and spirits (8%); and dry goods apparel (8%). Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-6%). Among the larger increases were lumber, construction (50%); motor vehicles (23%); hardware, plumbing-heating equipment (19%); electrical goods (16%); and machinery equipment (16%).

Inventories–Total inventories of merchant wholesalers were valued at $29.2 billion at the end of January. After adjustment for seasonal variations, January inventories were 1 percent above December and 9 percent over the same month last year. Durable goods stocks were up 1 percent from last month and were 11 percent above January 1971. Nondurable goods stocks increased 0.5 percent during January and 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 9 trade groups showing gains, 4 indicating declines, and 2 no change. The largest increase was noted in motor vehicles, automotive equipment (4%) while the largest decline was noted in lumber, construction materials (-2%). Changes from year-ago levels were more substantial with all trades showing increases except farm products, raw materials (-9%), and paper, paper products which showed no change. Among the sharper increases were motor vehicles, automotive equipment (35%); drugs, chemicals, allied products (14%); and scrap, waste materials (12%).



Stock-Sales Ratio–The January stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 120 percent, 6 points below the previous month and 5 points below the January 1971 ratio. The stock sales ratio for durable goods was 156 percent, down 6 points from the previous month and 10 points below the year-ago ratio. The ratio for nondurable goods was 90 percent, down 4 points from the previous month and 2 points below the January 1971 ratio.

An advance release of January 1972 data was issued on March 8, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972	1971												Total 12 mos. 1971
	Jan.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
MERCHANT WHOLESALERS, TOTAL	21,639	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	267,357
TOTAL (exc. farm products, raw materials)	20,212	17,857	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,088	251,616
DURABLE GOODS, TOTAL	9,694	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	122,420
Motor vehicles, automotive equipment, total[2]	2,018	1,635	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,066	24,506
Automotive equipment, tires, tubes	1,016	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	12,867
Automotive equipment	892	762	789	876	919	923	999	980	996	1,000	1,003	1,003	884	11,134
Electrical goods, total	1,360	1,180	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,554	16,800
Electrical supplies, apparatus	561	492	515	577	596	591	663	628	645	646	661	677	664	7,354
Electrical appliances, TV, radio sets, electronic parts, equipment	799	688	704	799	711	679	801	745	803	851	869	905	890	9,446
Appliances, TV, radio sets	542	462	485	552	490	466	564	527	568	589	603	625	612	6,543
Furniture, home furnishings, total	409	381	411	525	486	495	549	518	567	563	577	525	498	6,096
Furniture-household, office	(S)	110	114	133	131	124	140	133	148	144	146	(S)	(S)	1,625
Home furnishings, floor coverings	264	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	339	4,471
Hardware, plumbing, heating equipment, supplies, total	912	773	810	938	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	11,813
Hardware	355	303	326	380	370	357	391	367	387	399	385	395	361	4,420
General-line hardware	204	167	186	216	208	199	222	213	226	234	225	227	202	2,528
Plumbing and heating, supplies	453	381	390	437	480	487	538	517	532	528	539	520	484	5,833
Air conditioning, refrigeration equipment, supplies	103	89	94	121	137	141	169	158	153	132	122	127	118	1,561
Lumber, construction materials, total	1,047	715	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	13,003
Lumber, millwork	674	443	485	632	657	657	774	747	825	798	752	743	701	8,213
Construction materials	373	272	301	345	402	415	459	429	455	443	456	429	384	4,790
Machinery, equipment, supplies, total	2,428	2,124	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,799	31,044
Construction machinery, equipment	385	311	343	442	498	479	492	490	457	453	454	447	463	5,330
Industrial machinery, equipment, supplies	1,208	1,033	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,358	14,474
Professional equipment, supplies	344	319	335	397	353	373	431	370	395	409	389	377	411	4,559
Service-establishment equipment, supplies	160	143	142	167	168	159	176	167	177	178	168	174	172	1,991
Metals, metalwork (except scrap), total	1,026	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	939	12,353
Iron, steel, and products	804	728	646	800	812	836	864	752	797	771	736	770	726	9,238
Nonferrous metals	222	224	228	(S)	(S)	274	286	(S)	(S)	(S)	248	229	213	3,114
Scrap, waste materials, total	364	396	407	481	474	455	448	374	384	359	378	364	363	4,882
Iron, steel scrap	212	239	253	299	285	271	270	226	220	207	222	212	210	2,915
Waste materials	152	157	154	182	189	184	178	147	163	152	156	151	153	1,967
NONDURABLE GOODS, TOTAL	11,945	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	144,937
TOTAL (exc. farm products, raw materials)	10,518	9,586	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,610	129,196
Groceries and related products, total	4,509	4,101	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,766	53,610
General-line groceries	1,832	1,681	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,913	21,507
Specialty-line groceries	1,178	1,069	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	14,326
Confectionery	80	83	83	96	92	89	96	91	96	100	100	96	94	1,118
Meat, meat products	882	802	741	886	827	897	890	865	839	908	829	850	917	10,251
Poultry, poultry products	204	179	166	184	182	188	195	190	192	197	181	203	219	2,275
Fresh fruits, vegetables	333	288	268	331	332	355	404	414	347	337	332	365	363	4,134
Beer, wine, distilled alcoholic beverages, total	967	859	901	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,528	14,071
Beer	430	385	399	480	496	546	628	607	600	559	506	501	531	6,238
Wine, distilled spirits	538	474	503	626	595	601	690	608	673	636	659	772	996	7,833
Drugs, chemicals, allied products, total	907	789	769	879	869	821	872	839	899	916	909	914	919	10,397
Drugs, drug proprietaries, sundries	529	487	459	520	504	468	494	480	524	543	555	551	566	6,151
General-line drugs	246	222	206	239	228	211	227	224	242	244	239	242	241	2,764
Paints, varnishes	40	r33	r35	r42	r44	r45	r49	r48	r50	r47	r45	r44	39	522
Other chemicals, allied products	338	272	278	321	325	311	332	314	328	(S)	312	323	314	3,757
Tobacco, tobacco products	509	479	461	526	537	547	581	568	562	568	538	544	586	6,498
Dry goods, apparel, total	1,008	899	919	996	911	851	1,003	935	1,120	1,095	1,060	1,040	971	11,799
Apparel and accessories, hosiery, lingerie, footwear	(S)	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	5,660
Dry goods, notions	390	330	326	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	4,317
Paper, paper products, excluding wallpaper, total	622	591	573	664	641	618	644	615	659	668	642	640	644	7,600
Paper	472	451	436	513	502	484	504	479	514	512	485	475	481	5,835
Stationery, office supplies	150	140	136	152	139	135	140	137	145	156	157	164	164	1,765
Farm products (raw materials), total	1,427	1,325	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,566	15,741
Grain	939	916	873	1,057	806	959	909	868	885	896	789	1,034	1,015	11,006
Other nondurable goods, total	1,995	1,868	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,196	25,222
Amusement, sporting goods	(S)	223	(S)	328	322	(S)	(S)	(S)	(S)	r(S)	(S)	(S)	(S)	4,010
Books, magazines, newspapers	140	129	136	147	r136	r134	r149	r161	r159	r154	r161	160	159	1,783

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.

rRevised.
S Does not meet publication standards because of extreme variability or high nonresponse rate.
[1]Preliminary estimate. See page 12, Estimating Procedures.
[2]The automotive group is subject to a high sampling variability of 12 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972	1971											
	Jan.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,186	26,716	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,201	24,578	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,201	15,432	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,688	2,742	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,146	1,829	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,363	2,307	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	923	869	861	861	873	907	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,440	1,438	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	715	696	714	762	762	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	543	540	557	603	599	(S)	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,739	1,640	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	719	678	692	692	703	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	822	772	807	820	829	843	858	868	843	824	862	850	825
Lumber, construction materials, total	1,045	992	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	671	614	636	635	660	652	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,977	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,402	1,269	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,052	1,816	1,781	1,833	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,992	1,861	1,829	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,672	1,558	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	11,986	11,284	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,004	9,147	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,574	2,385	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,319	1,218	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	835	792	760	767	774	789	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,200	1,126	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	293	288	293	329	350	362	348	346	321	312	305	297	270
Wine, distilled spirits	907	837	831	812	800	859	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,205	1,060	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	826	733	738	752	737	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	670	671	659	664	669	685	678	672	665	673	664	660	663
Paper	459	457	445	451	456	464	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972	1971											
	Jan.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	135	139	139	119	123	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	135	138	138	119	122	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	177	187	184	157	159	159	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	183	168	175	150	143	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	211	213	214	195	180	184	175	182	179	178	178	178	208
Electrical goods, total	174	196	188	164	175	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	177	167	149	146	154	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	180	209	203	175	199	216	184	198	183	178	175	168	161
Furniture, home furnishings, total	175	183	174	145	157	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	206	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	191	212	207	181	176	177	159	167	159	160	167	164	175
Hardware	202	224	212	182	190	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	202	207	188	173	173	160	168	158	156	160	163	170
Lumber, construction materials, total	100	139	130	105	97	97	87	89	83	86	87	89	96
Lumber, millwork	100	139	131	101	101	99	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	205	215	208	178	185	180	167	182	184	174	186	183	173
Construction machinery, equipment	364	408	368	292	266	270	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	170	176	171	153	167	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	194	196	209	174	187	180	175	207	198	187	196	194	215
Iron, steel, and products	208	214	236	196	210	201	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	103	104	89	92	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	95	96	84	87	90	86	89	87	87	91	89	86
Groceries and related products, total	57	58	61	54	55	55	52	54	55	54	57	55	53
General-line groceries	72	72	79	70	70	71	68	68	68	69	70	69	68
Specialty-line groceries	71	74	73	64	65	69	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	124	131	125	103	105	106	95	99	96	112	119	103	77
Beer	68	75	74	69	71	66	55	57	54	56	60	59	51
Wine, distilled spirits	169	177	165	130	134	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	133	134	140	125	125	134	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	156	151	161	145	146	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	114	115	100	104	111	105	109	101	101	103	103	103
Paper	97	101	102	88	91	96	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972	1971											
	Jan.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	24,213	21,338	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,777	19,982	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,188	9,430	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,265	1,843	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,553	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	511	467	473	505	482	519	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,091	916	919	944	969	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,344	898	949	984	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,759	2,373	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,107	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	397	421	425	435	441	446	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,025	11,908	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,589	10,552	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,746	4,321	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,293	1,133	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	953	840	828	836	855	846	859	879	875	887	889	910	888
Tobacco, tobacco products	567	528	520	530	541	556	554	553	542	541	546	546	532
Dry goods, apparel	1,124	991	998	955	934	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	667	633	625	639	649	640	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,436	1,356	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,239	2,106	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,167	26,646	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,579	24,910	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,448	15,653	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,732	2,767	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,402	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	749	730	726	754	758	792	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,746	1,650	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,064	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,079	4,655	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,976	1,841	1,868	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,719	10,993	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,131	9,257	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,569	2,373	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,247	1,180	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,235	1,086	1,097	1,105	1,088	1,115	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	680	681	668	665	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	120	125	126	124	124	121	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	121	125	126	123	123	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	156	166	167	162	162	156	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	165	150	158	150	151	146	141	159	147	153	151	155	163
Electrical goods	155	176	172	167	163	167	161	175	168	175	170	167	168
Furniture, home furnishings	147	156	153	149	157	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	180	181	177	174	170	169	171	170	174	179	171	170
Lumber, construction materials	79	112	108	104	99	95	92	94	91	92	94	94	91
Machinery, equipment, supplies	184	196	194	189	193	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	179	180	200	195	193	179	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	92	92	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	88	89	88	87	88	88	88	90	89	90	89	92
Groceries and related products	54	55	54	55	54	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	96	104	106	106	101	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	130	129	132	132	127	132	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	102	108	107	104	105	107	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

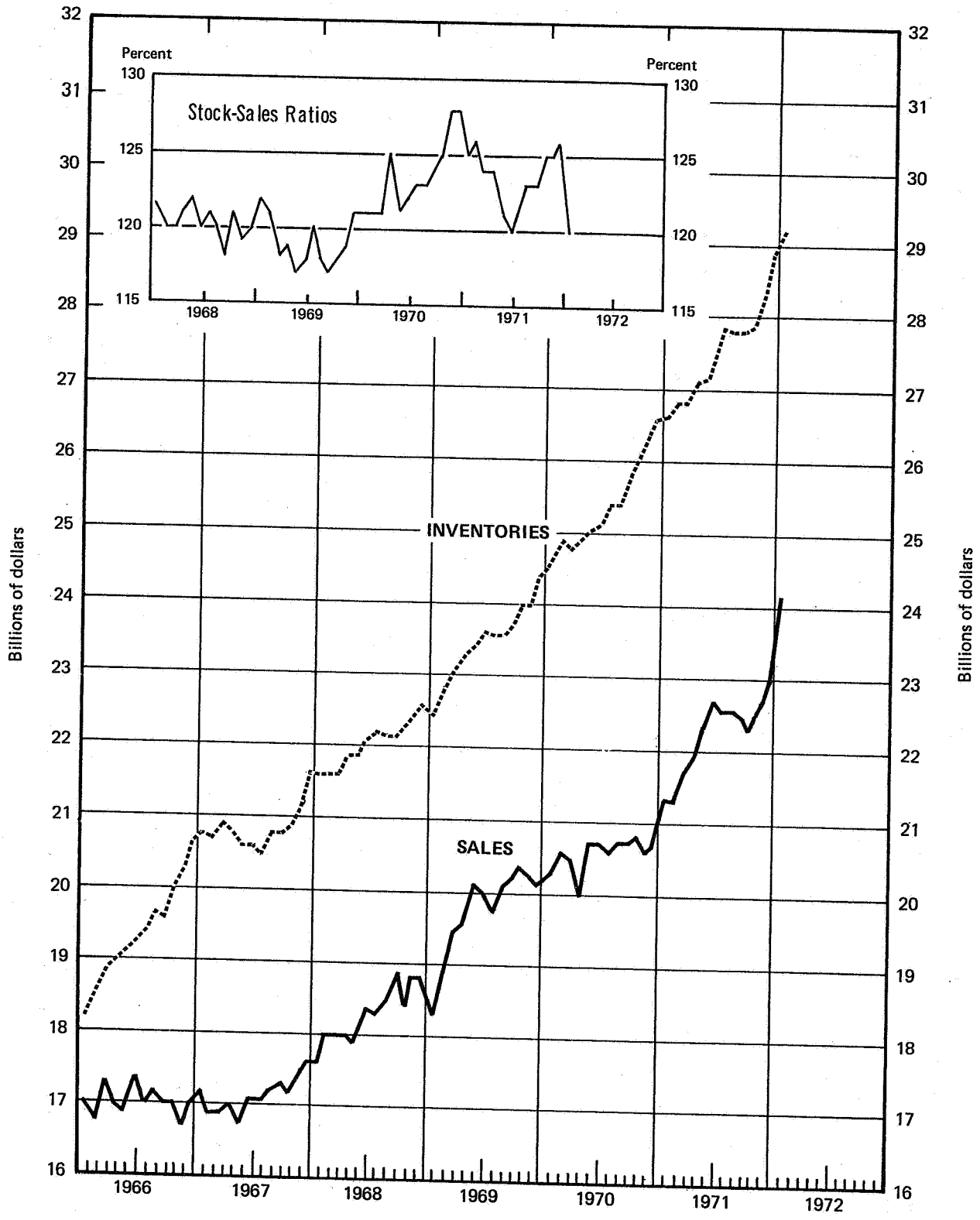


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: January 1972

Kind of business	Unadjusted				Adjusted[1]			
	Sales		Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	January 1972 from--		January 1972 from--		January 1972 from--		January 1972 from--	
	January 1971	December 1971	January 1971	December 1971	January 1971	December 1971	January 1971	December 1971
MERCHANT WHOLESALERS, TOTAL	+13	-9	+9	+1	+13	+5	+9	+1
TOTAL (excluding farm products, raw materials)	+13	-8	+11	+1	+14	+6	+11	+1
DURABLE GOODS, TOTAL	+17	-7	+11	+1	+19	+5	+11	+1
Motor vehicles, automotive equipment, total	+23	-2	+35	+2	+23	+3	+35	+4
Automobiles, other motor vehicles	(S)	-6	(S)	0	-	-	-	-
Automotive equipment, tires, tubes	+18	+1	+17	+2	-	-	-	-
Automotive equipment	+17	+1	+14	0	-	-	-	-
Electrical goods, total	+15	-12	+3	0	+16	+7	+2	-1
Electrical supplies, apparatus	+14	-15	+6	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+16	-10	0	0	-	-	-	-
Appliances, TV, radio sets	0	-11	+2	-1	-	-	-	-
Furniture, home furnishings, total	+7	-18	+3	-2	+9	+3	+3	+1
Furniture-household, office	+32	-9	+10	+1	-	-	-	-
Household furniture	+18	-22	+11	+1	-	-	-	-
Office furniture	+45	+4	+9	+2	-	-	-	-
Home furnishings, floor coverings	-3	-22	+1	-3	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+18	-5	+6	+3	+19	+6	+6	-1
Hardware	+17	-2	+6	+7	-	-	-	-
General-line hardware	+22	+1	+12	+6	-	-	-	-
Plumbing and heating equipment, supplies	+19	-6	+6	0	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+16	-13	+4	+6	-	-	-	-
Lumber, construction materials, total	+46	-4	+5	+1	+50	+13	+6	-2
Lumber, millwork	+52	-4	+9	+1	-	-	-	-
Construction materials	+37	-3	-1	-1	-	-	-	-
Machinery, equipment, supplies, total	+14	-13	+9	+3	+16	0	+9	+2
Commercial machines, equipment	+12	-10	+12	+2	-	-	-	-
Construction machinery, equipment	+24	-17	+11	+4	-	-	-	-
Industrial machinery, equipment, supplies	+17	-11	+13	+3	-	-	-	-
Professional equipment, supplies	+8	-16	+1	+1	-	-	-	-
Surgical, medical, hospital supplies	+8	-15	+3	+2	-	-	-	-
Service-establishment equipment, supplies	+12	-7	+5	0	-	-	-	-
Metals, metalwork (except scrap), total	+8	+9	+7	-1	+8	+14	+7	0
Iron, steel, and products	+10	+11	+7	-1	-	-	-	-
Nonferrous metals	-1	+5	+6	-1	-	-	-	-
Scrap, waste materials, total[2]	-8	0	+10	-3	-6	+6	+12	0
Iron, steel scrap	-11	+1	+16	-1	-	-	-	-
Waste materials	-3	0	+1	-5	-	-	-	-
Jewelry	+13	-38	(S)	(S)	+9	-1	(S)	(S)
NONDURABLE GOODS, TOTAL	+10	-9	+6	+1	+9	+5	+7	0
TOTAL (excluding farm products, raw materials)	+10	-9	+9	0	+10	+6	+9	0
Groceries and related products, total	+10	-5	+8	+1	+10	+2	+8	+2
General-line groceries	+9	-4	+8	+1	-	-	-	-
Voluntary groups	+16	-3	+15	-2	-	-	-	-
Retailer cooperatives	+8	-2	+8	+3	-	-	-	-
Nonaffiliated	-1	-9	+2	+2	-	-	-	-
Specialty-line groceries	+10	-7	+6	+3	-	-	-	-
Confectionery	-4	-15	+7	+1	-	-	-	-
Meats, meat products	+10	-4	+9	+3	-	-	-	-
Poultry, poultry products	+14	-7	+16	-1	-	-	-	-
Fresh fruits, vegetables	+16	-8	+22	+1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+13	-37	+7	+2	+14	+8	+6	+1
Beer	+12	-19	+2	+9	-	-	-	-
Wine, distilled spirits	+14	-46	+8	+1	-	-	-	-
Drugs, chemicals, allied products, total	+15	-1	+14	+1	+13	+7	+14	+3
Drugs, drug proprietaries, druggists' sundries	+9	-7	+13	+1	-	-	-	-
General-line drugs	+11	+2	+7	0	-	-	-	-
Paints, varnishes	+21	+3	+6	+1	-	-	-	-
Other chemicals, allied products	+24	+7	+15	+3	-	-	-	-
Tobacco, tobacco products	+6	-13	+5	+4	+7	+7	+6	+3
Dry goods, apparel, total	+12	+4	(S)	(S)	+13	+8	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+6	0	(S)	(S)	-	-	-	-
Dry goods, notions	+18	+3	(S)	(S)	-	-	-	-
Piece goods converters	+17	+17	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+5	-3	0	+1	+5	+7	0	+3
Paper	+5	-2	0	+2	-	-	-	-
Stationery, office supplies	+7	-8	-1	-1	-	-	-	-
Farm products (raw materials), total[2]	+8	-9	-7	+6	+6	+1	-9	+2
Cotton	+14	-11	(S)	(S)	-	-	-	-
Grain	+3	-7	(S)	(S)	-	-	-	-
Other nondurable goods, total	+7	-9	+2	-3	+6	+11	+2	-3
Amusement, sporting goods	+20	-24	+19	+7	-	-	-	-
Books, magazines, newspapers	+9	-12	+5	-7	-	-	-	-
Coal	-19	-4	(S)	(S)	-	-	-	-
Farm supplies	+5	+29	+19	+3	-	-	-	-

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

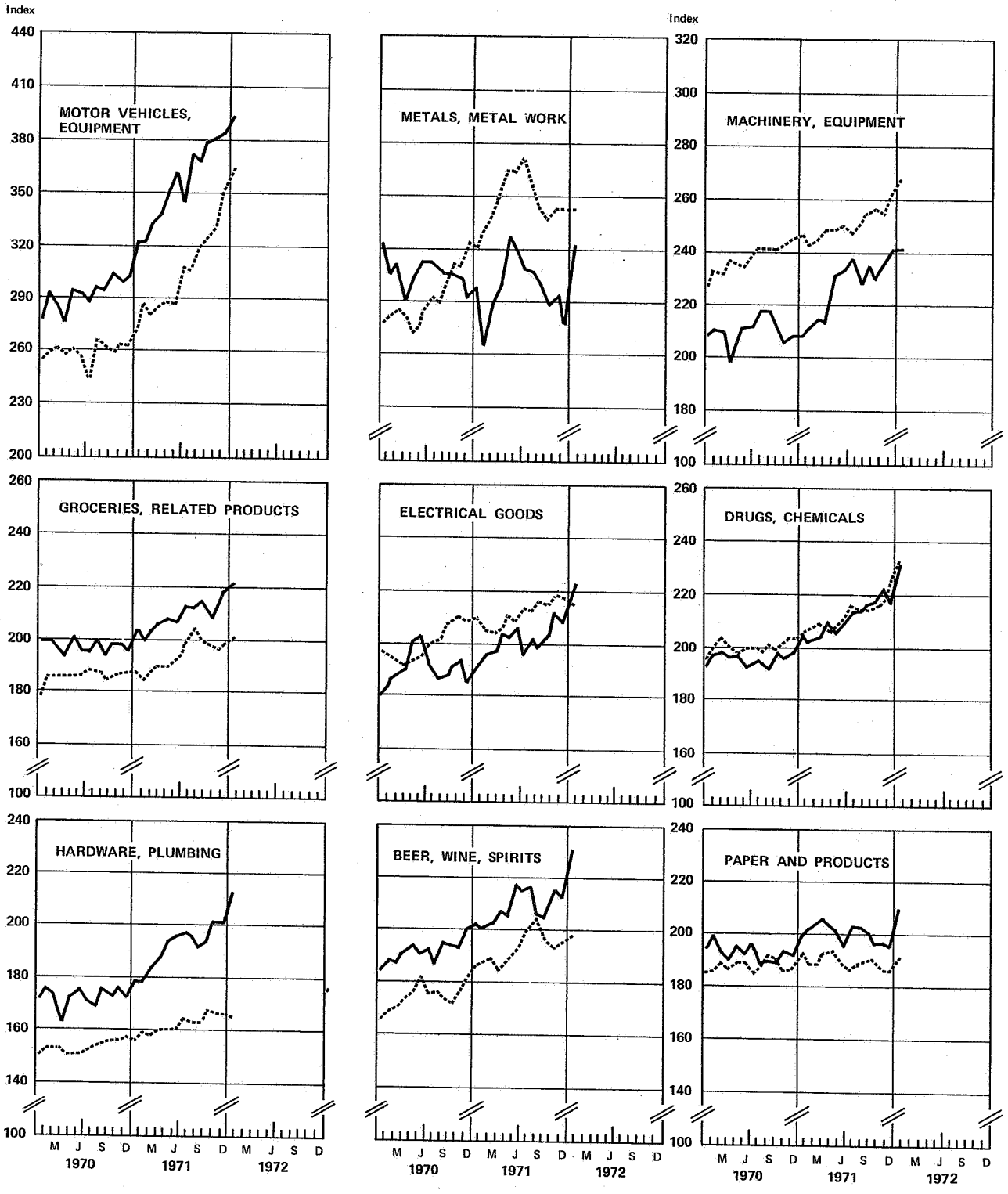
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories - - - - - -



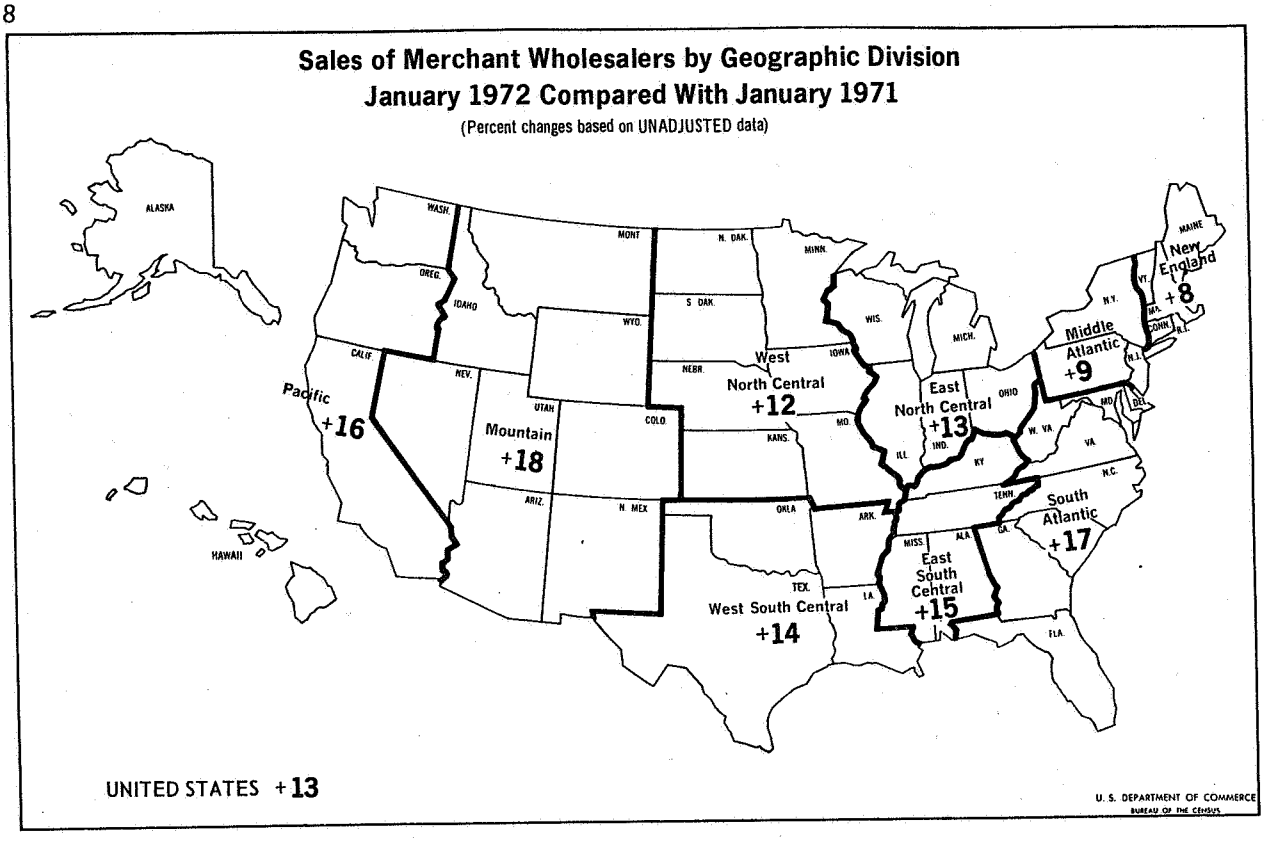


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972	1971												Total 12 mos. 1971	Sampling error of the estimate	
	Jan.[1]	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		Range	Median
MERCHANT WHOLESALERS, TOTAL..	21,639	19,181	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	267,357	0.8-0.9	0.8
New England.....	1,016	938	931	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,148	13,023	3-4	4
Middle Atlantic.....	5,738	5,276	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,298	72,690	1-2	2
East North Central.....	3,884	3,432	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,198	48,033	2-2	2
West North Central.....	1,768	1,584	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,921	21,850	2-3	2
South Atlantic.....	2,307	1,967	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,517	28,073	2-3	3
East South Central.....	1,233	1,071	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,373	14,597	4-6	5
West South Central.....	1,929	1,688	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,936	2,011	23,078	2-5	3
Mountain.....	675	571	580	682	689	667	736	736	742	713	707	707	719	8,248	3-5	4
Pacific.....	3,089	2,654	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,470	37,760	2-4	3
DURABLE GOODS, TOTAL.....	9,694	8,271	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	122,420	1.3-1.6	1.5
New England.....	445	393	391	444	461	484	520	459	506	481	466	486	481	5,573	4-6	5
Middle Atlantic.....	2,186	2,020	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,470	29,519	2-4	3
East North Central.....	1,846	1,585	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,948	23,232	2-5	3
West North Central.....	619	530	541	659	688	669	714	694	726	725	724	706	678	8,056	4-7	5
South Atlantic.....	1,170	964	990	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	14,181	3-6	4
East South Central.....	460	418	414	470	511	524	569	496	565	552	527	507	507	6,060	5-7	6
West South Central.....	972	795	843	961	986	987	1,078	1,029	1,067	1,030	1,000	990	977	11,745	2-5	3
Mountain.....	335	251	283	349	354	324	384	385	379	349	352	352	349	4,111	5-8	5
Pacific.....	1,662	1,315	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,837	19,941	3-6	4
NONDURABLE GOODS, TOTAL.....	11,945	10,910	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	144,937	1.2-1.5	1.2
New England.....	571	545	541	637	623	582	638	655	670	636	610	646	667	7,450	6-8	6
Middle Atlantic.....	3,553	3,256	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,829	43,171	2-2	2
East North Central.....	2,038	1,848	1,819	2,079	2,004	2,066	2,120	2,043	2,121	2,168	2,092	2,195	2,249	24,802	2-4	3
West North Central.....	1,148	1,054	978	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,243	13,794	3-5	3
South Atlantic.....	1,137	1,003	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,287	13,893	3-5	4
East South Central.....	773	653	604	739	679	706	694	709	709	683	683	814	866	8,537	4-6	5
West South Central.....	957	893	907	952	913	936	962	897	930	1,001	963	947	1,033	11,333	4-6	4
Mountain.....	340	320	297	332	335	343	352	351	362	364	355	355	370	4,137	3-6	5
Pacific.....	1,427	1,339	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,633	17,820	2-5	4

Note: Detail may not add to totals due to rounding and minor revisions.

[1]See map page 8. 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 1972

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

Kind of business and geographic division[1]	Percent change in-- Sales: January 1972 from-- January 1971	Sales: January 1972 from-- December 1971	Inventories: January 1972 from-- January 1971	Inventories: January 1972 from-- December 1971	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	D	E
	A	B	D	E				
MERCHANT WHOLESALERS, TOTAL	+13	-9	+9	+1	0.8	0.4	0.8	0.2
New England	+8	-12	+5	+2	4.2	1.9	2.9	0.9
Middle Atlantic	+9	-9	+9	+1	1.6	0.5	1.6	0.4
East North Central	+13	-8	+7	+1	2.0	0.7	1.5	0.4
West North Central	+12	-8	+2	0	2.7	1.4	2.2	0.7
South Atlantic	+17	-8	+8	-1	2.0	1.7	2.3	0.5
East South Central	+15	-10	+13	0	3.1	1.3	2.4	0.7
West South Central	+14	-4	+9	+5	2.8	1.2	2.5	0.7
Mountain	+18	-6	+12	+5	4.2	2.4	4.9	1.2
Pacific	+16	-11	+17	+1	2.4	1.5	2.8	0.6
Durable goods, total	+17	-7	+11	+1	1.1	0.8	1.0	0.2
New England	+13	-8	+10	+5	6.1	2.9	3.5	1.0
Middle Atlantic	+8	-11	+8	+2	2.2	1.2	2.6	0.6
East North Central	+16	-5	+7	0	2.8	1.3	1.9	0.5
West North Central	+17	-9	+8	-1	4.1	2.3	3.3	0.8
South Atlantic	+21	-5	+8	-1	3.7	2.1	2.6	0.8
East South Central	+10	-9	+13	+2	4.5	2.2	4.2	0.7
West South Central	+22	-1	+13	+3	3.6	1.9	2.8	0.8
Mountain	+34	-4	+20	+6	7.0	3.9	5.4	1.1
Pacific	+26	-10	+22	+1	3.2	3.1	3.0	0.7
Nondurable goods, total	+10	-9	+6	+1	1.0	0.5	1.4	0.4
New England	+5	-14	0	-1	5.5	2.4	6.6	1.6
Middle Atlantic	+9	-7	+10	0	1.9	0.9	1.8	0.9
East North Central	+10	-9	+6	+4	2.4	1.0	2.8	0.8
West North Central	+9	-8	-4	+1	3.2	1.8	3.3	1.4
South Atlantic	+13	-12	+9	0	2.1	1.1	2.9	0.9
East South Central	+18	-11	+12	-2	4.2	1.6	3.0	1.0
West South Central	+7	-7	+2	+8	3.2	1.6	8.2	1.4
Mountain	+6	-8	-3	+4	4.9	2.2	6.2	2.6
Pacific	+7	-13	+8	0	3.6	1.8	5.7	0.9
Automotive equipment, tire, tubes	+18	+1	+17	+2	3	2	3	2
New England	(S)	(S)	(S)	+3	-	-	-	2
Middle Atlantic	+2	-10	0	-4	9	4	9	1
East North Central	+15	-4	+4	-3	8	4	6	1
West North Central	(S)	+1	(S)	-2	-	5	-	1
South Atlantic	(S)	+12	(S)	(S)	-	4	7	1
East South Central	+35	+11	+45	+3	9	4	9	2
West South Central	+20	+1	+23	+1	9	6	9	1
Mountain	(S)	-5	-4	-3	-	5	9	1
Pacific	(S)	+8	+56	+19	-	3	8	2
Electrical supplies, apparatus	+14	-15	+6	+1	3	1	3	1
New England	(S)	-5	-7	+1	-	4	9	1
Middle Atlantic	+15	-18	-3	+4	9	4	8	1
East North Central	+16	-13	+6	+1	7	2	7	1
West North Central	+12	-16	+1	-10	9	5	6	2
South Atlantic	+15	-14	+15	+1	6	2	6	1
East South Central	+5	-23	(S)	0	9	3	-	2
West South Central	(S)	-9	-4	-2	-	2	9	2
Mountain	(S)	-29	(S)	-6	-	4	-	1
Pacific	+19	-19	+29	+1	6	4	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+16	-10	0	0	3	2	3	1
New England	(S)	(S)	(S)	-2	-	-	-	2
Middle Atlantic	+14	-6	+1	+4	9	4	5	2
East North Central	+26	-9	+8	+2	7	4	6	2
West North Central	+17	-9	(S)	-8	9	4	-	3
South Atlantic	-5	-26	-4	+2	6	3	8	3
East South Central	(S)	-3	(S)	-5	-	5	-	2
West South Central	+12	-4	(S)	0	9	3	-	1
Mountain	(S)	-8	(S)	0	-	6	-	5
Pacific	+16	-14	+6	-4	8	3	7	2
Furniture, home furnishings, total	+7	-18	+3	-2	4	3	3	1
New England	(S)	-21	(S)	(S)	-	5	-	2
Middle Atlantic	+9	-20	+10	+1	7	4	6	1
East North Central	(S)	-23	+5	0	-	4	9	2
West North Central	(S)	-11	(S)	+2	-	5	-	3
South Atlantic	(S)	(S)	(S)	-22	-	-	-	2
East South Central	(S)	(S)	(S)	+2	-	-	-	2
West South Central	(S)	(S)	(S)	+1	-	-	-	3
Mountain	+20	-14	+4	+1	8	6	7	3
Pacific	+17	-2	+6	+7	2	2	2	1
Hardware	(S)	(S)	(S)	+8	-	-	-	2
New England	+7	-3	-12	+5	6	4	7	1
Middle Atlantic	+11	+4	+4	+8	5	3	5	1
East North Central	+24	-10	+16	+7	8	3	5	1
West North Central	+26	0	+1	+4	9	3	8	1
South Atlantic	+28	+5	+18	+4	5	1	6	1
East South Central	(S)	+3	+9	+7	-	4	8	1
West South Central	+27	-5	(S)	+12	9	4	-	2
Pacific	+19	-6	+6	0	3	2	3	1
Plumbing and heating equipment, supplies	(S)	(S)	(S)	0	-	-	-	2
New England	+21	-5	+6	-3	8	4	8	1
Middle Atlantic	+19	-4	+1	-2	6	4	5	1
East North Central								

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 1972—Continued

(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 1972 from--		January 1972 from--					
	January 1971	December 1971	January 1971	December 1971				
	A	B	D	E	A	B	D	E
Plumbing and heating equipment, supplies--Continued								
West North Central	(S)	(S)	(S)	-2	-	-	-	2
South Atlantic	+34	-3	(S)	+3	9	4	-	1
East South Central	(S)	-7	(S)	(S)	-	6	-	3
West South Central	(S)	-2	(S)	+4	-	5	-	2
Pacific	(S)	(S)	+1	0	8	5	6	2
Lumber, construction materials, total	+46	-4	+5	+1	4	2	3	1
New England	(S)	-2	(S)	+8	-	6	-	3
Middle Atlantic	+44	-6	+6	+1	8	5	9	2
East North Central	+46	-9	+9	+4	9	2	6	2
West North Central	+43	-14	-2	-3	9	4	9	2
South Atlantic	+74	+5	(S)	-3	8	3	-	2
West South Central	(S)	+12	(S)	-6	-	6	-	2
Mountain	(S)	-10	(S)	+1	-	5	-	2
Pacific	+39	-6	+2	+2	7	4	7	2
Industrial machinery, equipment supplies distribution	+17	-11	+13	+3	5	3	3	1
New England	(S)	(S)	(S)	-1	-	-	-	5
East North Central	(S)	-14	+7	+2	-	2	8	1
South Atlantic	(S)	(S)	(S)	+1	-	-	-	2
East South Central	(S)	(S)	(S)	(S)	-	-	-	6
West South Central	+20	-2	+11	0	9	5	2	1
General-line grocery wholesalers	+9	-4	+8	+1	2	1	2	1
New England	(S)	0	(S)	+1	-	2	-	2
Middle Atlantic	+10	-9	-2	0	4	1	7	2
East North Central	+14	-2	+23	+8	6	1	6	2
West North Central	-2	-8	+8	0	4	1	5	1
South Atlantic	+20	-5	+15	-4	7	3	7	2
East South Central	+6	-3	-2	-4	6	2	9	2
West South Central	+5	+2	+3	+2	8	1	9	2
Mountain	(S)	(S)	-6	+1	5	1	9	1
Pacific	+1	-5	+1	-2	6	1	6	3
Specialty-line grocery wholesalers	+10	-7	+6	+3	3	2	4	1
Middle Atlantic	+9	-3	+6	+6	6	3	6	2
East North Central	+13	-5	-11	+5	7	3	9	3
West North Central	+14	-7	+18	+3	9	3	9	2
South Atlantic	+4	-8	+1	+5	8	4	9	2
East South Central	(S)	(S)	(S)	+10	-	-	-	3
West South Central	(S)	-8	(S)	(S)	-	6	-	-
Mountain	(S)	(S)	(S)	(S)	-	6	-	2
Pacific	(S)	-16	(S)	-5	-	5	-	3
Fresh fruit, vegetable wholesalers	+16	-8	+22	+1	4	2	5	2
New England	(S)	-2	(S)	(S)	-	3	-	-
Middle Atlantic	+23	-2	+44	-3	8	4	8	3
East North Central	+21	-17	+1	+1	7	2	9	3
West North Central	(S)	-9	+7	-1	-	4	8	4
South Atlantic	(S)	-6	(S)	+1	-	4	-	4
East South Central	(S)	-12	(S)	-2	-	6	-	5
West South Central	(S)	-14	(S)	+2	-	4	-	4
Mountain	(S)	-1	(S)	+6	-	5	-	5
Pacific	+14	-6	+40	+1	9	4	9	4
Drug wholesalers (general and specialty lines)	+9	-7	+13	+1	3	1	3	1
New England	(S)	-10	(S)	-1	-	4	-	2
Middle Atlantic	+7	+3	+16	+1	8	3	6	2
East North Central	+9	-14	+11	+1	5	3	8	3
West North Central	+12	-3	+8	-4	9	3	8	3
South Atlantic	+11	-24	+13	+2	7	3	9	2
East South Central	(S)	-5	(S)	-3	-	3	-	3
West South Central	+9	-1	+15	-2	6	2	8	2
Mountain	(S)	+8	(S)	+1	-	1	-	2
Pacific	+13	+4	+23	+3	8	3	7	2
Tobacco distributors	+6	-13	+5	+4	2	1	3	1
New England	(S)	-22	(S)	(S)	-	3	9	1
Middle Atlantic	+4	-13	+17	+5	5	2	6	1
East North Central	+2	-12	-2	0	7	2	7	2
West North Central	+7	-15	(S)	+4	9	2	-	2
South Atlantic	+22	-12	+9	+5	6	2	8	1
East South Central	+25	-12	+20	+3	8	3	9	2
West South Central	+4	-10	-2	0	8	2	8	2
Mountain	(S)	-15	(S)	+7	-	3	-	6
Pacific	-5	-10	(S)	+14	9	2	-	4
Dry goods, apparel wholesalers	+12	+4	(S)	(S)	4	2	3	1
New England	(S)	-14	(S)	(S)	-	6	-	2
Middle Atlantic	+13	+9	(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

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. For examples of the use of these sampling errors see Use of Sampling Errors page 13.

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 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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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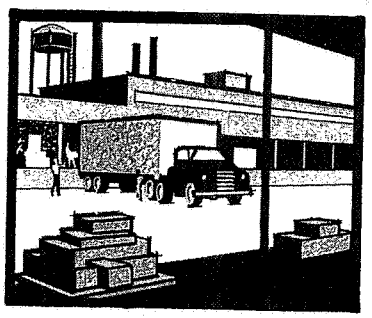


A UNITED STATES DEPARTMENT OF C MMERCE I ICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

FEBRUARY 1972



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: April 1972

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Sales and Inventories

Sales– February 1972 sales of merchant wholesalers were estimated at $22.0 billion. After adjustment for seasonal variations and trading day differences but not for price changes, February sales were $23.6 billion, down 3 percent from last month but 10 percent above February 1971. Adjusted December-through-February average sales were up 5 percent above the prior 3 months and were 12 percent above the average sales for the comparable months of a year ago.

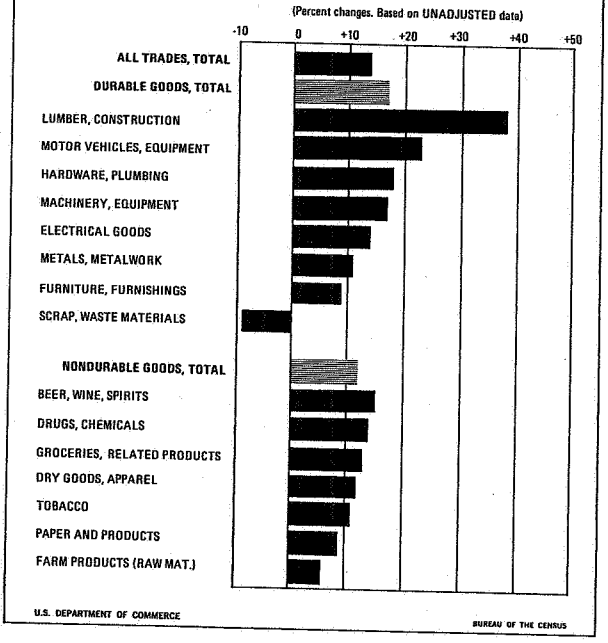
After adjustment, February sales in the durable goods trades decreased 5 percent from the previous month but were 13 percent over February 1971. Nondurable goods sales were down 2 percent below January but were 8 percent above the same month a year ago. Average monthly sales in the durable goods group during the December-through-February period were 4 percent above the prior 3 months and 16 percent above the average of the comparable period a year ago. Three month's average sales for the nondurable goods group were 3 percent above the average for the September-through-November period and were 5 percent above the average for the same period a year ago.

Based on adjusted data all trade groups showed decreases from their previous months' sales levels except groceries and related products up 2%; machinery, equipment supplies up 1%; and paper, paper products which were unchanged. The largest decrease was noted in lumber, construction materials (-12%). Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-11%) and farm products, raw materials (-3%). Among the larger increases were lumber, construction materials (25%); motor vehicles, automotive equipment (17%); and machinery, equipment supplies (16%).

Inventories–Total inventories of merchant wholesalers were valued at $29.0 billion at the end of February. After adjustment for seasonal variations, February inventories were virtually unchanged from January but were 9 percent over the same month last year. Both durable and nondurable goods stocks were virtually unchanged from the previous month levels. However, durables were up 9 percent and nondurables 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 9 trade groups showing gains, 4 indicating declines, and 2 no change. The largest increase was noted in metals, metalwork (4%); while the largest declines were in furniture, home furnishings (-2%); machinery, equipment, supplies (-2%); and farm products, raw materials (-2%). Changes from the year-ago levels were more substantial with all trades showing increases except farm products, raw materials (-10%) and furniture, home furnishings (-1%). Among the sharper increases were motor vehicles, automotive equipment (27%); and drugs, chemicals, allied products (13%).

Sales of Merchant Wholesalers in Selected Kinds of Business
2 Months 1972 Compared With 2 Months 1971



Stock-Sales Ratio–The February stock-sales ratio for merchant wholesalers, based on adjusted data, was 124 percent, 5 points above the previous month but 2 points below the February 1971 ratio. The stock sales ratio for durable goods was 162 percent, up 8 points from the previous month and 5 points below the year-ago ratio. The ratio for nondurable goods was 92 percent, up 2 points from last month and unchanged from the same period a year ago.

An advance release of February 1972 data was issued on April 6, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972		1971											Total 2 months	
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,028	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	43,784	38,381
TOTAL (exc. farm products, raw materials)	20,320	20,726	17,941	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,088	41,045	35,802
DURABLE GOODS, TOTAL	9,725	9,965	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	19,696	16,773
Motor vehicles, automotive equipment, total[2]	2,038	2,033	1,670	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,066	4,071	3,306
Automotive equipment, tires, tubes	1,026	1,055	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	2,081	1,755
Automotive equipment	904	931	789	876	919	923	999	980	996	1,000	1,003	1,003	884	1,835	1,551
Electrical goods, total	1,362	1,362	1,219	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,554	2,724	2,399
Electrical supplies, apparatus	569	594	515	577	596	591	663	628	645	646	661	677	664	1,163	1,008
Electrical appliances, TV, radio sets, electronic parts, equipment	793	768	704	799	711	679	801	745	803	851	869	905	890	1,561	1,397
Appliances, TV, radio sets	534	510	485	552	490	466	564	527	568	589	603	625	612	1,044	952
Furniture, home furnishings, total	414	446	411	525	486	495	549	518	567	563	577	525	498	860	792
Furniture-household, office	(S)	(S)	114	133	131	124	140	133	148	144	146	(S)	(S)	277	224
Home furnishings, floor coverings	(S)	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	339	583	568
Hardware, plumbing, heating equipment, supplies, total	924	947	810	938	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	1,871	1,583
Hardware	356	380	326	380	370	357	391	367	387	399	385	395	361	736	629
General-line hardware	202	215	186	216	208	199	222	213	226	234	225	227	202	417	354
Plumbing and heating, supplies	462	464	390	437	480	487	538	517	532	528	539	520	484	926	771
Air conditioning, refrigeration equipment, supplies	105	104	94	121	137	141	169	158	153	132	122	127	118	210	183
Lumber, construction materials, total	1,051	1,026	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	2,077	1,500
Lumber, millwork	678	656	485	632	657	657	774	747	825	798	752	743	701	1,334	928
Construction materials	373	370	301	345	402	415	459	429	455	443	456	429	384	743	573
Machinery, equipment, supplies, total	2,429	2,627	2,198	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,799	5,055	4,322
Construction machinery, equipment	373	438	343	442	498	479	492	490	457	453	454	447	463	811	655
Industrial machinery, equipment, supplies	1,211	1,292	1,042	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,358	2,503	2,075
Professional equipment, supplies	344	383	335	397	353	373	431	370	395	409	389	377	411	726	654
Service-establishment equipment, supplies	155	170	142	167	168	159	176	167	177	178	168	174	172	325	285
Metals, metalwork (except scrap), total	1,006	1,013	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	939	2,019	1,825
Iron, steel, and products	778	802	646	800	812	836	864	752	797	771	736	770	726	1,579	1,374
Nonferrous metals	229	211	228	(S)	(S)	274	286	(S)	(S)	(S)	248	229	213	440	451
Scrap, waste materials, total	369	374	407	481	474	455	448	374	384	359	378	364	363	743	80
Iron, steel scrap	210	222	253	299	285	271	270	226	220	207	222	212	210	432	49
Waste materials	159	151	154	182	189	184	178	147	163	152	156	151	153	310	312
NONDURABLE GOODS, TOTAL	12,031	12,063	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	24,089	21,608
TOTAL (exc. farm products, raw materials)	10,592	10,757	9,439	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,610	21,349	19,025
Groceries and related products, total	4,509	4,488	3,832	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,766	8,997	7,933
General-line groceries	1,810	1,804	1,529	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,913	3,614	3,210
Specialty-line groceries	1,178	1,190	1,044	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	2,368	2,113
Confectionery	85	91	83	96	92	89	96	91	96	100	100	96	94	177	166
Meat, meat products	896	875	741	886	827	897	890	865	839	908	829	850	917	1,770	1,543
Poultry, poultry products	200	197	166	184	182	188	195	190	192	197	181	203	219	398	345
Fresh fruits, vegetables	340	330	268	331	332	355	404	414	347	337	332	365	363	670	556
Beer, wine, distilled alcoholic beverages, total	984	1,038	901	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,528	2,022	1,760
Beer	432	478	399	480	496	546	628	607	600	559	506	501	531	910	784
Wine, distilled spirits	552	560	503	626	595	601	690	608	673	636	659	772	996	1,112	976
Drugs, chemicals, allied products, total	897	888	769	879	869	821	872	839	899	916	909	914	919	1,784	1,558
Drugs, drug proprietaries, sundries	530	521	459	520	504	468	494	480	524	543	555	551	566	1,050	945
General-line drugs	243	231	206	239	228	211	227	224	242	244	239	242	241	474	427
Paints, varnishes	39	41	35	42	44	45	49	48	50	47	45	44	39	80	68
Other chemicals, allied products	328	326	278	321	325	311	332	314	328	(S)	312	323	314	654	551
Tobacco, tobacco products	522	524	461	526	537	547	581	568	562	568	538	544	586	1,046	940
Dry goods, apparel, total	996	1,041	919	996	911	851	1,003	935	1,120	1,095	1,060	1,040	971	2,036	1,818
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	937	869
Dry goods, notions	(S)	(S)	326	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	788	656
Paper, paper products, excluding wallpaper, total	626	639	573	664	641	618	644	615	659	668	642	640	644	1,265	1,164
Paper	476	490	436	513	502	484	504	479	514	512	485	475	481	966	887
Stationery, office supplies	151	149	136	152	139	135	140	137	145	156	157	164	164	299	276
Farm products (raw materials), total	1,437	1,303	1,259	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,566	2,740	2,584
Grain	936	851	873	1,057	806	959	909	868	885	896	789	1,034	1,015	1,787	1,789
Other nondurable goods, total	2,057	2,141	1,984	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,196	4,199	3,852
Books, magazines, newspapers	142	138	136	147	136	134	149	161	159	154	161	160	159	280	266

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.

[2]The automotive group is subject to a high sampling variability of 11 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972		1971										
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,026	26,755	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,195	24,747	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,144	15,671	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,723	2,930	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,135	1,913	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,373	2,291	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	932	861	861	873	907	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,441	1,429	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	700	714	762	762	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	530	533	557	603	599	(S)	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,796	1,681	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	735	692	692	703	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	861	807	820	829	843	858	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,120	1,022	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	719	636	635	660	652	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,836	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,420	1,264	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,913	1,781	1,833	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,923	1,829	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,596	1,524	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,882	11,083	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,054	9,076	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,539	2,329	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,325	1,204	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	779	760	767	774	789	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,242	1,124	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	304	293	329	350	362	348	346	321	312	305	297	270
Wine, distilled spirits	949	938	831	812	800	859	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,225	1,076	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	848	738	752	737	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	685	659	664	669	685	678	672	665	673	664	660	663
Paper	467	472	445	451	456	464	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972		1971										
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	139	119	123	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	131	138	119	122	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	184	157	159	159	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	183	175	150	143	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	202	214	195	180	184	175	182	179	178	178	178	208
Electrical goods, total	175	174	188	164	175	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	157	167	149	146	154	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	188	203	175	199	216	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	157	174	145	157	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	(S)	187	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	189	207	181	176	177	159	167	159	160	167	164	175
Hardware	204	194	212	182	190	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	186	207	188	173	173	160	168	158	156	160	163	170
Lumber, construction materials, total	102	108	130	105	97	97	87	89	83	86	87	89	96
Lumber, millwork	103	109	131	101	101	99	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	184	208	178	185	180	167	182	184	174	186	183	173
Construction machinery, equipment	363	324	368	292	266	270	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	148	171	153	167	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	209	174	187	180	175	207	198	187	196	194	215
Iron, steel, and products	204	199	236	196	210	201	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	98	104	89	92	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	93	96	84	87	90	86	89	87	87	91	89	86
Groceries and related products, total	57	56	61	54	55	55	52	54	55	54	57	55	53
General-line groceries	72	73	79	70	70	71	68	68	68	69	70	69	68
Specialty-line groceries	73	65	73	64	65	69	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	120	125	103	105	106	95	99	96	112	119	103	77
Beer	70	64	74	69	71	66	55	57	54	56	60	59	51
Wine, distilled spirits	172	168	165	130	134	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	138	140	125	125	134	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	163	161	145	146	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	115	100	104	111	105	109	101	101	103	103	103
Paper	98	96	102	88	91	96	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972		1971										
	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	24,351	23,553	21,334	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,187	19,926	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,711	9,458	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,170	1,860	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,463	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	497	473	505	482	519	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,035	919	944	969	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	949	984	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,774	2,397	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,055	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	377	425	435	441	446	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,842	11,876	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,476	10,468	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,822	4,296	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,245	1,121	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	915	828	836	855	846	859	879	875	887	889	910	888
Tobacco, tobacco products	582	570	520	530	541	556	554	553	542	541	546	546	532
Dry goods, apparel	1,113	1,056	998	955	934	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	670	625	639	649	640	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,366	1,408	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,198	2,080	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,128	26,806	26,788	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,597	25,110	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,328	15,840	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,723	2,939	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,425	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	716	726	754	758	792	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,776	1,666	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,117	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,920	4,640	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,816	4
Metals, metalwork (except scrap)	1,894	1,970	1,868	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,962	1
NONDURABLE GOODS, TOTAL	11,762	11,800	10,966	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,269	9,270	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,554	2,336	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,307	1,191	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,245	1,097	1,105	1,088	1,116	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	695	668	665	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	126	124	124	121	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	124	126	123	123	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	167	162	162	156	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	172	158	150	151	146	141	159	147	153	151	155	163
Electrical goods	156	166	172	167	163	167	161	175	168	175	170	167	168
Furniture, home furnishings	142	144	153	149	157	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	172	181	177	174	170	169	171	170	174	179	171	170
Lumber, construction materials	81	94	108	104	99	95	92	94	91	92	94	94	91
Machinery, equipment, supplies	181	177	194	189	193	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	200	195	193	179	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	92	92	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	89	89	88	87	88	88	88	90	89	90	89	92
Groceries and related products	54	53	54	55	54	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	105	106	106	101	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	131	136	132	132	127	132	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	107	104	105	107	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

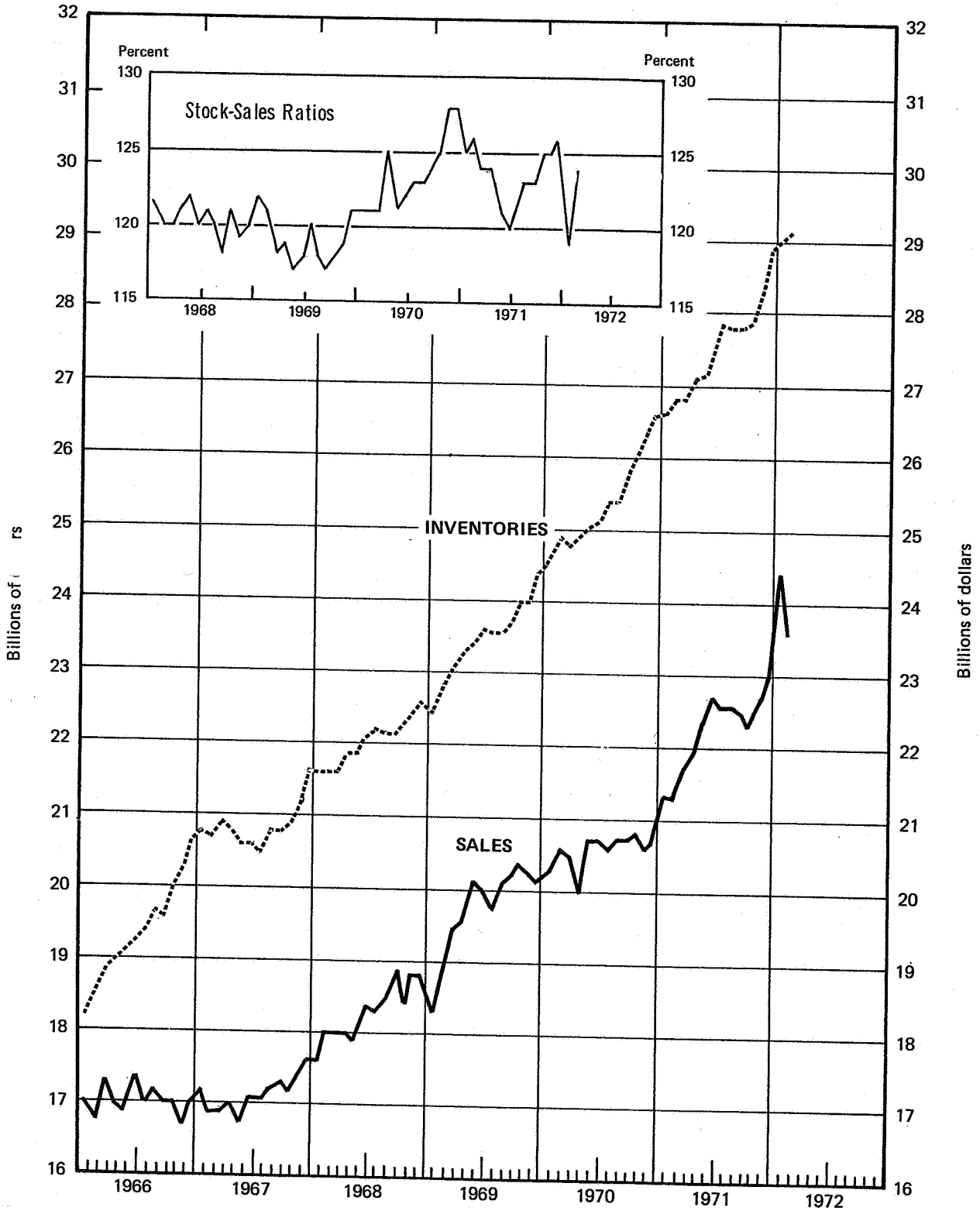


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: February 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	February 1972 from--		2 months 1972 from 2 months 1971	February 1972 from--		February 1972 from--		February 1972 from---	
	February 1971	January 1972		February 1971	January 1972	February 1971	January 1972	February 1971	January 1972
MERCHANT WHOLESALERS, TOTAL	+15	+1	+14	+8	0	+10	-3	+9	0
TOTAL (excluding farm products, raw materials)	+16	+2	+15	+10	0	+11	-3	+10	0
DURABLE GOODS, TOTAL	+17	+2	+17	+9	+1	+13	-5	9	0
Motor vehicles, automotive equipment, total	+22	0	+23	+27	+3	+17	-5	+27	+1
Automobiles, other motor vehicles	+26	-3	+28	+56	+6	-	-	-	-
Automotive equipment, tires, tubes	+18	+3	+19	+12	0	-	-	-	-
Automotive equipment	+18	+3	+18	+10	0	-	-	-	-
Electrical goods, total	+12	0	+14	+4	-1	+8	-6	+4	0
Electrical supplies, apparatus	+15	+4	+15	+8	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+9	-3	+12	+1	-1	-	-	-	-
Appliances, TV, radio sets	+5	-5	+10	-3	+2	-	-	-	-
Furniture, home furnishings, total	+9	+8	+9	-2	0	+5	-4	-1	-2
Furniture-household, office	+21	-1	+24	+6	-2	-	-	-	-
Household furniture	+13	+2	+16	+6	-3	-	-	-	-
Office furniture	+29	-3	+30	+6	0	-	-	-	-
Home furnishings, floor coverings	+4	+12	+3	-4	+1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+17	+3	+18	+7	+2	+13	-6	+7	+1
Hardware	+16	+7	+17	+6	+1	-	-	-	-
General-line hardware	+16	+7	+18	+4	+1	-	-	-	-
Plumbing and heating equipment, supplies	+19	0	+20	+7	+3	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+10	-1	+14	+9	+2	-	-	-	-
Lumber, construction materials, total	+31	-2	+38	+10	+4	+25	-12	+9	+2
Lumber, millwork	+35	-3	+44	+13	+3	-	-	-	-
Construction materials	+23	-1	+30	+4	+6	-	-	-	-
Machinery, equipment, supplies, total	+20	+8	+17	+6	-1	+16	+1	+6	-2
Commercial machines, equipment	+12	+3	+13	+10	-1	-	-	-	-
Construction machinery, equipment	+27	+17	+24	+12	+5	-	-	-	-
Industrial machinery, equipment, supplies	+24	+7	+21	+7	-6	-	-	-	-
Professional equipment, supplies	+14	+11	+11	-2	-3	-	-	-	-
Surgical, medical, hospital supplies	+10	+10	+8	+5	-1	-	-	-	-
Service-establishment equipment, supplies	+20	+9	+14	+2	-1	-	-	-	-
Metals, metalwork (except scrap), total	+16	+1	+11	+5	+1	+13	-3	+5	
Iron, steel, and products	+24	+3	+15	+5	0	-	-	-	-
Nonferrous metals	-7	-8	-3	+7	+3	-	-	-	-
Scrap, waste materials, total[2]	-8	+1	-9	+7	0	-11	-6	+8	0
Iron, steel scrap	-12	+6	-12	+11	+2	-	-	-	-
Waste materials	-2	-5	0	+2	-3	-	-	-	-
Jewelry	+10	+4	+13	(S)	(S)	+4	-8	(S)	(S)
NONDURABLE GOODS, TOTAL	+13	0	+12	+7	-1	+8	-2	+8	0
TOTAL (excluding farm products, raw materials)	+14	+2	+12	+11	0	+10	-2	+11	+1
Groceries and related products, total	+17	0	+13	+9	-2	+12	+2	+9	-1
General-line groceries	+18	0	+13	+10	+2	-	-	-	-
Voluntary groups	+26	-1	+19	+14	+5	-	-	-	-
Retailer cooperatives	+16	+2	+11	+6	+2	-	-	-	-
Nonaffiliated	+8	-2	+4	+8	-2	-	-	-	-
Specialty-line groceries	+14	+1	+12	+2	-9	-	-	-	-
Confectionery	+10	+7	+6	+8	+1	-	-	-	-
Meats, meat products	+18	-2	+15	+22	+4	-	-	-	-
Poultry, poultry products	+19	-1	+15	+15	-5	-	-	-	-
Fresh fruits, vegetables	+23	-3	+20	+24	+2	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+15	+5	+15	+11	-1	+11	-5	+10	+1
Beer	+20	+10	+16	+4	+1	-	-	-	-
Wine, distilled spirits	+11	+1	+14	+13	-1	-	-	-	-
Drugs, chemicals, allied products, total	+15	-1	+14	+14	+2	+11	-3	+13	+1
Drugs, drug proprietaries, druggists' sundries	+14	-2	+11	+15	+2	-	-	-	-
General-line drugs	+13	-5	+11	+8	+2	-	-	-	-
Paints, varnishes	+16	+4	+17	+13	+4	-	-	-	-
Other chemicals, allied products	+17	0	+19	+10	+2	-	-	-	-
Tobacco, tobacco products	+14	0	+11	+10	-1	+10	-2	+10	+2
Dry goods, apparel, total	+13	+4	+12	(S)	(S)	+6	-5	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+10	+8	+8	(S)	(S)	-	-	-	-
Dry goods, notions	+24	+6	+20	(S)	(S)	-	-	-	-
Piece goods converters	0	-9	+6	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+12	+2	+9	+4	+1	+7	0	+4	+1
Paper	+12	+3	+9	+6	+1	-	-	-	-
Stationery, office supplies	+9	-1	+8	-1	0	-	-	-	-
Farm products (raw materials), total[2]	+3	-9	+6	-9	-7	-3	-6	-10	-2
Cotton	+11	-15	+14	(S)	(S)	-	-	-	-
Grain	-3	-9	0	(S)	(S)	-	-	-	-
Other nondurable goods, total	+8	+4	+9	+5	+2	+6	-5	+6	+4
Amusement, sporting goods	+17	+15	+18	+14	+7	-	-	-	-
Books, magazines, newspapers	+1	-3	+5	+3	-2	-	-	-	-
Coal	-29	-14	-24	(S)	(S)	-	-	-	-
Farm supplies	+5	+16	+6	+32	+6	-	-	-	-

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, or 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.

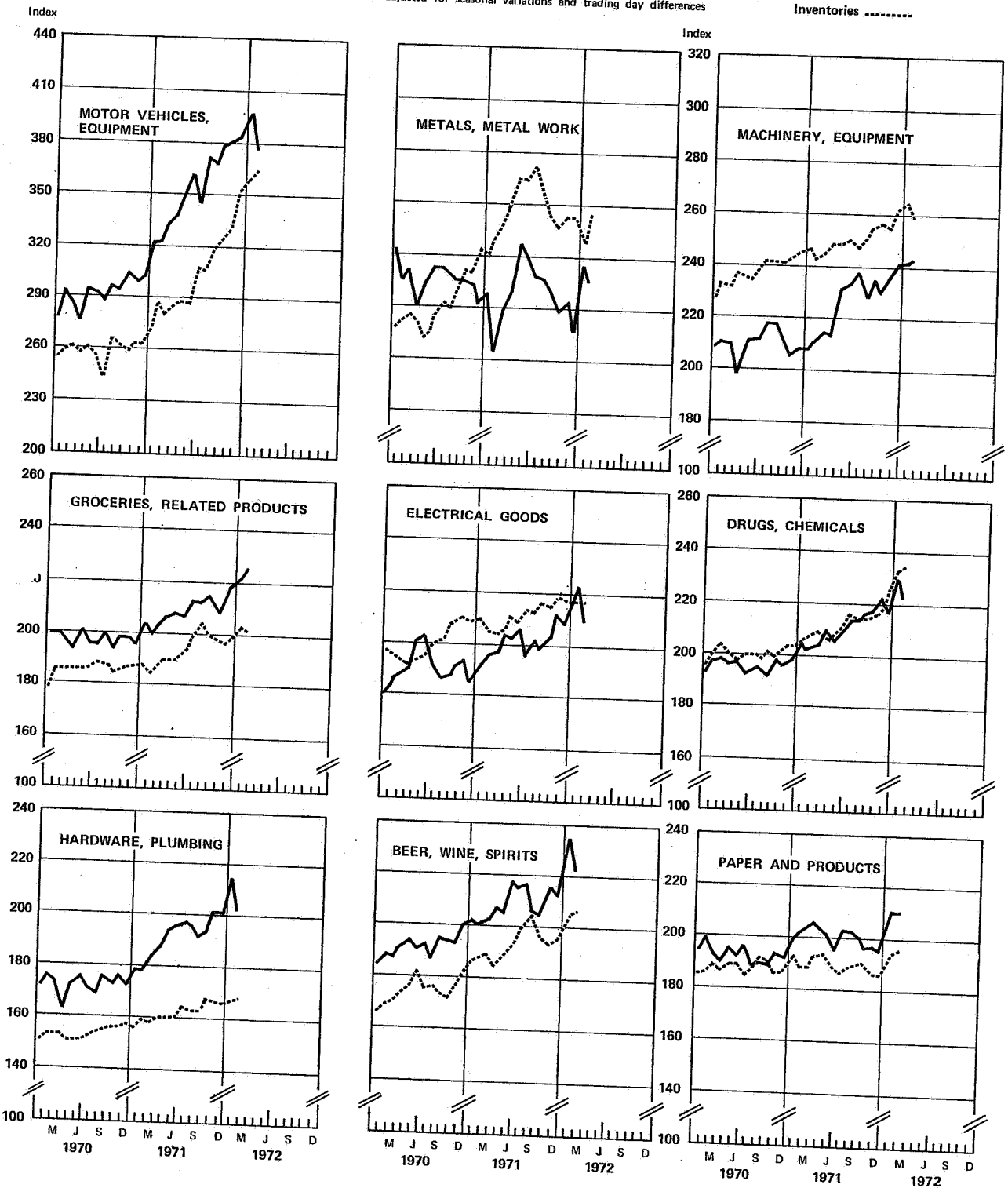
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories - - - - - - - - -



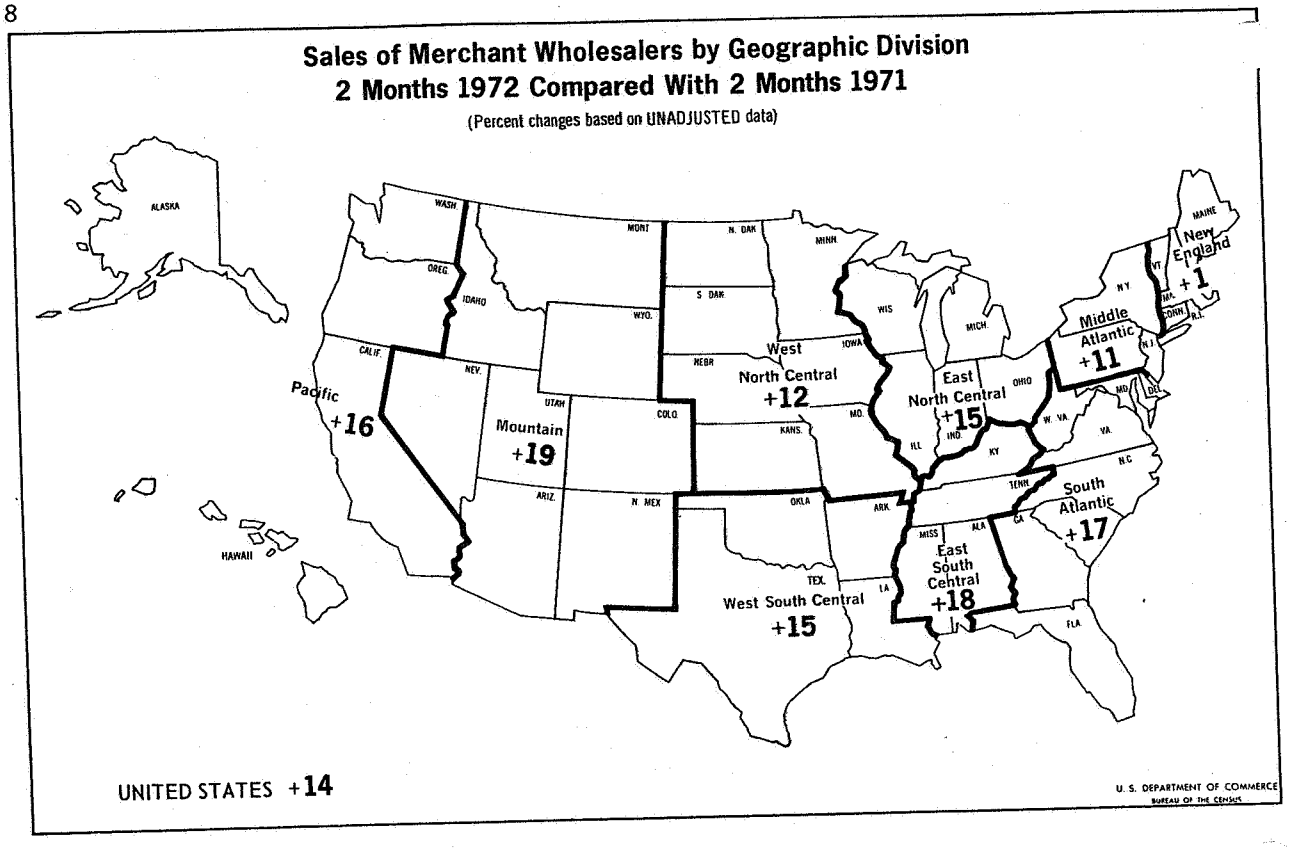


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972		1971											Total 2 months		Sampling error of the estimate	
	Jan.	Feb.[1]	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,028	19,200	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	43,784	38,381	0.8-0.9	0.8
New England	1,021	1,036	931	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,148	2,057	1,869	3-4	4
Middle Atlantic	5,790	5,920	5,292	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,298	11,710	10,567	1-2	2
East North Central	3,869	3,958	3,390	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,198	7,827	6,808	2-2	2
West North Central	1,753	1,719	1,519	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,921	3,471	3,103	2-3	2
South Atlantic	2,313	2,368	2,046	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,517	4,682	4,019	2-3	3
East South Central	1,263	1,221	1,018	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,373	2,485	2,106	4-6	5
West South Central	1,924	2,049	1,750	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,936	2,011	3,974	3,442	2-5	3
Mountain	683	690	580	682	689	667	736	736	742	713	707	707	719	1,373	1,155	3-5	4
Pacific	3,139	3,067	2,674	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,470	6,207	5,328	2-4	3
DURABLE GOODS, TOTAL	9,725	9,965	8,502	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	19,696	16,773	1.3-1.6	1.5
New England	453	468	391	444	461	484	520	459	506	481	466	486	481	921	784	4-6	5
Middle Atlantic	2,217	2,330	2,091	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,470	4,548	4,112	2-4	3
East North Central	1,838	1,857	1,571	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,948	3,695	3,156	2-5	3
West North Central	627	621	541	659	688	669	714	694	726	725	724	706	678	1,248	1,071	4-7	5
South Atlantic	1,175	1,219	990	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	2,393	1,955	3-6	4
East South Central	470	456	414	470	511	524	569	496	565	552	527	507	507	926	832	5-7	6
West South Central	951	1,045	843	961	986	987	1,078	1,029	1,067	1,030	1,000	990	977	1,996	1,638	2-5	3
Mountain	334	339	283	349	354	324	384	385	379	349	352	352	349	673	534	5-8	5
Pacific	1,662	1,635	1,378	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,837	3,297	2,693	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,063	10,698	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	24,089	21,608	1.2-1.5	1.2
New England	568	569	541	637	623	582	638	655	670	636	610	646	667	1,136	1,086	6-8	6
Middle Atlantic	3,573	3,589	3,200	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,829	7,162	6,456	2-2	2
East North Central	2,031	2,101	1,819	2,079	2,004	2,036	2,120	2,043	2,121	2,168	2,092	2,195	2,249	4,132	3,651	2-4	3
West North Central	1,126	1,098	978	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,243	2,224	2,032	3-5	3
South Atlantic	1,139	1,150	1,056	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,287	2,289	2,064	3-5	4
East South Central	793	766	604	739	679	706	694	709	709	683	683	814	866	1,559	1,274	4-6	5
West South Central	973	1,005	907	952	913	936	962	897	930	1,001	963	947	1,033	1,978	1,804	4-6	4
Mountain	349	351	297	332	335	343	352	351	362	364	355	355	370	700	621	3-6	5
Pacific	1,478	1,432	1,297	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,633	2,910	2,635	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: February 1972

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

Kind of business and geographic division[1]	Percent change in-- Sales: February 1972 from-- February 1971	Sales: February 1972 from-- January 1972	Sales: 2 months 1972 from 2 months 1971	Inventories: February 1972 from-- February 1971	Inventories: February 1972 from-- January 1972	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
MERCHANT WHOLESALERS, TOTAL	+15	+1	+14	+8	0	0.8	0.4	0.5-0.9	0.8	0.2
New England	+11	+2	+1	+4	0	4.2	1.9	2.2-3.4	2.9	0.9
Middle Atlantic	+12	+2	+11	+6	-1	1.6	0.5	1.1-1.3	1.6	0.4
East North Central	+17	+2	+15	+8	0	2.0	0.7	1.0-1.7	1.5	0.4
West North Central	+13	-2	+12	+7	+3	2.7	1.4	1.1-2.3	2.2	0.7
South Atlantic	+15	+2	+17	+4	0	2.0	1.7	0.8-1.2	2.3	0.5
East South Central	+20	-3	+18	+8	-2	3.1	1.3	1.6-2.7	2.4	0.7
West South Central	+17	+6	+15	+8	-1	2.8	1.2	1.2-2.1	2.5	0.7
Mountain	+18	+1	+19	+17	+2	4.2	2.4	1.4-4.0	4.9	1.2
Pacific	+15	-2	+16	+17	-1	2.4	1.5	1.2-2.5	2.8	0.6
Durable goods, total	+17	+2	+17	+9	+1	1.1	0.8	0.5-0.9	1.0	0.2
New England	+20	+3	+18	+6	0	6.1	2.9	3.0-3,9	3.5	1.0
Middle Atlantic	+11	+5	+11	+3	0	2.2	1.2	0.9-2.0	2.6	0.6
East North Central	+18	+1	+17	+8	0	2.8	1.3	1.5-2.4	1.9	0.5
West North Central	+15	-1	+17	+12	+3	4.1	2.3	1.8-3.2	3.3	0.8
South Atlantic	+23	+4	+22	+6	+2	3.7	2.1	1.6-1.9	2.6	0.8
East South Central	+10	-3	+11	+10	+2	4.5	2.2	2.6-5.0	4.2	0.7
West South Central	+24	+10	+22	+10	0	3.6	1.9	1.7-2.4	2.8	0.8
Mountain	+20	+1	+26	+19	+1	7.0	3.9	2.8-5.3	5.4	1.1
Pacific	+19	-2	+22	+21	+1	3.2	3.1	1.8-2.7	3.0	0.7
Nondurable goods, total	+13	0	+12	+7	-1	1.0	0.5	0.7-1.4	1.4	0.4
New England	+5	0	+5	+2	0	5.5	2.4	3.1-5.2	6.6	1.6
Middle Atlantic	+12	0	+11	+10	-1	1.9	0.9	1.4-1.6	1.8	0.9
East North Central	+15	+3	+13	+10	0	2.4	1.0	1.2-2.0	2.8	0.8
West North Central	+12	-2	+9	+2	+3	3.2	1.8	1.5-3.0	3.3	1.4
South Atlantic	+8	+1	+11	+1	-2	2.1	1.1	0.9-1.7	2.9	0.9
East South Central	+27	-3	+22	+7	-5	4.2	1.6	2.5-3.3	3.0	1.0
West South Central	+10	+3	+10	+4	-2	3.2	1.6	1.4-2.6	8.2	1.4
Mountain	+16	+1	+13	+13	+4	4.9	2.2	2.5-5.3	6.2	2.6
Pacific	+10	-3	+10	+10	-4	3.6	1.8	1.7-3.5	5.7	0.9
Automotive equipment, tire, tubes	+18	+3	+19	+12	0	3	2	2-3	3	2
New England	(S)	(S)	(S)	(S)	-3	-	-	-	-	2
Middle Atlantic	(S)	(S)	+6	-10	-11	9	4	3-6	9	1
East North Central	+19	-1	+19	+3	0	8	4	4-7	6	1
West North Central	(S)	0	+11	(S)	+3	-	5	3-9	-	1
South Atlantic	(S)	+5	+20	+16	+6	-	4	5-5	7	1
East South Central	+29	+3	+22	+12	0	9	4	3-9	9	2
West South Central	+8	+4	+11	+8	+4	9	6	3-5	9	1
Mountain	(S)	+13	+35	+12	0	-	5	5-7	9	1
Pacific	(S)	+10	+34	+45	1	-	3	4-8	8	2
Electrical supplies, apparatus	+15	+4	+15	+8	0	3	1	2-2	3	1
New England	(S)	-2	+23	+9	-1	-	4	5-6	9	1
Middle Atlantic	0	+2	+7	-5	0	9	4	4-7	8	1
East North Central	+22	0	+20	+14	0	7	2	4-5	7	1
West North Central	+27	+13	+21	+10	-1	9	5	4-7	6	2
South Atlantic	+7	+6	+6	+4	-1	6	2	2-5	6	1
East South Central	+7	-8	+16	(S)	+6	9	3	3-5	-	2
West South Central	+38	+12	(S)	+12	+4	-	2	-	9	2
Mountain	(S)	+6	(S)	(S)	-2	-	4	-	-	1
Pacific	+16	+12	+17	+22	-5	6	4	3-4	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+9	-3	+12	+1	-1	3	2	2-3	3	1
New England	(S)	(S)	+11	(S)	0	-	-	6-8	-	2
Middle Atlantic	+5	0	+11	+4	-6	9	4	4-8	5	2
East North Central	+14	-8	+17	-3	+2	7	4	4-4	6	2
West North Central	+6	-9	+8	(S)	+5	9	4	4-6	-	3
South Atlantic	-10	-3	(S)	-5	+3	6	3	-	8	3
East South Central	(S)	-1	+34	(S)	-4	-	5	4-7	-	2
West South Central	+33	+4	+24	(S)	+2	9	3	5-8	-	1
Mountain	(S)	-2	(S)	(S)	+9	-	6	-	-	5
Pacific	+10	+2	+9	+2	-3	8	3	4-7	7	2
Furniture, home furnishings, total	+9	+8	+9	-2	0	4	3	2-3	3	1
New England	(S)	+4	(S)	(S)	-12	-	5	-	-	2
Middle Atlantic	+6	+14	+6	(S)	(S)	?	4	2-5	6	1
East North Central	(S)	+9	(S)	-12	-2	-	4	-	9	2
West North Central	(S)	+3	(S)	(S)	+6	-	5	-	-	3
South Atlantic	(S)	(S)	(S)	(S)	-5	-	-	-	-	2
East South Central	(S)	(S)	+17	(S)	+6	-	-	5-7	-	2
West South Central	(S)	(S)	(S)	(S)	+4	-	-	-	-	3
Mountain	+13	+8	+12	-9	+1	8	6	4-5	7	3
Pacific	+16	+7	+17	+6	+1	2	2	1-2	2	1
Hardware	(S)	(S)	(S)	(S)	+4	-	-	-	-	2
New England	+14	+5	+15	+2	+1	6	4	4-5	7	1
Middle Atlantic	+13	+12	+11	+11	+5	5	3	2-4	5	1
East North Central	+33	+9	+30	+14	+3	8	3	2-6	5	1
West North Central	+40	+7	+36	+2	-6	9	3	4-5	8	1
South Atlantic	+3	-1	+12	-9	+4	5	1	4-9	6	1
East South Central	(S)	+1	+24	+19	+2	-	4	5-7	8	1
West South Central	+6	+3	+12	(S)	0	9	4	4-6	-	2
Pacific	+19	0	+20	+7	+3	3	2	2-3	3	1
Plumbing and heating equipment, supplies	(S)	(S)	+9	(S)	-1	-	-	5-9	-	2
New England	+24	-5	+21	+1	+1	8	4	4-7	8	1
Middle Atlantic	+17	-2	+20	+4	+2	6	4	2-4	5	1
East North Central										

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 1972—Continued

(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 1972 from--		2 months 1972 from 2 months 1971	February 1972 from--						
	February 1971	January 1972		February 1971	January 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	-14	(S)	+4	-	-	3-6	-	2
South Atlantic	+41	-6	+39	(S)	+8	9	4	3-7	-	1
East South Central	(S)	+2	+6	(S)	+4	-	6	5-8	-	3
West South Central	(S)	-6	+20	(S)	+1	-	5	6-7	-	2
Pacific	+34	+23	+29	+10	+2	8	5	4-6	6	2
Lumber, construction materials, total	+31	-2	+38	+10	+4	4	2	2-4	3	1
New England	(S)	-2	+14	(S)	+2	-	6	7-8	-	3
Middle Atlantic	+27	-8	+35	0	+1	8	5	3-7	9	2
East North Central	+52	+1	+52	+14	+2	9	2	3-7	6	2
West North Central	+37	+4	+42	+23	+5	9	4	3-8	9	2
South Atlantic	+37	-10	+49	(S)	+4	8	3	4-5	-	2
West South Central	(S)	+5	+61	(S)	+14	-	6	4-5	-	2
Mountain	(S)	-6	(S)	(S)	+9	-	5	-	-	2
Pacific	+13	-1	+26	+6	+4	7	4	4-8	7	2
Industrial machinery, equipment supplies distribution	+24	+7	+21	+7	-6	5	3	2-3	3	1
New England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	5
East North Central	(S)	+6	+11	+6	-6	-	2	4-7	8	1
South Atlantic	(S)	(S)	+15	(S)	-1	-	-	5-7	-	2
East South Central	(S)	(S)	+2	(S)	-3	-	-	6-9	-	6
West South Central	+47	+26	(S)	+4	-13	9	5	-	2	1
General-line grocery wholesalers	+18	0	+13	+10	+2	2	1	1-1	2	1
New England	(S)	0	(S)	(S)	+7	-	2	-	-	2
Middle Atlantic	+20	+3	+14	+13	+1	4	1	2-2	7	2
East North Central	+24	+2	+17	+15	+1	6	1	2-4	6	2
West North Central	+16	+2	+8	+12	+1	4	1	2-3	5	1
South Atlantic	+2	+2	+7	-13	+1	7	3	3-3	7	2
East South Central	+26	-3	+17	+20	+2	6	2	2-4	9	2
West South Central	+14	-1	+11	+5	+5	8	1	3-4	9	2
Mountain	+19	0	+8	+18	+9	5	1	2-3	9	1
Pacific	+8	-8	+6	+5	-2	6	1	2-4	6	3
Specialty-line grocery wholesalers	+14	+1	+12	+2	-9	3	2	2-2	4	1
Middle Atlantic	+10	+3	+8	+10	-10	6	3	3-5	6	
East North Central	+23	-5	+18	+6	-8	7	3	4-6	9	
West North Central	-9	+5	(S)	-5	-1	9	3	-	9	-
South Atlantic	+18	+10	+14	-6	-11	8	4	4-6	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	-	-	-	-	3
West South Central	(S)	+5	(S)	(S)	(S)	-	6	-	-	-
Mountain	(S)	+5	(S)	(S)	+4	-	6	-	-	2
Pacific	(S)	-6	+2	(S)	-7	-	5	6-8	-	3
Fresh fruit, vegetable wholesalers	+23	-3	+20	+24	+2	4	2	2-3	5	2
New England	(S)	-1	+25	(S)	(S)	-	3	7-8	-	-
Middle Atlantic	+25	-1	+23	+49	+5	8	4	4-5	8	3
East North Central	+22	0	+22	+8	+3	7	2	3-7	9	3
West North Central	(S)	+4	+17	+12	+3	-	4	5-9	8	4
South Atlantic	(S)	0	+13	(S)	+3	-	4	6-9	-	4
East South Central	(S)	-10	-11	(S)	-4	-	6	5-6	-	5
West South Central	(S)	-1	+46	(S)	0	-	4	6-9	-	4
Mountain	(S)	-21	(S)	(S)	+1	-	5	-	-	5
Pacific	+32	-8	(S)	+32	+1	9	4	-	9	4
Drug wholesalers (general and specialty lines)	+14	-2	+11	+15	+2	3	1	2-4	3	1
New England	(S)	+3	+5	(S)	+1	-	4	5-9	-	2
Middle Atlantic	+11	+1	+7	+14	+3	8	3	4-7	6	2
East North Central	+13	-3	+12	+13	-1	5	3	4-8	8	3
West North Central	+18	-9	+15	+22	+9	9	3	6-8	8	3
South Atlantic	+13	0	+11	+15	+7	7	3	4-9	9	2
East South Central	(S)	+2	+8	(S)	+1	-	3	5-6	-	3
West South Central	+5	-2	+7	+4	+2	6	2	2-4	8	2
Mountain	(S)	-11	+27	(S)	+5	-	1	4-6	-	2
Pacific	+22	-1	+18	+32	-3	8	3	6-6	7	2
Tobacco distributors	+14	0	+11	+10	-1	2	1	1-2	3	1
New England	(S)	+5	(S)	+51	+13	-	3	-	9	1
Middle Atlantic	+9	-3	+9	(S)	(S)	5	2	3-4	6	1
East North Central	+17	+4	+11	+11	+2	7	2	3-5	7	2
West North Central	+7	-6	+2	(S)	-3	9	2	4-8	-	2
South Atlantic	+29	0	+24	+9	+1	6	2	3-5	8	1
East South Central	-14	-2	-6	-21	-2	8	3	4-6	9	2
West South Central	+13	-2	+11	0	-2	8	2	4-6	8	2
Mountain	(S)	+8	0	(S)	+6	-	3	4-9	-	6
Pacific	+14	+1	+9	(S)	-8	9	2	2-5	-	4
Dry goods, apparel wholesalers	+13	+4	+12	(S)	(S)	4	2	2-2	3	1
New England	(S)	+5	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+12	+2	+11	(S)	(S)	5	3	2-3	3	1
East North Central	(S)	(S)	+48	(S)	(S)	-	-	6-8	-	2
South Atlantic	(S)	+15	(S)	(S)	(S)	-	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 March, June, September and December. Generally the variances are near the upper limit for the early months of the year but decrease as the sales accumulate. For examples of the use of these sampling errors see Use of Sampling Errors page 13.

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 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials)....[2].....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	88.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.5	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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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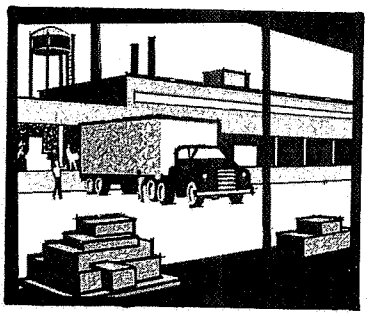


A UNITED STATES PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: May 1972

MARCH 1972

BW-72-3

Sales– March 1972 sales of merchant wholesalers were estimated at $24.7 billion. After adjustment for seasonal variations and trading day differences but not for price changes, March sales were $23.6 billion, virtually unchanged from last month but 9 percent above March 1971. Adjusted January-through-March average sales were 5 percent above the prior 3 months and were 11 percent above the average sales for the comparable months of a year ago.

After adjustment, March sales in the durable goods trades increased 3 percent from the previous month and 13 percent from March 1971. Nondurable goods sales were down 1 percent from February but were 6 percent above the same month a year ago. Average monthly sales in the durable goods group during the January-through-March period were 4 percent above the prior 3 months and 15 percent above the average of the comparable period a year ago. Three months' average sales for the nondurable goods group were 6 percent above the average for the October-through-December period and were 8 percent above the average for the same period a year ago.

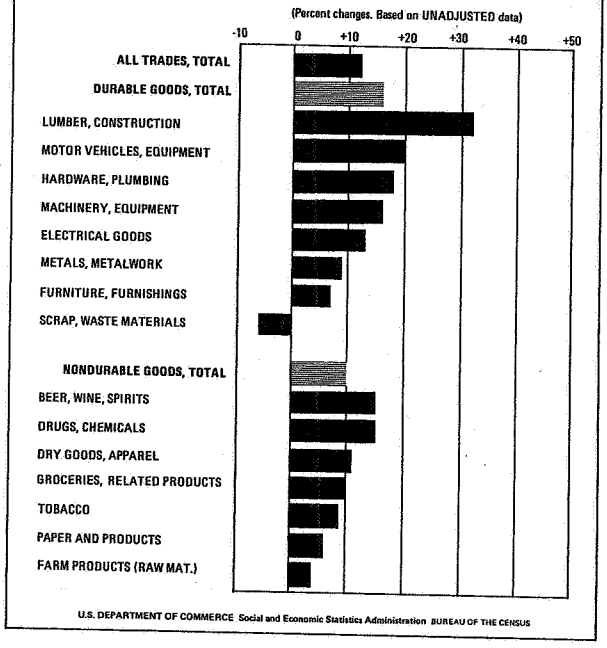
Based on adjusted data, most trade groups showed increases from the previous month sales levels with the larger gains shown in scrap, waste materials (7%) and metals, metalwork (5%). The larger decreases were noted in farm products, raw materials (-9%) and groceries, related products (-5%). Compared with sales a year ago, all trade groups showed increases except scrap waste materials (-3%) and farm products, raw materials (-3%). Among the larger increases were lumber, construction materials (22%) and motor vehicles, automotive equipment (16%).

Inventories–Total inventories of merchant wholesalers were valued at $29.2 billion at the end of March. After adjustment for seasonal variations, March inventories were virtually unchanged from February but were 9 percent over the same month last year. Durable goods stocks decreased 0.4 percent from last month but were 9 percent above March 1971. Nondurable goods stocks were virtually unchanged from last month 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 6 trade groups showing gains, 7 indicating declines, and 2 no change. The largest increase was noted in farm products, raw materials (5%) while the larger declines were in scrap, waste materials (-5%) and furniture, home furnishings (-4%). Changes from the year-ago levels were more substantial with all trades showing increases except furniture, home furnishings (-6%), farm products raw materials (-5%), and metals, metalwork (-1%). Among the sharper increases were motor vehicles, automotive equipment (25%) and lumber, construction materials (14%).

Stock-Sales Ratio–The March stock-sales ratio for merchant wholesalers, based on adjusted data, was 123 percent, 1 point below both the previous month and the March 1971 ratio. The stock-sales ratio for durable goods was 157 percent, down 5 points from both the previous month and year-ago ratios. The ratio for nondurable goods was 94 percent, up 2 points from both the previous month and year-ago ratios

Sales of Merchant Wholesalers in Selected Kinds of Business 3 Months 1972 Compared With 3 Months 1971



An advance release of March 1972 data was issued on May 8, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972			1971										Total 3 months	
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,663	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	68,432	60,888
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,264	21,064	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,088	64,237	56,862
DURABLE GOODS, TOTAL	9,725	9,951	11,376	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	31,055	26,858
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,281	1,950	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,066	6,313	5,255
Automotive equipment, tires, tubes	1,026	1,036	1,179	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	3,240	2,766
Automotive equipment	904	923	1,029	876	919	923	999	980	996	1,000	1,003	1,003	884	2,856	2,427
Electrical goods, total	1,362	1,385	1,522	1,375	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,554	4,270	3,774
Electrical supplies, apparatus	569	613	670	577	596	591	663	628	645	646	661	677	664	1,852	1,584
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	852	799	711	679	801	745	803	851	869	905	890	2,418	2,190
Appliances, TV, radio sets	534	529	588	552	490	466	564	527	568	589	603	625	612	1,651	1,498
Furniture, home furnishings, total	414	452	548	525	486	495	549	518	567	563	577	525	498	1,414	1,317
Furniture-household, office	(S)	135	160	133	131	124	140	133	148	144	146	(S)	(S)	434	358
Home furnishings, floor coverings	(S)	317	388	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	339	980	959
Hardware, plumbing, heating equipment, supplies, total	924	956	1,084	938	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	2,964	2,521
Hardware	356	386	425	380	370	357	391	367	387	399	385	395	361	1,167	1,009
General-line hardware	202	219	243	216	208	199	222	213	226	234	225	227	202	665	570
Plumbing and heating, supplies	462	463	521	437	480	487	538	517	532	528	539	520	484	1,446	1,208
Air conditioning, refrigeration equipment, supplies	105	107	138	121	137	141	169	158	153	132	122	127	118	351	304
Lumber, construction materials, total	1,051	1,026	1,197	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	3,274	2,477
Lumber, millwork	678	663	788	632	657	657	774	747	825	798	752	743	701	2,129	1,559
Construction materials	373	363	409	345	402	415	459	429	455	443	456	429	384	1,145	918
Machinery, equipment, supplies, total	2,429	2,612	2,965	2,595	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,799	8,006	6,917
Construction machinery, equipment	373	421	556	442	498	479	492	490	457	453	454	447	463	1,350	1,096
Industrial machinery, equipment, supplies	1,211	1,257	1,364	1,200	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,358	3,832	3,275
Professional equipment, supplies	344	384	424	397	353	373	431	370	395	409	389	377	411	1,152	1,051
Service-establishment equipment, supplies	155	(S)	(S)	167	168	159	176	167	177	178	168	174	172	507	451
Metals, metalwork (except scrap), total	1,006	988	1,163	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	939	3,157	2,907
Iron, steel, and products	778	776	895	800	812	836	864	752	797	771	736	770	726	2,448	
Nonferrous metals	229	212	268	(S)	(S)	274	286	(S)	(S)	(S)	248	229	213	709	
Scrap, waste materials, total	369	390	453	481	474	455	448	374	384	359	378	364	363	1,213	1,284
Iron, steel scrap	210	234	275	299	285	271	270	226	220	207	222	212	210	719	791
Waste materials	159	156	178	182	189	184	178	147	163	152	156	151	153	494	493
NONDURABLE GOODS, TOTAL	12,031	12,061	13,287	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	37,377	34,030
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,888	10,979	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,610	33,181	30,004
Groceries and related products, total	4,509	4,447	4,774	4,521	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,766	13,730	12,454
General-line groceries	1,810	1,774	1,915	1,821	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,913	5,500	5,031
Specialty-line groceries	1,178	1,205	1,237	1,202	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	3,620	3,315
Confectionery	85	92	103	96	92	89	96	91	96	100	100	96	94	280	263
Meat, meat products	896	849	942	886	827	897	890	865	839	908	829	850	917	2,687	2,429
Poultry, poultry products	200	193	217	184	182	188	195	190	192	197	181	203	219	611	528
Fresh fruits, vegetables	340	333	360	331	332	355	404	414	347	337	332	365	363	1,033	887
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,296	1,105	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,528	3,309	2,865
Beer	432	461	545	480	496	546	628	607	600	559	506	501	531	1,439	1,263
Wine, distilled spirits	552	568	750	626	595	601	690	608	673	636	659	772	996	1,870	1,602
Drugs, chemicals, allied products, total	897	893	1,005	879	869	821	872	839	899	916	909	914	919	2,795	2,438
Drugs, drug proprietaries, sundries	530	516	577	520	504	468	494	480	524	543	555	551	566	1,623	1,465
General-line drugs	243	229	241	239	228	211	227	224	242	244	239	242	241	713	666
Paints, varnishes	39	40	48	42	44	45	49	48	50	47	45	44	39	127	102
Other chemicals, allied products	328	336	381	321	325	311	332	314	328	(S)	312	323	314	1,045	871
Tobacco, tobacco products	522	509	570	526	537	547	581	568	562	568	538	544	586	1,601	1,466
Dry goods, apparel, total	996	1,017	1,106	996	911	851	1,003	935	1,120	1,095	1,060	1,040	971	3,119	2,814
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	1,432	1,344
Dry goods, notions	(S)	394	426	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	1,204	1,003
Paper, paper products, excluding wallpaper, total	626	628	690	664	641	618	644	615	659	668	642	640	644	1,944	1,828
Paper	475	479	530	513	502	484	504	479	514	512	485	475	481	1,484	1,400
Stationery, office supplies	151	150	160	152	139	135	140	137	145	156	157	164	164	460	428
Farm products (raw materials), total	1,437	1,360	1,399	1,443	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,566	4,196	4,027
Grain	936	894	969	1,057	806	959	909	868	885	896	789	1,034	1,015	2,799	2,846
Other nondurable goods, total	2,057	2,179	2,447	2,287	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,196	6,683	6,199
Books, magazines, newspapers	142	143	166	147	136	134	149	161	159	154	161	160	159	451	412

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.

[2]The automotive group is subject to a high sampling variability of 11 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972			1971									
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,218	26,873	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,476	25,036	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,334	15,814	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,695	2,926	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,122	1,976	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,456	2,259	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	935	861	873	907	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,521	1,398	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	715	762	762	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	530	551	548	603	599	(S)	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,894	1,697	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	776	692	703	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	911	820	829	843	858	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,177	1,028	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	770	635	660	652	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,878	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,403	1,288	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,876	1,833	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,872	1,885	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,536	1,571	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,884	11,060	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,142	9,223	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,603	2,424	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,336	1,282	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	836	767	774	789	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,285	1,141	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	329	350	362	348	346	321	312	305	297	270
Wine, distilled spirits	949	940	959	812	800	859	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,235	1,099	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	835	752	737	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	675	664	669	685	678	672	665	673	664	660	663
Paper	467	459	463	451	456	464	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972			1971									
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	119	119	123	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	119	122	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	153	157	159	159	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	166	150	143	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	195	180	184	175	182	179	178	178	178	208
Electrical goods, total	175	172	161	164	175	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	149	146	154	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	178	175	199	216	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	159	130	145	157	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	141	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	175	181	176	177	159	167	159	160	167	164	175
Hardware	204	192	183	182	190	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	175	188	173	173	160	168	158	156	160	163	170
Lumber, construction materials, total	102	110	98	105	97	97	87	89	83	86	87	89	96
Lumber, millwork	103	110	98	101	101	99	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	178	185	180	167	182	184	174	186	183	173
Construction machinery, equipment	363	328	252	292	266	270	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	153	167	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	161	174	187	180	175	207	198	187	196	194	215
Iron, steel, and products	204	200	172	196	210	201	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	89	92	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	84	87	90	86	89	87	87	91	89	86
Groceries and related products, total	57	57	54	54	55	55	52	54	55	54	57	55	53
General-line groceries	72	73	70	70	70	71	68	68	68	69	70	69	68
Specialty-line groceries	73	69	68	64	65	69	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	99	103	105	106	95	99	96	112	119	103	77
Beer	70	65	60	69	71	66	55	57	54	56	60	59	51
Wine, distilled spirits	172	166	128	130	134	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	125	125	134	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	145	146	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	100	104	111	105	109	101	101	103	103	103
Paper	98	96	87	88	91	96	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972			1971									
	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	24,351	23,533	23,621	21,676	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,326	20,346	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	10,973	9,736	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,224	1,914	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,510	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	511	505	482	519	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,080	944	969	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,205	984	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,774	2,439	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,084	995	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	423	435	441	446	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,648	11,940	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,354	10,610	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,547	4,351	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,293	1,125	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	955	836	855	846	859	879	875	887	889	910	888
Tobacco, tobacco products	582	554	567	530	541	556	554	553	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,042	955	934	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	658	639	649	640	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,295	1,330	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,291	2,174	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,106	26,788	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,528	25,107	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,277	15,780	16,025	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,579	2,871	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,476	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	705	754	758	792	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,866	1,674	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,164	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,888	4,617	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,816	
Metals, metalwork (except scrap)	1,894	1,928	1,946	1,941	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,962	
NONDURABLE GOODS, TOTAL	11,762	11,827	11,829	11,008	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,229	9,327	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,564	2,395	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,332	1,190	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,236	1,105	1,088	1,115	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	676	665	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	123	124	124	121	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	123	123	123	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	157	162	162	156	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	161	150	151	146	141	159	147	153	151	155	163
Electrical goods	156	164	164	167	163	167	161	175	168	175	170	167	168
Furniture, home furnishings	142	146	138	149	157	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	173	177	174	170	169	171	170	174	179	171	170
Lumber, construction materials	81	95	97	104	99	95	92	94	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	189	193	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	180	195	193	179	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	94	92	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	90	88	87	88	88	88	90	89	90	89	92
Groceries and related products	54	54	56	55	54	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	103	106	101	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	132	127	132	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	104	105	107	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

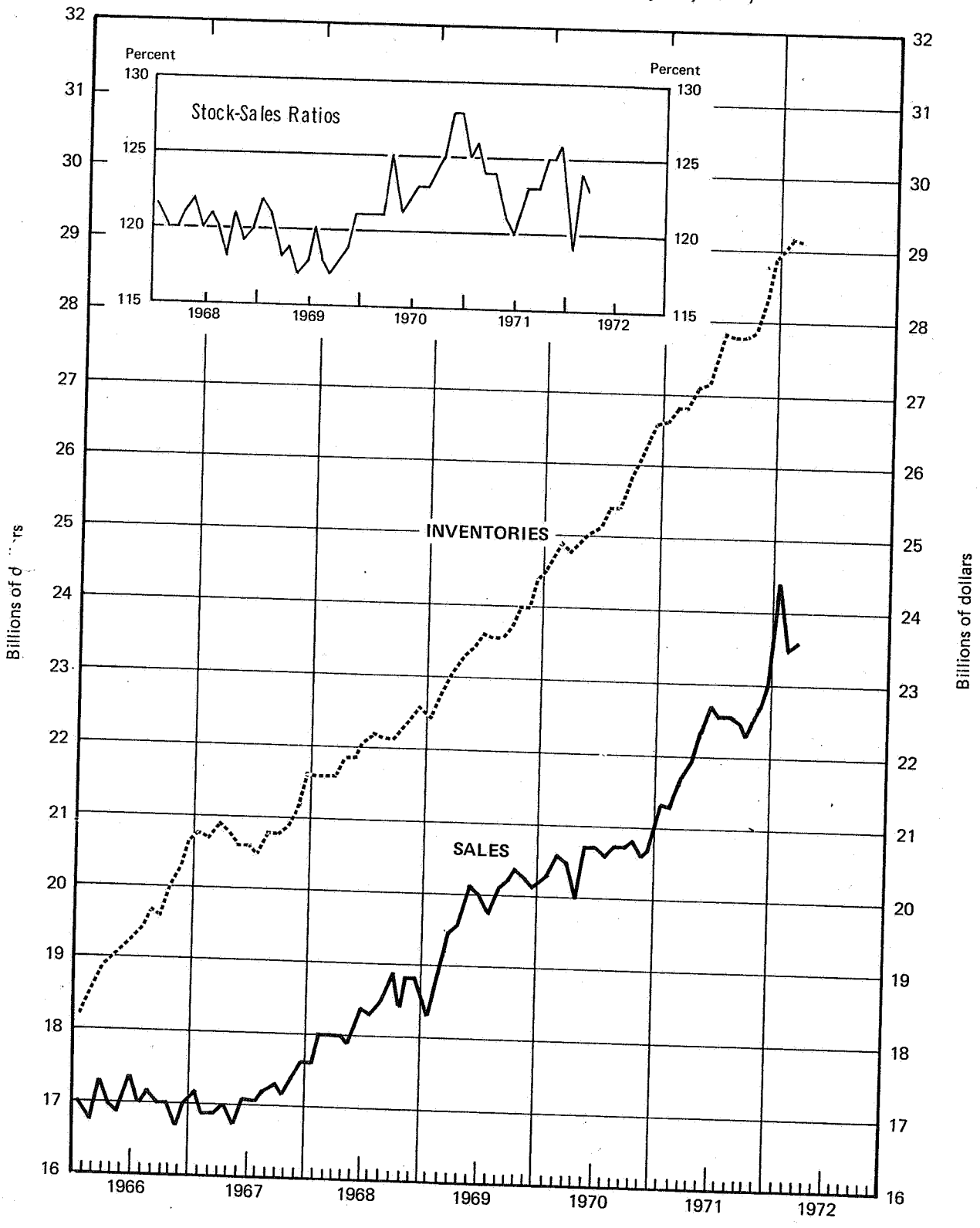


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: March 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	March 1972 from--		3 months 1972 from 3 months 1971	March 1972 from--		March 1972 from--		March 1972 from--	
	March 1971	February 1972		March 1971	February 1972	March 1971	February 1972	March 1971	February 1972
MERCHANT WHOLESALERS, TOTAL	+10	+12	+12	+9	0	+9	0	+9	0
TOTAL (excluding farm products, raw materials)	+10	+13	+13	+10	+1	+10	+1	+10	-1
DURABLE GOODS, TOTAL	+13	+14	+16	+10	+1	+13	+3	+9	0
Motor vehicles, automotive equipment, total	+17	+15	+20	+25	-1	+16	+5	+25	-3
Automobiles, other motor vehicles	(S)	+15	+23	(S)	-1	-	-	-	-
Automotive equipment, tires, tubes	+16	+14	+17	+7	0	-	-	-	-
Automotive equipment	+17	+12	+18	+8	0	-	-	-	-
Electrical goods, total	+11	+10	+13	+9	+3	+11	+1	+9	+2
Electrical supplies, apparatus	+16	+9	+17	+8	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+7	+10	+10	+9	+4	-	-	-	-
Appliances, TV, radio sets	+6	+11	+10	+12	+6	-	-	-	-
Furniture, home furnishings, total	+4	+21	+7	-6	0	+1	+2	-6	-4
Furniture-household, office	+20	+18	+21	+5	+1	-	-	-	-
Household furniture	+14	+15	+16	+9	+3	-	-	-	-
Office furniture	+25	+21	+26	+1	-1	-	-	-	-
Home furnishings, floor coverings	(S)	+22	+2	(S)	-1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+16	+13	+18	+12	+4	+14	+3	+11	+3
Hardware	+12	+10	+16	+12	+5	-	-	-	-
General-line hardware	+12	+11	+17	+14	+5	-	-	-	-
Plumbing and heating equipment, supplies	+19	+13	+20	+11	+3	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+14	+28	+15	+13	+4	-	-	-	-
Lumber, construction materials, total	+22	+17	+32	+14	+4	+22	+2	+14	+3
Lumber, millwork	+25	+19	+36	+21	+6	-	-	-	-
Construction materials	+18	+12	+25	+4	+1	-	-	-	-
Machinery, equipment, supplies, total	+14	+14	+16	+5	0	+14	+1	+6	-1
Commercial machines, equipment	+20	+7	+18	+14	0	-	-	-	-
Construction machinery, equipment	+26	+32	+23	+9	+2	-	-	-	-
Industrial machinery, equipment, supplies	+14	+8	+17	+2	-1	-	-	-	-
Professional equipment, supplies	+7	+10	+10	+3	0	-	-	-	-
Surgical, medical, hospital supplies	+3	+10	+7	+7	0	-	-	-	-
Service-establishment equipment, supplies	+10	+8	+12	+4	+2	-	-	-	-
Metals, metalwork (except scrap), total	+7	+18	+9	-1	0	+9	+5	-1	
Iron, steel, and products	+12	+15	+13	-2	-1	-	-	-	-
Nonferrous metals	-5	+26	-3	+7	+1	-	-	-	-
Scrap, waste materials, total[2]	-6	+16	-6	+4	-2	-3	+7	+5	-5
Iron, steel scrap	-8	+17	-9	+15	0	-	-	-	-
Waste materials	-2	+14	0	-10	-6	-	-	-	-
Jewelry	-1	+9	+10	(S)	(S)	+2	-1	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	+10	+10	+7	0	+6	-1	+7	0
TOTAL (excluding farm products, raw materials)	+8	+11	+10	+10	0	+7	0	+10	-1
Groceries and related products, total	+6	+7	+10	+7	+2	+4	-5	+7	0
General-line groceries	+5	+8	+9	+4	+3	-	-	-	-
Voluntary groups	+11	+9	+15	+6	+2	-	-	-	-
Retailer cooperatives	+6	+8	+9	+3	+4	-	-	-	-
Nonaffiliated	-6	+5	0	+2	+4	-	-	-	-
Specialty-line groceries	+3	+2	+9	+9	0	-	-	-	-
Confectionery	+7	+11	+7	+19	+2	-	-	-	-
Meats, meat products	+6	+11	+10	+14	0	-	-	-	-
Poultry, poultry products	+18	+12	+16	+5	-2	-	-	-	-
Fresh fruits, vegetables	+9	+8	+16	+22	+1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+17	+26	+15	+12	+4	+15	+5	+12	+2
Beer	+14	+18	+14	-1	+9	-	-	-	-
Wine, distilled spirits	+20	+32	+17	+18	+2	-	-	-	-
Drugs, chemicals, allied products, total	+14	+13	+15	+12	0	+14	+4	+12	-2
Drugs, drug proprietaries, druggists' sundries	+11	+12	+11	+11	-2	-	-	-	-
General-line drugs	+1	+5	+7	+2	0	-	-	-	-
Paints, varnishes	+13	+19	+14	+8	+2	-	-	-	-
Other chemicals, allied products	+19	+13	+20	+15	+3	-	-	-	-
Tobacco, tobacco products	+8	+12	+9	+6	+2	+7	+2	+6	+2
Dry goods, apparel, total	+11	+9	+11	(S)	(S)	+9	+1	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+8	+9	+6	(S)	(S)	-	-	-	-
Dry goods, notions	+23	+8	+20	(S)	(S)	-	-	-	-
Piece goods converters	-4	+10	+4	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+4	+10	+6	+2	0	+3	0	+2	-1
Paper	+3	+11	+6	+3	+1	-	-	-	-
Stationery, office supplies	+6	+7	+8	0	-1	-	-	-	-
Farm products (raw materials), total[2]	-3	+3	+4	-5	-4	-3	-9	-5	+5
Cotton	+10	-7	+14	(S)	(S)	-	-	-	-
Grain	-8	+8	-2	(S)	(S)	-	-	-	-
Other nondurable goods, total	+7	+12	+9	+6	-1	+5	+2	+5	-2
Amusement, sporting goods	+8	+12	+15	+20	+4	-	-	-	-
Books, magazines, newspapers	+13	+15	+9	+5	+8	*	*	*	*
Coal	-30	-5	-26	(S)	(S)	-	-	-	-
Farm supplies	+10	+19	+7	+37	-6	-	-	-	-

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, on the summary kind-of-business groups shown.

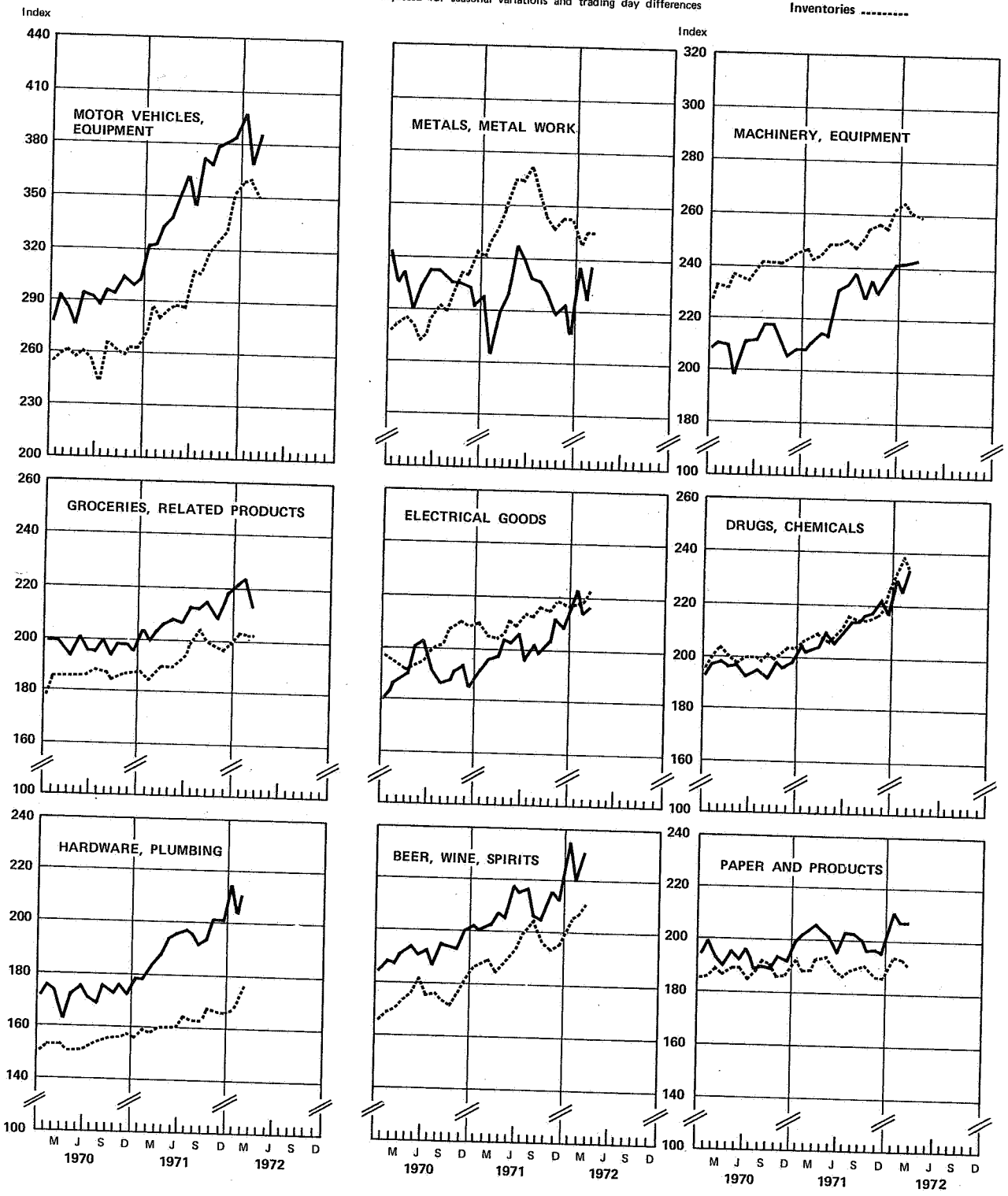
[2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····



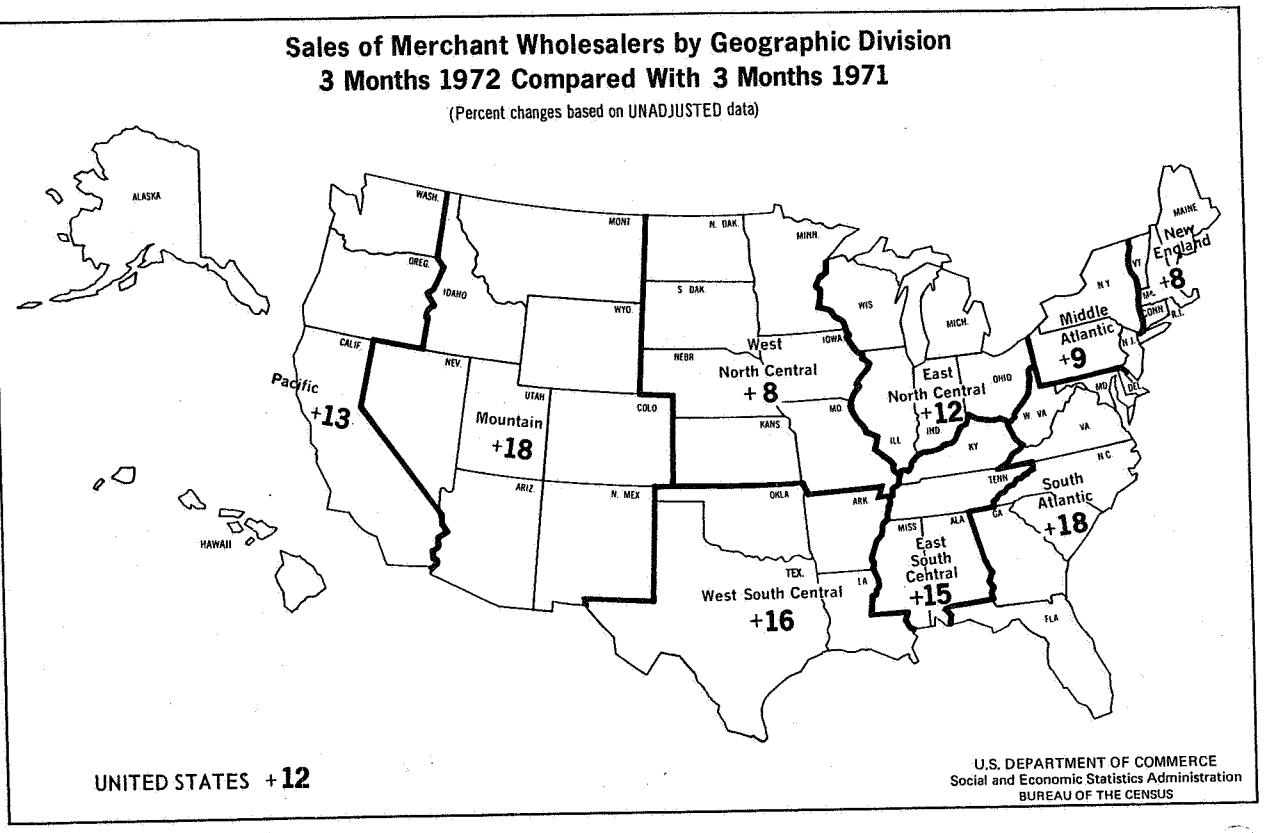


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972			1971										Total 3 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.[1]	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,663	22,507	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	68,432	60,888	0.8-0.9	0.8
New England	1,021	1,029	1,159	1,081	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,148	3,209	2,968	3-4	4
Middle Atlantic	5,790	5,959	6,560	6,203	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,298	18,309	16,779	1-2	2
East North Central	3,869	3,873	4,396	3,992	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,198	12,138	10,798	2-2	2
West North Central	1,753	1,701	1,912	1,868	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,921	5,365	4,971	2-3	2
South Atlantic	2,313	2,447	2,778	2,347	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,517	7,538	6,366	2-3	3
East South Central	1,263	1,214	1,331	1,210	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,373	3,809	3,315	4-6	5
West South Central	1,924	2,056	2,234	1,913	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,936	2,011	6,214	5,355	2-5	3
Mountain	683	695	795	682	689	667	736	736	742	713	707	707	719	2,172	1,837	3-5	4
Pacific	3,139	3,038	3,497	3,211	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,470	9,674	8,560	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,376	10,085	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	31,055	26,858	1.3-1.6	1.5
New England	453	466	530	444	461	484	520	459	506	481	466	486	481	1,449	1,227	4-6	5
Middle Atlantic	2,217	2,327	2,718	2,503	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,470	7,262	6,615	2-4	3
East North Central	1,838	1,822	2,088	1,913	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,948	5,749	5,069	2-5	3
West North Central	627	624	705	659	688	669	714	694	726	725	724	706	678	1,956	1,730	4-7	5
South Atlantic	1,175	1,221	1,391	1,131	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	3,786	3,085	3-6	4
East South Central	470	463	547	470	511	524	569	496	565	552	527	507	507	1,481	1,302	5-7	6
West South Central	951	1,043	1,181	961	986	987	1,078	1,029	1,067	1,030	1,000	990	977	3,175	2,599	2-5	3
Mountain	334	352	413	349	354	324	384	385	379	349	352	352	349	1,099	883	5-8	5
Pacific	1,662	1,631	1,804	1,655	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,837	5,097	4,347	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,287	12,422	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	37,377	34,030	1.2-1.5	1.2
New England	568	563	630	637	623	582	638	655	670	636	610	646	667	1,761	1,740	6-8	6
Middle Atlantic	3,573	3,632	3,842	3,700	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,829	11,047	10,164	2-2	2
East North Central	2,031	2,051	2,308	2,079	2,004	2,066	2,120	2,043	2,121	2,168	2,092	2,195	2,249	6,390	5,730	2-4	3
West North Central	1,126	1,077	1,207	1,209	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,243	3,410	3,241	3-5	3
South Atlantic	1,139	1,226	1,387	1,217	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,287	3,752	3,281	3-5	4
East South Central	793	751	784	739	679	706	694	709	709	683	683	814	866	2,328	2,013	4-6	5
West South Central	973	1,013	1,054	952	913	936	962	897	930	1,001	963	947	1,033	3,039	2,756	4-6	4
Mountain	349	342	382	332	335	343	358	351	362	364	366	388	378	1,073	884	[illegible]	[illegible]
Pacific	1,478	1,407	1,693	1,556	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,633	4,578	4,212	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 1972

(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 1972 from--		3 months 1972 from 3 months 1971	March 1972 from--						
	March 1971	February 1972		March 1971	February 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+10	+12	+12	+9	0	0.8	0.4	0.6	0.8	0.2
New England	+7	+13	+8	0	-1	4.2	1.9	3.8	2.9	0.9
Middle Atlantic	+6	+10	+9	+8	0	1.6	0.5	1.1	1.6	0.4
East North Central	+10	+13	+12	+5	+1	2.0	0.7	1.4	1.5	0.4
West North Central	+2	+12	+8	+5	+2	2.7	1.4	2.1	2.2	0.7
South Atlantic	+18	+14	+18	+14	+1	2.0	1.7	1.3	2.3	0.5
East South Central	+10	+10	+15	+6	-4	3.1	1.3	2.9	2.4	0.7
West South Central	+17	+9	+16	+12	0	2.8	1.2	2.2	2.5	0.7
Mountain	+17	+14	+18	+4	-1	4.2	2.4	3.3	4.9	1.2
Pacific	+9	+15	+13	+14	+1	2.4	1.5	1.7	2.8	0.6
Durable goods, total	+13	+14	+16	+10	+1	1.1	0.8	0.9	1.0	0.2
New England	+19	+14	+18	+5	-2	6.1	2.9	5.7	3.5	1.0
Middle Atlantic	+8	+17	+10	+7	+1	2.2	1.2	2.0	2.6	0.6
East North Central	+9	+14	+13	+3	+1	2.8	1.3	2.3	1.9	0.5
West North Central	+7	+13	+13	+9	+1	4.1	2.3	2.6	3.3	0.8
South Atlantic	+23	+14	+23	+18	+4	3.7	2.1	2.3	2.6	0.8
East South Central	+16	+18	+14	+11	-1	4.5	2.2	5.2	4.2	0.7
West South Central	+23	+13	+22	+12	0	3.6	1.9	3.6	2.8	0.8
Mountain	+18	+17	+24	+3	-2	7.0	3.9	5.4	5.4	1.1
Pacific	+10	+11	+17	+16	+1	3.2	3.1	2.0	3.0	0.7
Nondurable goods, total	+7	+10	+10	+7	0	1.0	0.5	1.2	1.4	0.4
New England	-1	+12	+3	-7	-1	5.5	2.4	4.9	6.6	1.6
Middle Atlantic	+4	+6	+9	+9	0	1.9	0.9	1.4	1.8	0.9
East North Central	+11	+12	+12	+9	+2	2.4	1.0	1.7	2.8	0.8
West North Central	0	+12	+5	+2	+5	3.2	1.8	3.1	3.3	1.4
South Atlantic	+14	+13	+15	+8	-4	2.1	1.1	1.6	2.9	0.9
East South Central	+6	+4	+16	+1	-7	4.2	1.6	2.5	3.0	1.0
West South Central	+11	+4	+10	+13	0	3.2	1.6	2.0	8.2	1.4
Mountain	+15	+12	+13	+7	0	4.9	2.2	3.7	6.2	2.6
Pacific	+9	+20	+9	+12	+2	3.6	1.8	2.4	5.7	0.9
Automotive equipment, tire, tubes	+16	+14	+17	+7	0	3	2	2	3	2
[illegible] England	(S)	(S)	(S)	(S)	(S)	-	-	-	-	2
[illegible]dle Atlantic	+14	+23	+7	-4	0	9	4	7	9	1
East North Central	+5	+11	+13	-5	-1	8	4	7	6	1
West North Central	(S)	+9	+8	(S)	-2	-	5	6	-	1
South Atlantic	(S)	+14	+23	+38	+2	-	4	6	7	1
East South Central	+17	+11	+19	+7	-1	9	4	8	9	2
West South Central	+19	+10	+17	+18	+9	9	6	6	9	1
Mountain	(S)	+11	(S)	+4	-3	-	5	-	9	1
Pacific	(S)	+14	+26	+26	+1	-	3	9	8	2
Electrical supplies, apparatus	+16	+9	+17	+8	+1	3	1	2	3	1
New England	(S)	+10	+22	+18	-1	-	4	4	9	1
Middle Atlantic	+11	+3	+13	+5	+1	9	4	6	8	1
East North Central	+27	+9	+23	+16	+3	7	2	3	7	1
West North Central	-1	+6	+11	-7	0	9	5	8	6	2
South Atlantic	+4	+10	+6	+7	+2	6	2	6	6	1
East South Central	+50	+26	(S)	(S)	-2	9	3	-	-	2
West South Central	(S)	+11	+28	+19	0	-	2	6	9	2
Mountain	(S)	+10	+8	(S)	0	-	4	7	-	1
Pacific	+15	+12	+18	+2	0	6	4	9	9	1
Electrical appliances, TV, radio sets, electronic parts equipment	+7	+10	+10	+9	+4	3	2	2	3	1
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	2
Middle Atlantic	+8	+9	+9	+26	+4	9	4	6	5	2
East North Central	+8	+11	+14	-1	+6	7	4	5	6	2
West North Central	-1	0	+8	(S)	+7	9	4	8	-	3
South Atlantic	-4	+5	0	+6	+4	6	3	9	8	3
East South Central	(S)	+7	+33	(S)	-2	-	5	7	-	2
West South Central	+27	+18	+20	(S)	+5	9	3	4	-	1
Mountain	(S)	+13	(S)	(S)	-4	-	6	-	-	5
Pacific	0	+17	+4	-1	+5	8	3	6	7	2
Furniture, home furnishings, total	+4	+21	+7	-6	0	4	3	6	3	1
New England	(S)	+9	(S)	(S)	-1	-	5	-	-	2
Middle Atlantic	+14	+24	+12	-3	-2	7	4	5	6	1
East North Central	(S)	+22	(S)	-20	+4	-	4	-	9	2
West North Central	(S)	+21	+17	(S)	0	-	5	9	-	3
South Atlantic	(S)	(S)	(S)	(S)	-1	-	-	-	-	2
West South Central	(S)	(S)	+18	(S)	+4	-	-	6	-	2
Mountain	(S)	(S)	+23	(S)	+1	-	-	7	-	3
Pacific	+11	+27	+11	-14	-6	8	6	8	7	3
Hardware	+12	+10	+16	+12	+5	2	2	2	2	1
New England	(S)	(S)	(S)	(S)	+6	-	-	-	-	2
Middle Atlantic	+18	+14	+17	+12	+10	6	4	5	7	1
East North Central	-4	+7	+4	+5	+6	5	3	2	5	1
West North Central	+23	+16	+25	+16	+4	8	3	4	5	1
South Atlantic	+49	+7	+40	+27	+4	9	3	4	8	1
East South Central	+32	+12	+27	+27	+3	5	1	4	6	1
West South Central	(S)	+11	+16	+12	+2	-	4	8	8	1
Pacific	-1	+1	+10	(S)	+2	9	4	8	-	2
[illegible]bing and heating equipment, supplies	+19	+13	+20	+11	+3	3	2	3	3	1
[illegible] England	(S)	(S)	+20	(S)	+4	-	-	7	-	2
[illegible]iddle Atlantic	+18	+10	+17	+8	+2	8	4	6	8	1
East North Central	+4	+3	+15	+6	+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 1972—Continued

(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 1972 from--		3 months 1972 from 3 months 1971	March 1972 from--						
	March 1971	February 1972		March 1971	February 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	(S)	-2	(S)	+10	-	-	9	-	2
South Atlantic	+45	+20	(S)	(S)	0	9	4	-	-	1
East South Central	(S)	+16	+5	(S)	+6	-	6	8	-	3
West South Central	(S)	+31	+20	(S)	-4	-	5	6	-	2
Pacific	+25	+12	+25	+12	+5	8	5	5	6	2
Lumber, construction materials, total	+22	+17	+32	+14	+4	4	2	3	3	1
New England	(S)	-1	+27	(S)	0	-	6	6	-	3
Middle Atlantic	+2	+11	+21	+5	+6	8	5	6	9	2
East North Central	+31	+20	+40	+23	+7	9	2	5	6	2
West North Central	+23	+12	+32	+13	+2	9	4	6	9	2
South Atlantic	+38	+26	+46	(S)	+10	8	3	5	-	2
West South Central	(S)	+10	+42	(S)	-3	-	6	9	-	2
Mountain	(S)	+9	(S)	(S)	(S)	-	5	-	-	2
Pacific	+22	+23	+27	+15	+1	7	4	6	7	2
Industrial machinery, equipment supplies distribution	+14	+8	+17	+2	-1	5	3	3	3	1
New England	(S)	(S)	(S)	(S)	0	-	-	-	-	5
East North Central	(S)	+12	(S)	-6	-2	-	2	-	8	1
South Atlantic	(S)	(S)	+10	(S)	+2	-	-	7	-	2
East South Central	(S)	(S)	(S)	(S)	+2	-	-	-	-	6
West South Central	+20	+5	(S)	-3	+1	9	5	-	2	1
General-line grocery wholesalers	+5	+8	+9	+4	+3	2	1	1	2	1
New England	(S)	+3	(S)	(S)	0	-	2	-	-	2
Middle Atlantic	-4	+4	+7	-7	+1	4	1	4	7	2
East North Central	+13	+7	+15	+14	+7	6	1	2	6	2
West North Central	+7	+9	+7	+9	+2	4	1	3	5	1
South Atlantic	+2	+6	+10	-2	+5	7	3	4	7	2
East South Central	+4	+11	+9	-1	+1	6	2	4	9	2
West South Central	+21	+8	+14	+16	+1	8	1	3	9	2
Mountain	+10	+11	+8	+4	-5	5	1	3	9	1
Pacific	-2	+13	+1	+4	+8	6	1	2	6	3
Specialty-line grocery wholesalers	+3	+2	+9	+9	0	3	2	2	1	1
Middle Atlantic	-1	-7	+7	+16	-3	6	3	5	6	2
East North Central	+2	+8	+9	-5	+1	7	3	5	9	
West North Central	-6	+9	0	+1	+5	9	3	9	9	
South Atlantic	+20	+9	+18	+14	0	8	4	6	9	2
East South Central	(S)	(S)	(S)	(S)	-5	-	-	-	-	3
West South Central	(S)	0	-7	(S)	(S)	-	6	8	-	-
Mountain	(S)	+9	+40	(S)	+5	-	6	9	-	2
Pacific	(S)	+15	+2	(S)	0	-	5	7	-	3
Fresh fruit, vegetable wholesalers	+9	+8	+16	+22	+1	4	2	2	5	2
New England	(S)	+8	(S)	(S)	(S)	-	3	-	-	-
Middle Atlantic	-6	+7	+10	+40	+7	8	4	6	8	3
East North Central	+2	+7	+15	0	-2	7	2	6	9	3
West North Central	(S)	+5	+1	+2	+2	-	4	8	8	4
South Atlantic	(S)	+3	+12	(S)	+2	-	4	8	-	4
East South Central	(S)	+3	(S)	(S)	-9	-	6	-	-	5
West South Central	(S)	+14	+42	(S)	0	-	4	6	-	4
Mountain	(S)	+6	(S)	(S)	-3	-	5	-	-	5
Pacific	+17	+12	+18	+25	-1	9	4	3	9	4
Drug wholesalers (general and specialty lines)	+11	+12	+11	+11	-2	3	1	2	3	1
New England	(S)	+9	+5	(S)	-3	-	4	7	-	2
Middle Atlantic	+16	+9	+11	+16	-4	8	3	5	6	2
East North Central	+11	+11	+11	+7	-5	5	3	5	8	3
West North Central	-10	+10	+2	0	0	9	3	3	8	3
South Atlantic	+8	+11	+10	+13	-2	7	3	4	9	2
East South Central	(S)	0	+6	(S)	+9	-	3	5	-	3
West South Central	+10	+10	+9	+9	-1	6	2	4	8	2
Mountain	(S)	+8	(S)	(S)	+4	-	1	-	-	2
Pacific	+23	+27	(S)	+19	-2	8	3	-	7	2
Tobacco distributors	+8	+12	+9	+6	+2	2	1	1	3	1
New England	(S)	+10	+18	(S)	(S)	-	3	7	9	1
Middle Atlantic	+2	+10	+6	+8	+4	5	2	3	6	1
East North Central	+6	+8	+6	+1	+1	7	2	4	7	2
West North Central	-17	+9	-6	(S)	0	9	2	5	-	2
South Atlantic	+33	+17	+26	+10	+1	6	2	2	8	1
East South Central	+12	+16	+8	+2	+2	8	3	5	9	2
West South Central	+6	+16	+6	+5	+1	8	2	6	8	2
Mountain	(S)	+9	+16	(S)	(S)	-	3	7	-	6
Pacific	+1	+14	+4	(S)	+11	9	2	3	-	4
Dry goods, apparel wholesalers	+11	+9	+11	(S)	(S)	4	2	3	3	1
New England	(S)	+11	(S)	(S)	(S)	-	6	-	-	2
Middle Atlantic	+12	+8	+11	(S)	(S)	5	3	3	3	1
East North Central	(S)	(S)	+38	(S)	(S)	-	-	6	-	2
South Atlantic	(S)	+11	(S)	(S)	(S)	-	6	-	-	2
Pacific	(S)	(S)	+14	(S)	(S)	-	-	7	-	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 March, June, September and December. Generally the variances are near the upper limit for the early months of the year but decrease as the sales accumulate. For examples of the use of these sampling errors see Use of Sampling Errors page 13.

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	
Iron, steel scrap	4-6	5	2-3	2	3-5	3	-	-	1.3-2.3	1.6	5-6	
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 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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

mmercial 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 accesories—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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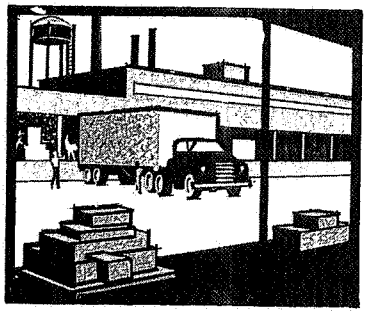


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: June 1972

BW-72-4

APRIL 1972

Sales—April 1972 sales of merchant wholesalers were estimated at $22.9 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, April sales were $24.0 billion, up 1 percent from the previous month and 10 percent above April 1971. Adjusted February-through-April average sales were 2 percent above the November-through-January period and were 10 percent above the average for the comparable months of a year ago.

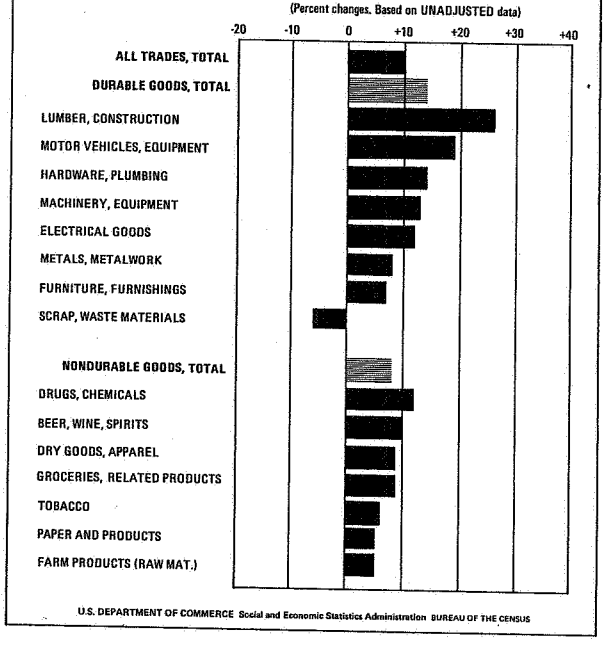
After adjustment, April sales in the durable goods trades were virtually unchanged from the previous month but were 13 percent above April 1971. Nondurable goods sales increased 1 percent from March and were 7 percent above the same month a year ago. Average monthly sales in the durable goods group during the February-through-April period were 2 percent above the prior 3 months and 14 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 2 percent above the average for 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 8 trade groups showing gains; 7 indicating declines; and 2 no change. The larger increases were reported in farm products raw materials (9%); metals, metalwork (4%); electrical goods (3%); and paper, paper products (3%). The sharpest decline was noted in jewelry (-12%). Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-6%) and jewelry (-1%). Among the larger increases were lumber construction materials (18%); motor vehicles, automotive equipment (17%); and machinery, equipment, supplies (15%).

Inventories—Total inventories of merchant wholesalers were valued at $29.6 billion at the end of April. After adjustment for seasonal variations, April inventories were up 1 percent from March and were 9 percent above the year-ago level. Durable goods stocks were up 1 percent from last month and were 9 percent above April 1971. Nondurable goods stocks increased 2 percent during April and were 9 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups showed increases from their previous months' inventory levels with the larger gains shown in motor vehicles, automotive equipment (5%) and farm products, raw materials (4%). Declines were noted only in metals, metalwork (-4%); machinery, equipment, supplies (-1%); and groceries and related products (-1%), while tobacco, tobacco products showed no change. Changes from year-ago levels were more substantial with all trades showing increases except metals, metalwork (-5%) and furniture, home furnishings (-1%). Among the sharper increases were motor vehicles, automotive equipment (28%); lumber construction materials (17%); and drugs, chemicals, allied products (15%).

Sales of Merchant Wholesalers in Selected Kinds of Business
4 Months 1972 Compared With 4 Months 1971



Stock-Sales-Ratio—The April stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 123 percent, 1 point above the previous month but 1 point below the April 1971 ratio. The stock-sales ratio for durable goods was 157 percent, up 1 point from the previous month but 5 points below the April 1971 ratio. The ratio for nondurable goods was 93 percent, unchanged from the March ratio but up 1 point from April 1971.

An advance release of April 1972 data was issued on June 6, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972				1971									Total 4 months	
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	22,928	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	91,634	82,890
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,680	20,821	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,088	86,213	77,683
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,890	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	42,134	37,059
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,262	2,062	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,066	8,672	7,317
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,178	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	4,440	3,852
Automotive equipment	904	923	1,045	1,017	919	923	999	980	996	1,000	1,003	1,003	884	3,888	3,345
Electrical goods, total	1,362	1,385	1,537	1,405	1,307	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,554	5,689	5,086
Electrical supplies, apparatus	569	613	671	650	596	591	663	628	645	646	661	677	664	2,503	2,180
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	755	711	679	801	745	803	851	869	905	890	3,186	2,907
Appliances, TV, radio sets	534	529	591	507	490	466	564	527	568	589	603	625	612	2,161	1,994
Furniture, home furnishings, total	414	452	558	502	486	495	549	518	567	563	577	525	498	1,926	1,803
Furniture-household, office	(S)	135	(S)	(S)	131	124	140	133	148	144	146	(S)	(S)	580	488
Home furnishings, floor coverings	(S)	317	(S)	356	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	339	1,346	1,314
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,051	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	4,018	3,508
Hardware	356	386	427	402	370	357	391	367	387	399	385	395	361	1,571	1,379
General-line hardware	202	219	242	227	208	199	222	213	226	234	225	227	202	891	778
Plumbing and heating, supplies	462	463	520	500	480	487	538	517	532	528	539	520	484	1,945	1,688
Air conditioning, refrigeration equipment, supplies	105	107	140	149	137	141	169	158	153	132	122	127	118	502	441
Lumber, construction materials, total	1,051	1,026	1,211	1,187	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	4,475	3,536
Lumber, millwork	678	663	803	773	657	657	774	747	825	798	752	743	701	2,916	2,216
Construction materials	373	363	407	415	402	415	459	429	455	443	456	429	384	1,558	1,320
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,756	2,591	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,799	10,772	9,508
Construction machinery, equipment	373	421	509	550	498	479	492	490	457	453	454	447	463	1,853	1,595
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,285	1,169	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,358	5,141	4,444
Professional equipment, supplies	344	384	433	386	353	373	431	370	395	409	389	377	411	1,547	1,404
Service-establishment equipment, supplies	155	(S)	180	171	168	159	176	167	177	178	168	174	172	676	620
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	939	4,327	3,994
Iron, steel, and products	778	776	922	894	812	836	864	752	797	771	736	770	726	3,371	2,986
Nonferrous metals	229	212	270	246	(S)	274	286	(S)	(S)	(S)	248	229	213	956	1,008
Scrap, waste materials, total	369	390	457	438	474	455	448	374	384	359	378	364	363	1,655	1,758
Iron, steel scrap	210	234	277	268	285	271	270	226	220	207	222	212	210	989	1,076
Waste materials	159	156	181	170	189	184	178	147	163	152	156	151	153	666	683
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,038	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	49,499	45,830
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,790	10,620	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,610	44,030	40,624
Groceries and related products, total	4,509	4,447	4,865	4,469	4,376	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,766	18,291	16,829
General-line groceries	1,810	1,774	1,955	1,807	1,757	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,913	7,347	6,788
Specialty-line groceries	1,178	1,205	1,255	1,149	1,186	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	4,786	4,501
Confectionery	85	92	100	86	92	89	96	91	96	100	100	96	94	363	355
Meat, meat products	896	849	977	889	827	897	890	865	839	908	829	850	917	3,611	3,256
Poultry, poultry products	200	193	219	189	182	188	195	190	192	197	181	203	219	802	710
Fresh fruits, vegetables	340	333	359	349	332	355	404	414	347	337	332	365	363	1,381	1,219
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,081	1,091	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,528	4,352	3,957
Beer	432	461	536	501	496	546	628	607	600	559	506	501	531	1,930	1,759
Wine, distilled spirits	552	568	722	580	595	601	690	608	673	636	659	772	996	2,422	2,198
Drugs, chemicals, allied products, total	897	893	997	916	869	821	872	839	899	916	909	914	919	3,702	3,307
Drugs, drug proprietaries, sundries	530	516	570	513	504	468	494	480	524	543	555	551	566	2,128	1,969
General-line drugs	243	229	245	218	228	211	227	224	242	244	239	242	241	934	893
Paints, varnishes	39	40	48	48	44	45	49	48	50	47	45	44	39	175	154
Other chemicals, allied products	328	336	379	355	325	311	332	314	328	(S)	312	323	314	1,399	1,196
Tobacco, tobacco products	522	509	567	526	537	547	581	568	562	568	538	544	586	2,125	2,003
Dry goods, apparel, total	996	1,017	1,116	925	911	851	1,003	935	1,120	1,095	1,060	1,040	971	4,054	3,725
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	1,874	1,765
Dry goods, notions	(S)	394	419	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	1,543	1,337
Paper, paper products, excluding wallpaper, total	626	628	698	644	641	618	644	615	659	668	642	640	644	2,596	2,469
Paper	476	479	538	497	502	484	504	479	514	512	485	475	481	1,989	1,901
Stationery, office supplies	151	150	160	148	139	135	140	137	145	156	157	164	164	608	567
Farm products (raw materials), total	1,437	1,360	1,425	1,248	1,181	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,566	5,469	5,207
Grain	936	894	970	883	806	959	909	868	885	896	789	1,034	1,015	3,683	3,652
Other nondurable goods, total	2,057	2,179	2,445	2,239	2,196	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,196	8,910	8,335
Books, magazines, newspapers	142	143	164	148	136	134	149	161	159	154	161	160	159	597	548

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.

[2]The automotive group is subject to a high sampling variability of 14 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972				1971								
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,596	27,099	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,960	25,463	25,693	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,713	16,215	16,265	16,420	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,793	2,950	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,195	1,951	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,501	2,286	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	958	873	907	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,543	1,413	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	753	762	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	530	551	575	582	599	(S)	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,896	1,734	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	759	766	703	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	909	829	843	858	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,205	1,031	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	777	660	652	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,961	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,425	1,328	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,916	1,958	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,935	2,029	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,580	1,709	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,883	10,884	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,246	9,249	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,600	2,386	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,340	1,238	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	833	774	789	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,280	1,150	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	369	350	362	348	346	321	312	305	297	270
Wine, distilled spirits	949	940	912	910	800	859	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,243	1,087	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	834	737	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	694	669	685	678	672	665	673	664	660	663
Paper	467	459	469	478	456	464	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972				1971								
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	129	123	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	129	122	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	163	159	159	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	168	143	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	186	180	184	175	182	179	178	178	178	208
Electrical goods, total	175	172	162	178	175	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	146	154	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	204	199	216	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	157	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	180	176	177	159	167	159	160	167	164	175
Hardware	204	192	178	190	190	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	182	173	173	160	168	158	156	160	163	170
Lumber, construction materials, total	102	110	97	101	97	97	87	89	83	86	87	89	96
Lumber, millwork	103	110	95	100	101	99	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	180	185	180	167	182	184	174	186	183	173
Construction machinery, equipment	363	328	255	280	266	270	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	149	167	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	170	187	180	175	207	198	187	196	194	215
Iron, steel, and products	204	200	173	177	210	201	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	99	92	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	96	87	90	86	89	87	87	91	89	86
Groceries and related products, total	57	57	55	58	55	55	52	54	55	54	57	55	53
General-line groceries	72	73	70	74	70	71	68	68	68	69	70	69	68
Specialty-line groceries	73	69	69	72	65	69	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	105	106	95	99	96	112	119	103	77
Beer	70	65	61	74	71	66	55	57	54	56	60	59	51
Wine, distilled spirits	172	166	126	157	134	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	136	125	134	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	163	146	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	108	104	111	105	109	101	101	103	103	103
Paper	98	96	87	96	91	96	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972				1971								
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Sales ADJUSTED for seasonal variations and trading day differences													
MERCHANT WHOLESALERS, TOTAL	24,351	23,533	23,884	24,050	21,897	22,449	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,616	20,583	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,160	9,887	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,262	1,940	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,566	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	524	482	519	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,086	989	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,204	1,019	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,798	2,437	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	416	441	446	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,890	12,010	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,456	10,696	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,734	4,447	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,228	1,152	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	950	855	846	859	879	875	887	889	910	888
Tobacco, tobacco products	582	554	564	567	541	556	554	553	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,031	934	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	684	649	640	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,434	1,314	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,261	2,118	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,563	27,046	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,883	25,380	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,517	16,025	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,748	2,921	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,542	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	749	758	792	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,849	1,688	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,177	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,874	4,711	4,707	4,718	4,692	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,901	2,005	2,001	2,041	2,133	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,046	11,021	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,366	9,355	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,608	2,393	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,296	1,163	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,248	1,088	1,115	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	702	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	123	124	121	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	123	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	157	162	156	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	166	151	146	141	159	147	153	151	155	163
Electrical goods	156	164	165	162	163	167	161	175	168	175	170	167	168
Furniture, home furnishings	142	146	141	143	157	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	170	174	170	169	171	170	174	179	171	170
Lumber, construction materials	81	95	95	98	99	95	92	94	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	174	193	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	165	193	179	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	87	88	88	88	90	89	90	89	92
Groceries and related products	54	54	57	55	54	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	106	101	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	131	127	132	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	103	105	107	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

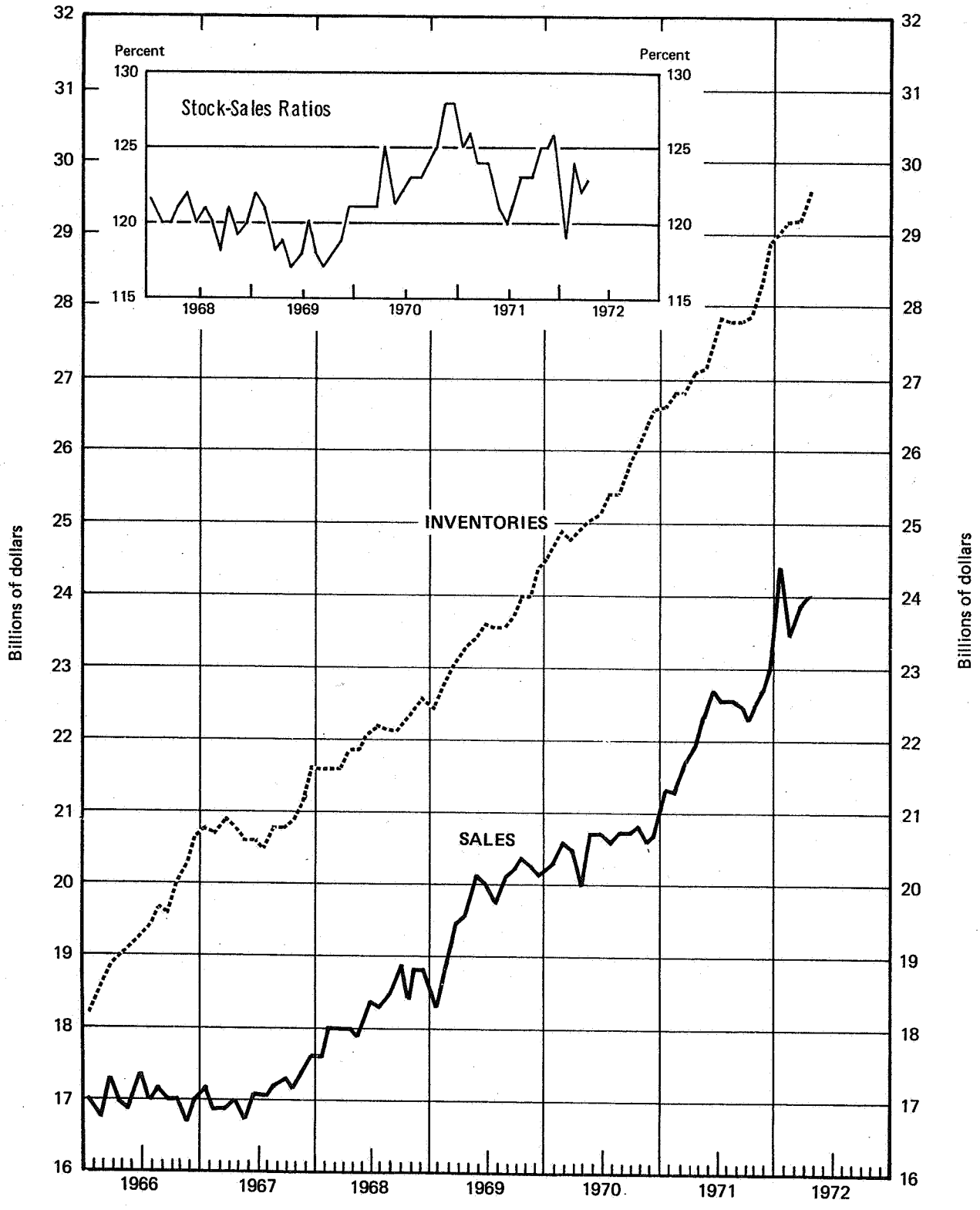


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: April 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	April 1972 from--		4 months 1972 from 4 months 1971	April 1972 from--		April 1972 from--		April 1972 from--	
	April 1971	March 1972		April 1971	March 1972	April 1971	March 1972	April 1971	March 1972
MERCHANT WHOLESALERS, TOTAL	+4	-8	+10	+9	+1	+10	+1	+9	+1
TOTAL (excluding farm products, raw materials)	+4	-8	+11	+10	+2	+10	0	+10	+1
DURABLE GOODS, TOTAL	+7	-6	+14	+9	+2	+13	0	+9	+1
Motor vehicles, automotive equipment, total	+10	-5	+19	+29	+4	+17	-2	+28	+5
Automobiles, other motor vehicles	(S)	-8	+23	(S)	+7	-	-	-	-
Automotive equipment, tires, tubes	+8	-2	+15	+12	+1	-	-	-	-
Automotive equipment	+11	-3	+16	+11	+1	-	-	-	-
Electrical goods, total	+8	-9	+12	+9	0	+11	+3	+11	+1
Electrical supplies, apparatus	+9	-3	+15	+10	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+6	-13	+10	+9	0	-	-	-	-
Appliances, TV, radio sets	+4	-14	+8	+7	-1	-	-	-	-
Furniture, home furnishings, total	+3	-10	+7	-1	+1	+9	+1	-1	+2
Furniture-household, office	+12	-9	+19	+5	+1	-	-	-	-
Household furniture	+2	-8	+12	+1	+1	-	-	-	-
Office furniture	+21	-9	+25	+10	+2	-	-	-	-
Home furnishings, floor coverings	(S)	-11	+2	(S)	+1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+6	-3	+14	+10	+2	+12	0	+10	+1
Hardware	+9	-6	+14	+9	+1	-	-	-	-
General-line hardware	+9	-6	+14	+9	+2	-	-	-	-
Plumbing and heating equipment, supplies	+4	-4	+15	+10	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+9	+6	+14	+9	+7	-	-	-	-
Lumber, construction materials, total	+12	-2	+26	+17	+2	+18	-1	+17	+1
Lumber, millwork	+18	-4	+32	+18	+2	-	-	-	-
Construction materials	+3	+2	+18	+15	+4	-	-	-	-
Machinery, equipment, supplies, total	+6	-7	+13	+4	+1	+15	+1	+3	-1
Commercial machines, equipment	+9	-10	+16	+12	+1	-	-	-	-
Construction machinery, equipment	+2	-8	+16	+7	+1	-	-	-	-
Industrial machinery, equipment, supplies	+10	-7	+16	-2	0	-	-	-	-
Professional equipment, supplies	+9	-11	+10	+5	+2	-	-	-	-
Surgical, medical, hospital supplies	+6	-14	+8	+6	+2	-	-	-	-
Service-establishment equipment, supplies	+2	-5	+9	+7	+2	-	-	-	-
Metals, metalwork (except scrap), total	+5	-4	+8	-5	0	+11	+4	-5	-4
Iron, steel, and products	+10	-3	+13	-8	-1	-	-	-	-
Nonferrous metals	-11	-9	-5	+11	+6	-	-	-	-
Scrap, waste materials, total[2]	-8	-4	-6	+6	+2	-6	-2	+6	+3
Iron, steel scrap	-6	-3	-8	+18	+2	-	-	-	-
Waste materials	-10	-6	-2	-10	+2	-	-	-	-
Jewelry	+1	-13	+9	(S)	(S)	-1	-12	(S)	(S)
NONDURABLE GOODS, TOTAL	+2	-10	+8	+9	0	+7	+1	+9	+2
TOTAL (excluding farm products, raw materials)	+2	-10	+8	+11	+2	+7	0	+11	+2
Groceries and related products, total	+2	-8	+9	+9	-2	+6	+2	+9	-1
General-line groceries	+3	-8	+8	+8	-2	-	-	-	-
Voluntary groups	+6	-7	+13	+5	-2	-	-	-	-
Retailer cooperatives	+4	-10	+9	+11	0	-	-	-	-
Nonaffiliated	-3	-6	0	+10	-2	-	-	-	-
Specialty-line groceries	-3	-8	+6	+8	-4	-	-	-	-
Confectionery	-7	-14	+2	+11	-2	-	-	-	-
Meats, meat products	+8	-9	+11	+9	-2	-	-	-	-
Poultry, poultry products	+4	-14	+13	+20	0	-	-	-	-
Fresh fruits, vegetables	+5	-3	+13	+31	-2	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	-1	-14	+10	+11	+3	+7	-2	+11	+1
Beer	+1	-7	+10	+5	+13	-	-	-	-
Wine, distilled spirits	-3	-20	+10	+14	0	-	-	-	-
Drugs, chemicals, allied products, total	+5	-8	+12	+14	+1	+11	0	+15	+2
Drugs, drug proprietaries, druggists' sundries	+2	-10	+8	+13	+1	-	-	-	-
General-line drugs	-4	-11	+4	+3	0	-	-	-	-
Paints, varnishes	+9	+1	+14	+8	+1	-	-	-	-
Other chemicals, allied products	+9	-6	+17	+17	+2	-	-	-	-
Tobacco, tobacco products	-2	-7	+6	+7	+1	+5	+1	+7	0
Dry goods, apparel, total	+2	-17	+9	(S)	(S)	+10	-2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+1	-19	+6	(S)	(S)	-	-	-	-
Dry goods, notions	+4	-17	+15	(S)	(S)	-	-	-	-
Piece goods converters	-4	-12	+2	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	0	-8	+5	+4	+2	+5	+3	+3	+3
Paper	-1	-8	+4	+5	+2	-	-	-	-
Stationery, office supplies	+6	-8	+7	+2	+1	-	-	-	-
Farm products (raw materials), total[2]	+6	-12	+5	0	-7	+9	+9	+1	+4
Cotton	-12	-24	+8	(S)	(S)	-	-	-	-
Grain	+10	-9	+1	(S)	(S)	-	-	-	-
Other nondurable goods, total	+2	-9	+7	+7	+3	+7	-1	+7	+3
Amusement, sporting goods	+11	+1	+14	+15	+5	-	-	-	-
Books, magazines, newspapers	+9	-10	+9	-2	0	-	-	-	-
Coal	-31	-6	-27	(S)	(S)	-	-	-	-
Farm supplies	-11	-18	+2	+23	-8	-	-	-	-

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.

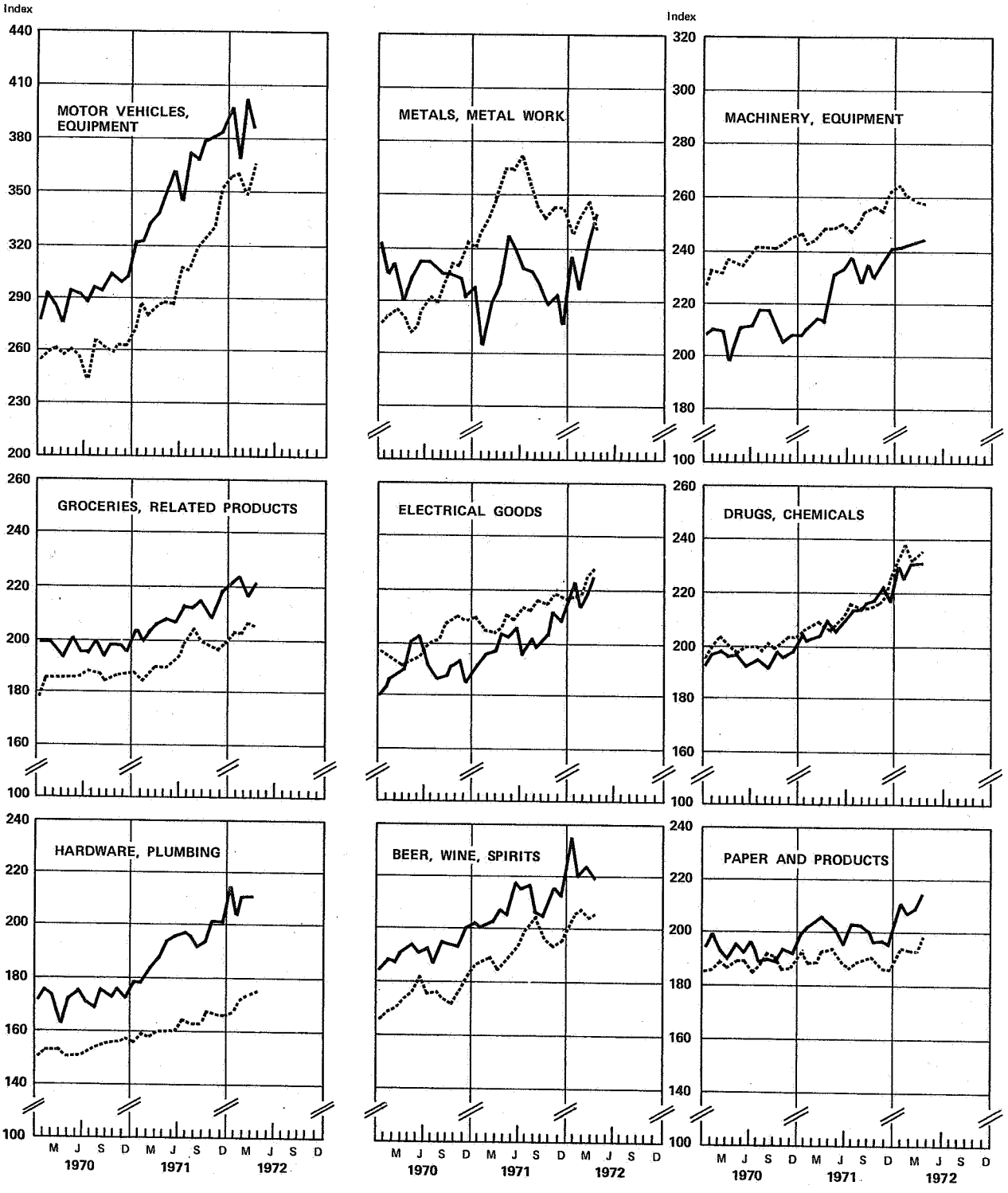
[2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories .....



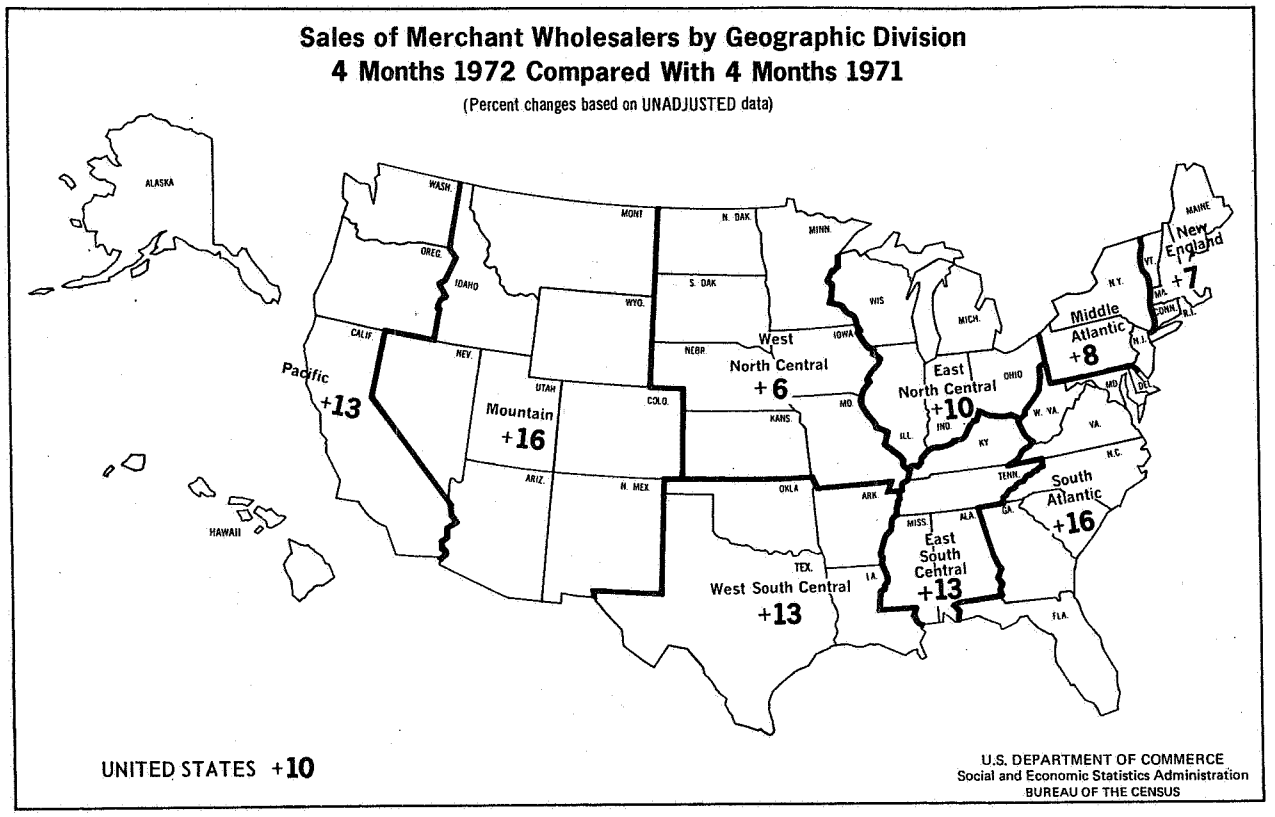


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972				1971									Total 4 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.[1]	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	22,928	22,002	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	91,634	82,890	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,103	1,085	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,148	4,336	4,035	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,053	5,943	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,298	24,434	22,730	1-2	2
East North Central	3,869	3,873	4,430	4,087	3,931	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,198	16,260	14,737	2-2	2
West North Central	1,753	1,701	1,973	1,865	1,882	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,921	7,292	6,856	2-3	2
South Atlantic	2,313	2,447	2,761	2,492	2,288	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,517	10,013	8,650	2-3	3
East South Central	1,263	1,214	1,353	1,249	1,190	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,373	5,080	4,505	4-6	5
West South Central	1,924	2,056	2,196	2,014	1,898	1,923	2,040	1,926	1,996	2,031	1,963	1,936	2,011	8,190	7,251	2-5	3
Mountain	683	695	804	737	689	667	736	736	742	713	707	707	719	2,918	2,522	3-5	4
Pacific	3,139	3,038	3,607	3,328	3,095	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,470	13,112	11,647	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,890	10,201	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	42,134	37,059	1.3-1.6	1.5
New England	453	466	521	495	461	484	520	459	506	481	466	486	481	1,936	1,689	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,563	2,454	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,470	9,864	9,068	2-4	3
East North Central	1,838	1,822	2,125	2,042	1,928	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,948	7,827	7,004	2-5	3
West North Central	627	624	715	716	688	669	714	694	726	725	724	706	678	2,682	2,420	4-7	5
South Atlantic	1,175	1,221	1,381	1,257	1,168	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	5,034	4,256	3-6	4
East South Central	470	463	543	511	511	524	569	496	565	552	527	507	507	1,987	1,813	5-7	6
West South Central	951	1,043	1,183	1,098	986	987	1,078	1,029	1,067	1,030	1,000	990	977	4,275	3,587	2-5	3
Mountain	334	352	420	400	354	324	384	385	379	349	352	352	349	1,506	1,237	5-8	5
Pacific	1,662	1,631	1,923	1,808	1,654	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,837	7,024	6,015	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,038	11,801	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	49,499	45,830	1.2-1.5	1.2
New England	568	563	662	607	623	582	638	655	670	636	610	646	667	2,401	2,346	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,489	3,492	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,829	14,569	13,661	2-2	2
East North Central	2,031	2,051	2,305	2,046	2,004	2,066	2,120	2,043	2,121	2,168	2,092	2,195	2,249	8,433	7,733	2-4	3
West North Central	1,126	1,077	1,258	1,149	1,195	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,243	4,610	4,436	3-5	3
South Atlantic	1,139	1,226	1,380	1,235	1,120	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,287	4,980	4,395	3-5	4
East South Central	793	751	810	739	679	706	694	709	709	683	683	814	866	3,093	2,692	4-6	5
West South Central	973	1,013	1,013	916	913	936	962	897	930	1,001	963	947	1,033	3,915	3,665	4-6	4
Mountain	349	342	384	337	335	343	352	351	362	364	355	355	370	1,412	1,285	3-6	5
Pacific	1,478	1,407	1,683	1,520	1,441	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,633	6,088	5,632	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 1972

(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 1972 from--		4 months 1972 from 4 months 1971	April 1972 from--						
	April 1971	March 1972		April 1971	March 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+4	-8	+10	+9	+1	0.9	0.4	0.6	0.8	0.2
New England	+2	-7	+7	0	+2	4.4	1.5	3.8	3.6	0.4
Middle Atlantic	+2	-9	+8	+10	+1	1.4	0.8	1.1	1.5	0.6
East North Central	+4	-8	+10	+6	+1	2.1	1.1	1.4	1.5	0.6
West North Central	-1	-6	+6	+5	0	3.2	1.6	2.1	3.1	0.8
South Atlantic	+9	-10	+16	+15	+1	2.2	1.0	1.3	1.7	0.7
East South Central	+5	-8	+13	+2	-1	3.4	1.6	2.9	2.2	0.7
West South Central	+6	-8	+13	+9	0	2.3	1.2	2.2	2.7	0.6
Mountain	+7	-8	+16	+16	+5	4.4	2.6	3.3	4.6	1.0
Pacific	+7	-8	+13	+14	+2	3.6	1.5	1.7	3.3	0.8
Durable goods, total	+7	-6	+14	+9	+2	1.4	0.7	0.9	1.0	0.3
New England	+7	-5	+15	0	+1	7.7	2.7	5.7	3.7	0.9
Middle Atlantic	+4	-7	+9	+9	+2	2.7	1.3	2.0	1.9	0.8
East North Central	+6	-4	+12	+6	0	3.1	1.6	2.3	1.9	0.9
West North Central	+4	0	+11	+3	+2	3.9	2.5	2.6	3.8	0.7
South Atlantic	+7	-9	+18	+16	+2	3.1	1.6	2.3	2.5	0.8
East South Central	0	-6	+10	+5	+1	4.4	2.5	5.2	3.5	0.8
West South Central	+11	-7	+19	+9	+2	3.4	1.4	3.6	3.4	0.7
Mountain	+13	-5	+22	+16	+4	6.8	4.4	5.4	5.8	1.2
Pacific	+8	-6	+17	+15	+2	6.7	2.0	2.0	3.1	1.5
Nondurable goods, total	+2	-10	+8	+9	0	1.3	0.6	1.2	1.3	0.3
New England	-3	-8	+2	+1	+4	5.0	1.9	4.9	6.5	1.6
Middle Atlantic	0	-10	+7	+11	0	1.7	1.1	1.4	3.6	0.6
East North Central	+2	-11	+9	+8	+2	2.6	1.4	1.7	2.4	0.6
West North Central	-4	-9	+4	+7	-2	3.9	1.7	3.1	5.4	1.3
South Atlantic	+10	-11	+13	+14	-1	2.7	1.4	1.6	2.3	0.8
East South Central	+9	-9	+15	0	-4	4.0	1.5	2.5	2.6	0.9
West South Central	0	-10	+7	+8	-2	3.2	1.8	2.0	3.5	1.0
Mountain	0	-12	+10	+14	+6	5.0	1.9	3.7	6.7	1.9
Pacific	+6	-10	+8	+13	+2	3.2	1.4	2.4	5.1	1.6
Automotive equipment, tire, tubes	+8	-2	+15	+12	+1	3	2	2	3	1
New England	(S)	+7	(S)	(S)	-2	-	4	-	-	1
Middle Atlantic	-3	-6	+5	-7	-1	9	5	7	8	1
East North Central	+14	+3	+16	+10	+1	8	3	7	7	1
West North Central	+3	+8	+8	+7	+1	9	4	6	9	2
South Atlantic	+7	-5	+16	+23	0	8	3	6	6	3
East South Central	(S)	-3	+14	+11	+1	-	4	8	9	3
West South Central	+16	-4	+17	+11	0	9	4	6	8	1
Mountain	(S)	(S)	(S)	(S)	(S)	-	6	-	-	2
Pacific	+11	-6	+22	+42	+6	9	3	9	9	2
Electrical supplies, apparatus	+9	-3	+15	+10	+1	3	1	2	2	1
New England	(S)	-9	+11	(S)	+3	-	3	4	-	1
Middle Atlantic	-2	-3	+7	-1	+2	7	4	6	6	1
East North Central	+14	-5	+20	+10	-2	6	2	3	6	1
West North Central	(S)	+6	+16	+22	+3	-	3	8	7	1
South Atlantic	+6	-5	+9	+16	+3	7	3	6	5	1
East South Central	(S)	-10	(S)	(S)	+2	-	4	-	-	2
West South Central	+8	-4	+20	-4	+2	8	3	6	8	1
Mountain	(S)	+7	+10	(S)	+6	-	2	7	-	1
Pacific	+22	-2	+22	+21	+2	7	3	9	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+6	-13	+10	+9	0	3	2	2	3	1
New England	(S)	-5	(S)	(S)	-3	-	5	-	-	3
Middle Atlantic	+1	-14	+6	+7	-1	7	5	6	8	2
East North Central	+9	-11	+12	+6	-3	8	4	5	7	2
West North Central	(S)	-10	+10	(S)	+7	-	5	8	-	2
South Atlantic	0	-14	+2	+23	+1	8	3	9	7	2
East South Central	+3	-12	+13	-2	-3	7	2	4	9	2
West South Central	(S)	-6	(S)	(S)	+2	-	3	-	-	3
Mountain	(S)	-19	+6	(S)	+1	-	3	6	-	3
Pacific										
Furniture, home furnishings, total	+3	-10	+7	-1	+1	6	2	6	7	1
New England	(S)	-17	(S)	(S)	+6	-	5	-	-	4
Middle Atlantic	+13	-13	+12	+6	-1	7	4	5	6	2
East North Central	(S)	-6	(S)	(S)	+6	-	4	-	-	2
South Atlantic	(S)	-10	(S)	(S)	+2	-	5	-	-	4
East South Central	(S)	-15	(S)	(S)	+6	-	5	-	-	3
West South Central	+1	-14	+12	(S)	+1	9	6	6	-	2
Mountain	(S)	+23	+32	(S)	-1	-	6	7	-	4
Pacific	+12	-6	+12	-19	-2	9	4	8	7	2
Hardware	+9	-6	+14	+9	+1	2	1	2	1	1
New England	(S)	+5	(S)	(S)	+2	-	6	-	-	2
Middle Atlantic	+19	-3	+16	+17	0	7	4	5	7	1
East North Central	0	-8	+4	+12	+1	5	3	2	5	1
West North Central	+19	-6	+24	+13	+5	5	3	4	6	1
South Atlantic	+18	-1	+30	-2	-2	8	3	4	9	2
East South Central	+1	-9	+16	+15	0	6	4	4	6	1
West South Central	(S)	-11	+16	0	+1	-	3	8	7	1
Mountain	(S)	-16	(S)	(S)	+6	-	4	-	-	2
Pacific	+9	-4	+12	+7	-1	8	2	8	6	1
Plumbing and heating equipment, supplies	+4	-4	+15	+10	+1	4	2	3	2	1
New England	(S)	+1	+17	(S)	0	-	4	7	-	2
Middle Atlantic	-13	-1	+6	-13	0	7	4	6	8	1
East North Central	+10	+1	+16	+20	-6	7	5	4	5	2

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 1972—Continued

(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 1972 from--		4 months 1972 from 4 months 1971	April 1972 from--						
	April 1971	March 1972		April 1971	March 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	-5	-4	+30	+1	-	3	9	8	2
South Atlantic	(S)	-14	(S)	+23	+8	-	5	-	8	2
East South Central	(S)	+22	+15	(S)	+5	-	6	8	-	2
West South Central	(S)	-21	+11	0	+1	-	6	6	9	3
Pacific	+12	-4	+20	+17	+8	9	4	5	7	2
Lumber, construction materials, total	+12	-2	+26	+17	+2	3	2	3	3	1
New England	(S)	-6	+14	(S)	+4	-	4	6	-	4
Middle Atlantic	+9	+9	+20	+26	+6	8	4	6	7	2
East North Central	+18	+6	+34	+12	0	8	3	5	6	2
West North Central	+11	-2	+27	+14	-5	9	5	6	8	2
South Atlantic	+12	-9	+35	(S)	+1	9	3	5	-	3
East South Central	(S)	-6	(S)	(S)	+4	-	5	-	-	2
West South Central	(S)	+3	+36	(S)	+7	-	4	9	-	2
Pacific	+13	-9	+23	(S)	+3	7	5	6	-	4
Industrial machinery, equipment supplies distribution	+10	-7	+16	-2	0	4	3	3	4	1
Middle Atlantic	(S)	-7	+16	+9	+1	-	5	-	7	3
East North Central	(S)	-9	(S)	-6	+2	-	5	-	8	2
South Atlantic	(S)	-8	+8	+8	-1	-	5	7	8	2
West South Central	(S)	-7	(S)	+3	+3	-	5	-	7	2
Pacific	+13	-4	+15	-17	-7	9	6	-	6	2
General-line grocery wholesalers	+3	-8	+8	+8	-2	1	1	1	2	1
New England	(S)	+2	(S)	(S)	+14	-	3	-	-	2
Middle Atlantic	+6	-6	+9	+18	-4	5	1	4	7	2
East North Central	-2	-10	+10	-2	-7	4	1	2	4	1
West North Central	+1	-9	+5	+5	-3	4	1	3	5	1
South Atlantic	+20	-5	+14	+23	+3	8	2	4	7	2
East South Central	0	-10	+9	+6	-1	7	2	4	9	1
West South Central	-4	-11	+6	-4	-1	6	2	3	7	1
Mountain	+13	-7	+10	+13	+1	5	2	3	6	1
Pacific	-3	-7	+1	+7	0	5	1	2	5	1
Specialty-line grocery wholesalers	-3	-8	+6	+8	-4	4	2	2	4	1
Middle Atlantic	-12	-11	+1	+4	-3	5	2	5	5	3
East North Central	-12	-6	+4	(S)	-7	8	3	5	-	4
West North Central	(S)	-9	+7	+23	-4	-	2	9	9	1
South Atlantic	+14	-13	+16	+20	-2	8	3	6	8	2
East South Central	(S)	-8	(S)	(S)	(S)	-	2	-	-	4
West South Central	(S)	-11	-7	(S)	(S)	-	6	8	-	3
Mountain	(S)	-21	+34	(S)	-1	-	5	9	-	4
Pacific	(S)	+2	0	(S)	-8	-	7	7	-	3
Fresh fruit, vegetable wholesalers	+5	-3	+13	+31	-2	3	2	2	4	1
New England	(S)	-10	(S)	(S)	(S)	-	6	-	-	-
Middle Atlantic	+2	+1	+9	(S)	-14	8	4	6	-	4
East North Central	+3	+1	+13	+2	+5	8	3	6	7	3
West North Central	(S)	-8	-4	+4	-1	-	3	8	8	3
South Atlantic	+11	+4	+12	+16	+2	8	4	8	9	3
East South Central	(S)	-5	(S)	(S)	0	-	5	-	-	5
West South Central	(S)	-7	+38	(S)	+2	-	3	6	-	3
Mountain	(S)	-5	(S)	(S)	+3	-	3	-	-	3
Pacific	-5	-8	+10	(S)	-2	8	4	3	-	4
Drug wholesalers (general and specialty lines)	+2	-10	+8	+13	+1	3	2	2	3	1
New England	-3	-15	+5	(S)	+4	9	3	7	-	2
Middle Atlantic	+2	-4	+7	(S)	+1	8	5	5	-	2
East North Central	+4	-12	+9	+14	+4	6	2	5	6	2
West North Central	+3	-3	+5	+9	0	8	4	3	9	2
South Atlantic	+8	-9	+9	+26	+1	6	4	4	8	2
East South Central	(S)	-14	+1	(S)	+1	-	3	5	-	3
West South Central	+2	-10	+7	+12	+1	6	2	4	7	1
Mountain	(S)	-13	(S)	(S)	-1	-	2	-	-	3
Pacific	-1	-16	(S)	+14	-1	8	4	-	9	2
Tobacco distributors	-2	-7	+6	+7	+1	2	1	1	3	1
New England	(S)	-5	+15	(S)	0	-	2	7	-	2
Middle Atlantic	0	-7	+5	+16	+2	5	2	3	7	1
East North Central	-7	-8	+2	+1	0	7	2	4	6	2
West North Central	-7	-3	-2	(S)	-1	9	2	5	-	1
South Atlantic	-3	-8	+15	+7	+3	6	2	2	7	1
East South Central	+3	-2	+6	+8	+2	8	2	5	9	3
West South Central	-11	-8	0	-1	+1	9	1	6	9	1
Mountain	(S)	-9	+12	(S)	(S)	-	3	7	-	1
Pacific	+6	-4	+6	+6	+3	7	1	3	9	3
Dry goods, apparel wholesalers	+2	-17	+9	(S)	(S)	5	2	3	8	1
Middle Atlantic	-2	-17	(S)	(S)	(S)	6	2	3	7	1
East North Central	(S)	-17	+32	(S)	(S)	-	6	6	9	2
East South Central	-19	-42	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+15	(S)	(S)	-	-	7	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for March 1972.

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 t 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	8-10	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	6-9	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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

mmercial stationery; office supplies including enve-pes, 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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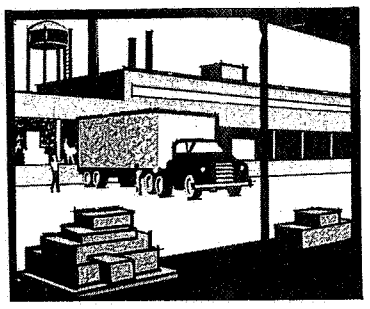


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: July 1972

MAY 1972

BW-72-5

Sales—May 1972 sales of merchant wholesalers were estimated at $25.1 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, May sales were $24.1 billion, virtually unchanged from last month but 7 percent above May 1971. Adjusted March-through-May average sales were 2 percent above the December-through-February period and were 9 percent above the average for the comparable months of a year ago.

After adjustment, May sales in the durable goods trades were virtually unchanged from the previous month but were 8 percent above May 1971. Nondurable goods sales were at the same level as the previous month but were 6 percent above the same month a year ago. Average monthly sales in the durable goods group during the March-through-May period were 3 percent above the prior 3 months and 12 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 1 percent above the average for the December-through-February period and 7 percent above the average for the same period a year ago.

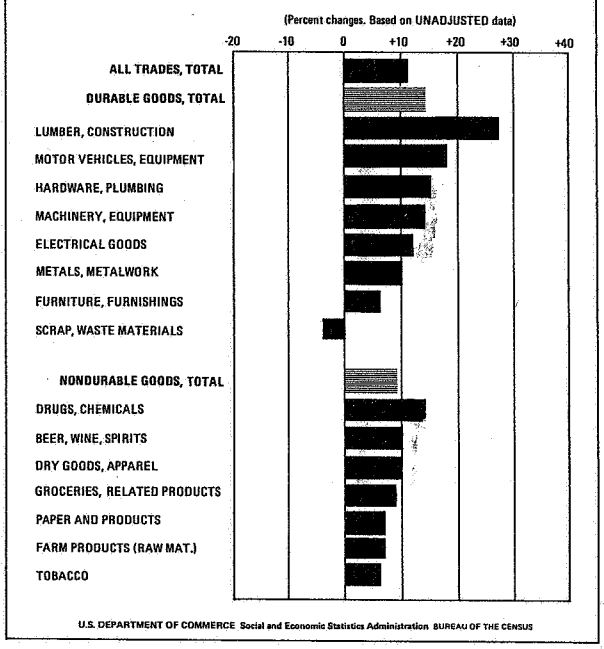
By trade group, comparisons with previous month sales levels reflected mixed trends with 5 trade groups showing gains; 8 indicating declines; and 4 no change. The larger increases were reported in jewelry (18%); metals, metalwork (4%); and lumber, construction materials (3%). The larger decreases were noted in motor vehicles, automotive equipment (-5%) and beer, wine, spirits (-3%). Compared with sales a year ago, all trade groups showed increases except scrap, waste materials (-8%); furniture, home furnishings (-3%); and tobacco products, which showed no change. Among the larger increases were lumber, construction materials (20%); jewelry (18%); and drugs, chemicals, allied products (13%).

Inventories—Total inventories of merchant wholesalers were valued at $29.6 billion at the end of May. After adjustment for seasonal variations, May inventories were virtually unchanged from April but were 9 percent over the same month last year. Durable goods stocks increased 1 percent from last month but were 10 percent above May 1971. Nondurable goods stocks were 1 percent below last month but were 8 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 (6%) while the larger declines were noted in farm products, raw materials (-5%) and paper, paper products (-3%). Changes from year ago levels were more substantial with all trades showing increases except furniture, home furnishings (-5%); and both paper, paper products and farm products, raw materials which showed no change. Among the larger increases were motor vechiles, automotive equipment (28%); lumber construction materials (18%); and drugs, chemicals, allied products (13%).

Stock-Sales-Ratio—The May stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 123 percent, 1 point above the previous month and 2 points above the May 1971 ratio. The stock-sales ratio for durable goods was 158 percent, up 2 points from both the previous month and May 1971 ratios. The stock-sales ratio for nondurable goods was 93 percent, unchanged from the April ratio but up 2 points from May 1971.

Sales of Merchant Wholesalers in Selected Kinds of Business
5 Months 1972 Compared With 5 Months 1971



An advance release of May 1972 data was issued on July 6, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972					1971								Total 5 months	
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,120	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	116,876	104,943
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,584	20,721	22,397	21,144	21,930	22,197	21,611	21,844	22,088	109,850	98,404
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,853	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	54,081	47,320
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,376	2,091	2,287	2,115	2,157	2,134	2,179	2,159	2,066	11,068	9,409
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,220	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	5,627	4,935
Automotive equipment	904	923	1,045	988	1,045	923	999	980	996	1,000	1,003	1,003	884	4,904	4,268
Electrical goods, total	1,362	1,385	1,537	1,388	1,476	1,270	1,464	1,373	1,448	1,497	1,531	1,581	1,554	7,148	6,356
Electrical supplies, apparatus	569	613	671	645	693	591	663	628	645	646	646	677	664	3,191	2,771
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	679	801	745	803	851	869	905	890	3,957	3,586
Appliances, TV, radio sets	534	529	591	506	533	466	564	527	568	589	603	625	612	2,693	2,460
Furniture, home furnishings, total	414	452	558	494	513	495	549	518	567	563	577	525	498	2,431	2,298
Furniture-household, office	(S)	135	(S)	(S)	162	124	140	133	148	144	146	(S)	(S)	746	613
Home furnishings, floor coverings	(S)	317	(S)	344	351	(S)	(S)	(S)	(S)	(S)	(S)	382	339	1,686	1,685
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,157	985	1,097	1,043	1,071	1,059	1,045	1,042	964	5,174	4,493
Hardware	356	386	427	397	437	357	391	367	387	399	385	395	361	2,002	1,736
General-line hardware	202	219	242	228	245	199	222	213	226	234	225	227	202	1,136	978
Plumbing and heating, supplies	462	463	520	506	552	487	538	517	532	528	539	520	484	2,504	2,175
Air conditioning, refrigeration equipment, supplies	105	107	140	147	168	141	169	158	153	132	122	127	118	668	582
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,364	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	5,860	4,608
Lumber, millwork	678	663	803	772	875	657	774	747	825	798	752	743	701	3,791	2,873
Construction materials	373	363	407	436	489	415	459	429	455	443	456	429	384	2,069	1,736
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,060	2,641	2,857	2,621	2,638	2,772	2,593	2,614	2,799	13,900	12,149
Construction machinery, equipment	373	421	509	501	542	479	492	490	457	453	454	447	463	2,386	2,074
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,473	1,225	1,289	1,189	1,211	1,338	1,184	1,236	1,358	6,670	5,669
Professional equipment, supplies	344	384	433	373	408	373	431	370	395	409	389	377	411	1,942	1,777
Service-establishment equipment, supplies	155	(S)	180	175	179	159	176	167	177	178	168	174	172	859	779
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,278	1,109	1,150	1,040	1,078	1,058	985	1,000	939	5,605	5,103
Iron, steel, and products	778	776	922	906	1,012	836	864	752	797	771	736	770	726	4,394	3,821
Nonferrous metals	229	212	270	235	266	274	286	(S)	(S)	(S)	248	229	213	1,211	1,282
Scrap, waste materials, total	369	390	457	441	460	455	448	374	384	359	378	364	363	2,118	2,214
Iron, steel scrap	210	234	277	268	280	271	270	226	220	207	222	212	210	1,269	1,347
Waste materials	159	156	181	173	180	184	178	147	163	152	156	151	153	849	867
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,267	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	62,795	57,623
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,729	10,460	11,164	10,760	11,143	11,342	10,916	11,178	11,610	55,769	51,084
Groceries and related products, total	4,509	4,447	4,865	4,445	4,941	4,407	4,639	4,593	4,582	4,691	4,467	4,637	4,766	23,207	21,237
General-line groceries	1,810	1,774	1,955	1,788	2,017	1,737	1,812	1,815	1,823	1,855	1,860	1,904	1,913	9,344	8,525
Specialty-line groceries	1,178	1,205	1,255	1,159	1,244	1,141	1,242	1,218	1,285	1,295	1,165	1,220	1,260	6,041	5,642
Confectionery	85	92	100	89	97	89	96	91	96	100	100	96	94	464	444
Meat, meat products	896	849	977	874	967	897	890	865	839	908	829	850	917	4,564	4,153
Poultry, poultry products	200	193	219	191	215	188	195	190	192	197	181	203	219	1,019	898
Fresh fruits, vegetables	340	333	359	343	400	355	404	414	347	337	332	365	363	1,776	1,574
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,280	1,147	1,318	1,215	1,273	1,195	1,165	1,273	1,528	5,639	5,104
Beer	432	461	536	499	631	546	628	607	600	559	506	501	531	2,559	2,305
Wine, distilled spirits	552	568	722	589	649	601	690	608	673	636	659	772	996	3,079	2,798
Drugs, chemicals, allied products, total	897	893	997	924	984	821	872	839	899	916	909	914	919	4,694	4,128
Drugs, drug proprietaries, sundries	530	516	570	514	539	468	494	480	524	543	555	551	566	2,669	2,437
General-line drugs	243	229	245	220	242	211	227	224	242	244	239	242	241	1,179	1,104
Paints, varnishes	39	40	48	48	52	45	49	48	50	47	45	44	39	227	200
Other chemicals, allied products	328	336	379	362	393	311	332	314	328	(S)	312	323	314	1,798	1,506
Tobacco, tobacco products	522	509	567	526	592	547	581	568	562	568	538	544	586	2,716	2,549
Dry goods, apparel, total	996	1,017	1,116	942	986	851	1,003	935	1,120	1,095	1,060	1,040	971	5,058	4,576
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	2,321	2,156
Dry goods, notions	(S)	394	419	(S)	(S)	318	374	(S)	(S)	(S)	(S)	(S)	(S)	1,933	1,655
Paper, paper products, excluding wallpaper, total	626	628	698	647	699	618	644	615	659	668	642	640	644	3,298	3,087
Paper	476	479	538	498	550	484	504	479	514	512	485	475	481	2,539	2,385
Stationery, office supplies	151	150	160	149	150	135	140	137	145	156	157	164	164	759	702
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,538	1,332	1,286	1,223	1,218	1,221	1,176	1,512	1,566	7,026	6,539
Grain	936	894	970	896	1,105	959	909	868	885	896	789	1,034	1,015	4,800	4,611
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,247	2,069	2,107	1,994	2,047	2,209	2,135	2,130	2,196	11,156	10,404
Books, magazines, newspapers	142	143	164	143	154	134	149	161	159	154	161	160	159	746	683

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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.
[2]The automotive group is subject to a high sampling variability of 12 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972					1971							
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,591	27,114	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,180	25,693	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	16,265	16,420	16,686	16,645	16,816	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,770	2,938	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,179	1,990	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,507	2,376	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	977	907	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,530	1,469	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	751	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	530	551	575	565	569	(S)	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,885	1,746	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	759	755	755	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	909	843	858	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,215	1,038	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	776	652	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	4,999	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,461	1,291	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	1,968	1,966	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	2,049	1,995	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,680	1,680	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,736	10,848	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,326	9,428	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,573	2,409	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,300	1,233	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	845	789	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,315	1,221	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	365	353	362	348	346	321	312	305	297	270
Wine, distilled spirits	949	940	912	918	962	859	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,242	1,098	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	835	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	687	685	678	672	665	673	664	660	663
Paper	467	459	469	472	474	464	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972					1971							
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	118	123	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	124	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	151	159	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	159	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	178	184	175	182	179	178	178	178	208
Electrical goods, total	175	172	162	177	170	187	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	141	154	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	195	216	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	146	158	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	162	(S)	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	163	177	159	167	159	160	167	164	175
Hardware	204	192	178	190	173	197	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	165	173	160	168	158	156	160	163	170
Lumber, construction materials, total	102	110	97	100	89	97	87	89	83	86	87	89	96
Lumber, millwork	103	110	95	101	89	99	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	163	180	167	182	184	174	186	183	173
Construction machinery, equipment	363	328	255	287	270	270	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	134	161	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	160	180	175	207	198	187	196	194	215
Iron, steel, and products	204	200	173	180	166	201	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	92	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	90	86	89	87	87	91	89	86
Groceries and related products, total	57	57	55	57	52	55	52	54	55	54	57	55	53
General-line groceries	72	73	70	74	64	71	68	68	68	69	70	69	68
Specialty-line groceries	73	69	69	70	68	69	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	106	95	99	96	112	119	103	77
Beer	70	65	61	73	56	66	55	57	54	56	60	59	51
Wine, distilled spirits	172	166	126	156	148	143	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	126	134	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	162	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	98	111	105	109	101	101	103	103	103
Paper	98	96	87	95	86	96	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972					1971							
	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	24,351	23,533	23,884	24,170	24,096	22,449	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,607	21,073	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,213	10,350	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,166	2,026	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,546	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	504	519	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,100	993	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,263	1,049	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,841	2,636	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,201	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	418	409	446	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	12,883	12,099	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,394	10,723	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,706	4,447	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,204	1,152	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	960	846	859	879	875	887	889	910	888
Tobacco, tobacco products	582	554	564	567	558	556	554	553	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,029	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	683	640	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,489	1,376	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,254	2,148	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,657	27,140	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,057	25,544	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,735	16,128	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,789	2,959	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,485	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	756	792	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,827	1,689	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,175	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,945	4,707	4,718	4,692	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	2,070	2,001	2,041	2,133	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,921	11,012	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,322	9,416	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,583	2,416	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,279	1,192	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,260	1,115	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	121	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	121	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	156	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	175	146	141	159	147	153	151	155	163
Electrical goods	156	164	165	161	161	167	161	175	168	175	170	167	168
Furniture, home furnishings	142	146	141	143	150	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	166	170	169	171	170	174	179	171	170
Lumber, construction materials	81	95	95	96	93	95	92	94	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	179	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	172	179	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	93	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	91	88	88	88	90	89	90	89	92
Groceries and related products	54	54	57	54	55	54	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	106	103	100	104	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	128	131	132	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	107	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

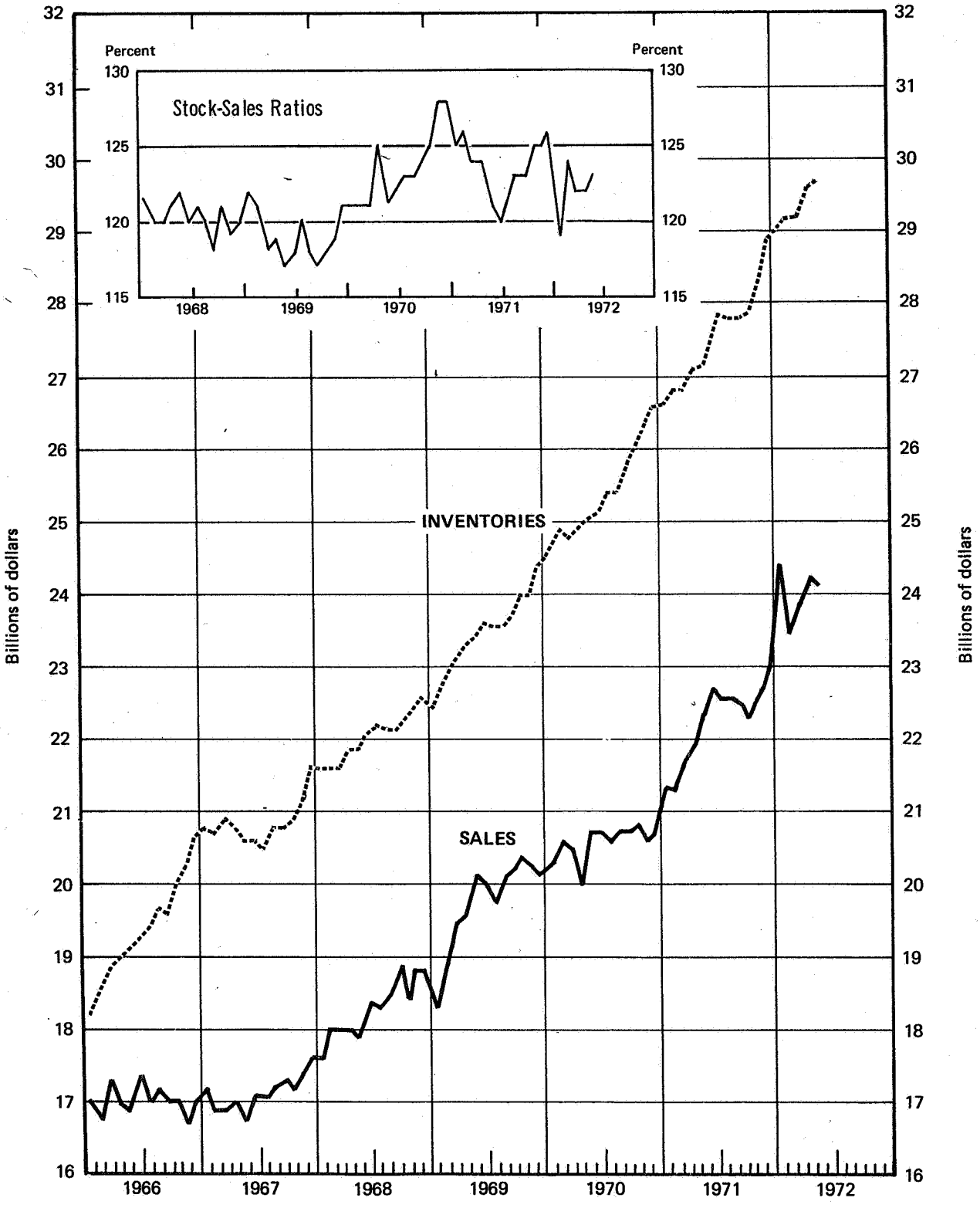


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers United States, by Kind of Business: May 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	May 1972 from--		5 months 1972 from 5 months 1971	May 1972 from--		May 1972 from--		May 1972 from--	
	May 1971	April 1972		May 1971	April 1972	May 1971	April 1972	May 1971	April 1972
MERCHANT WHOLESALERS, TOTAL	+14	+9	+11	+9	0	+7	0	+9	0
TOTAL (excluding farm products, raw materials)	+14	+8	+12	+10	+1	+7	0	+10	+1
DURABLE GOODS, TOTAL	+16	+8	+14	+10	+1	+8	0	+10	+1
Motor vehicles, automotive equipment, total	+14	+4	+18	+28	-1	+7	-5	+28	+1
Automobiles, other motor vehicles	+15	+2	+22	+68	-3	-	-	-	-
Automotive equipment, tires, tubes	+13	+7	+14	+9	+1	-	-	-	-
Automotive equipment	+13	+6	+15	+7	0	-	-	-	-
Electrical goods, total	+16	+6	+12	+5	+2	+10	0	+6	0
Electrical supplies, apparatus	+17	+7	+15	+8	+3	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+15	+6	+10	+4	+2	-	-	-	-
Appliances, TV, radio sets	+14	+5	+10	+7	+1	-	-	-	-
Furniture, home furnishings, total	+4	+4	+6	-4	+1	-3	-2	-5	+3
Furniture-household, office	+30	+8	+22	+9	+4	-	-	-	-
Household furniture	+32	+14	+17	+5	+4	-	-	-	-
Office furniture	+28	+2	+26	+14	+4	-	-	-	-
Home furnishings, floor coverings	-5	+2	0	-8	+1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+17	+10	+15	+8	0	+11	+1	+8	0
Hardware	+22	+10	+15	+7	0	-	-	-	-
General-line hardware	+23	+8	+16	+12	0	-	-	-	-
Plumbing and heating equipment, supplies	+13	+9	+15	+8	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+19	+14	+15	+10	-1	-	-	-	-
Lumber, construction materials, total	+27	+13	+27	+17	+1	+20	+3	+18	0
Lumber, millwork	+33	+13	+32	+19	-1	-	-	-	-
Construction materials	+18	+12	+19	+13	+3	-	-	-	-
Machinery, equipment, supplies, total	+16	+8	+14	+5	0	+8	-1	+5	+1
Commercial machines, equipment	+15	+9	+16	+12	-2	-	-	-	-
Construction machinery, equipment	+13	+8	+15	+13	+2	-	-	-	-
Industrial machinery, equipment, supplies	+20	+10	+18	0	0	-	-	-	-
Professional equipment, supplies	+9	+9	+9	-1	+1	-	-	-	-
Surgical, medical, hospital supplies	+4	+3	+6	-4	0	-	-	-	-
Service-establishment equipment, supplies	+12	+2	+10	+8	-1	-	-	-	-
Metals, metalwork (except scrap), total	+15	+12	+10	+3	+3	+7	+4	+3	+6
Iron, steel, and products	+21	+12	+15	0	+3	-	-	-	-
Nonferrous metals	-3	+13	-6	+17	+6	-	-	-	-
Scrap, waste materials, total[2]	+1	+4	-4	+11	0	-8	-2	+12	+1
Iron, steel scrap	+3	+4	-6	+21	+2	-	-	-	-
Waste materials	-2	+4	-2	-4	-2	-	-	-	-
Jewelry	+19	+10	+12	(S)	(S)	+18	+18	(S)	(S)
NONDURABLE GOODS, TOTAL	+12	+10	+9	+8	-1	+6	0	+8	-1
TOTAL (excluding farm products, raw materials)	+12	+9	+9	+10	+1	+6	-1	+10	0
Groceries and related products, total	+12	+11	+9	+7	+1	+6	0	+7	+1
General-line groceries	+16	+13	+10	+5	-1	-	-	-	-
Voluntary groups	+22	+14	+15	+8	0	-	-	-	-
Retailer cooperatives	+15	+10	+10	+9	-1	-	-	-	-
Nonaffiliated	+7	+12	+1	0	-3	-	-	-	-
Specialty-line groceries	+9	+7	+7	+7	+4	-	-	-	-
Confectionery	+9	+9	+4	+10	+1	-	-	-	-
Meats, meat products	+8	+11	+10	+6	0	-	-	-	-
Poultry, poultry products	+14	+12	+13	+6	-1	-	-	-	-
Fresh fruits, vegetables	+13	+17	+13	+26	+2	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+12	+18	+10	+8	+2	+5	-3	+7	-1
Beer	+16	+26	+11	-3	-3	-	-	-	-
Wine, distilled spirits	+8	+10	+10	+12	+5	-	-	-	-
Drugs, chemicals, allied products, total	+20	+6	+14	+13	+1	+13	0	+13	+2
Drugs, drug proprietaries, druggists' sundries	+15	+5	+10	+10	+1	-	-	-	-
General-line drugs	+15	+10	+7	+5	+1	-	-	-	-
Paints, varnishes	+16	+8	+14	0	0	-	-	-	-
Other chemicals, allied products	+26	+8	+19	+22	+1	-	-	-	-
Tobacco, tobacco products	+8	+12	+6	+5	+3	0	-2	+4	+1
Dry goods, apparel, total	+16	+5	+10	(S)	(S)	+10	-2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+13	+2	+8	(S)	(S)	-	-	-	-
Dry goods, notions	+20	+8	+17	(S)	(S)	-	-	-	-
Piece goods converters	+14	+6	+5	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+13	+8	+7	0	-1	+7	-1	0	-3
Paper	+14	+10	+6	+2	0	-	-	-	-
Stationery, office supplies	+11	+1	+8	-4	-2	-	-	-	-
Farm products (raw materials), total[2]	+15	+21	+7	-1	-14	+8	+2	0	-5
Cotton	+1	-3	+7	(S)	(S)	-	-	-	-
Grain	+15	+23	+4	(S)	(S)	-	-	-	-
Other nondurable goods, total	+9	+1	+7	+10	+1	+5	0	+11	+1
Amusement, sporting goods	+24	+1	+17	+27	+8	-	-	-	-
Books, magazines, newspapers	+15	+8	+9	-5	-1	-	-	-	-
Coal	-28	0	-27	(S)	(S)	-	-	-	-
Farm supplies	+16	-1	+5	+28	-7	-	-	-	-

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

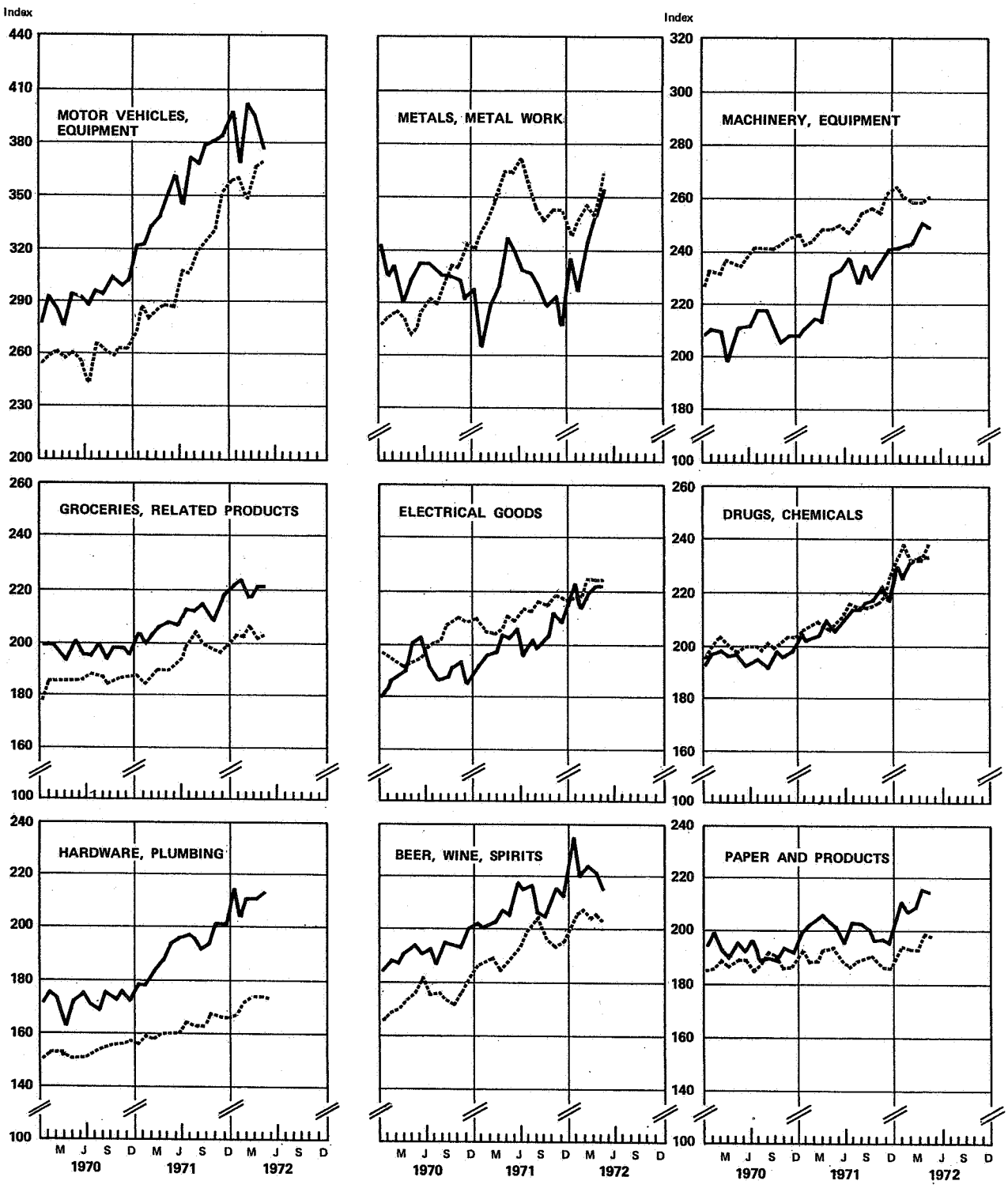
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····



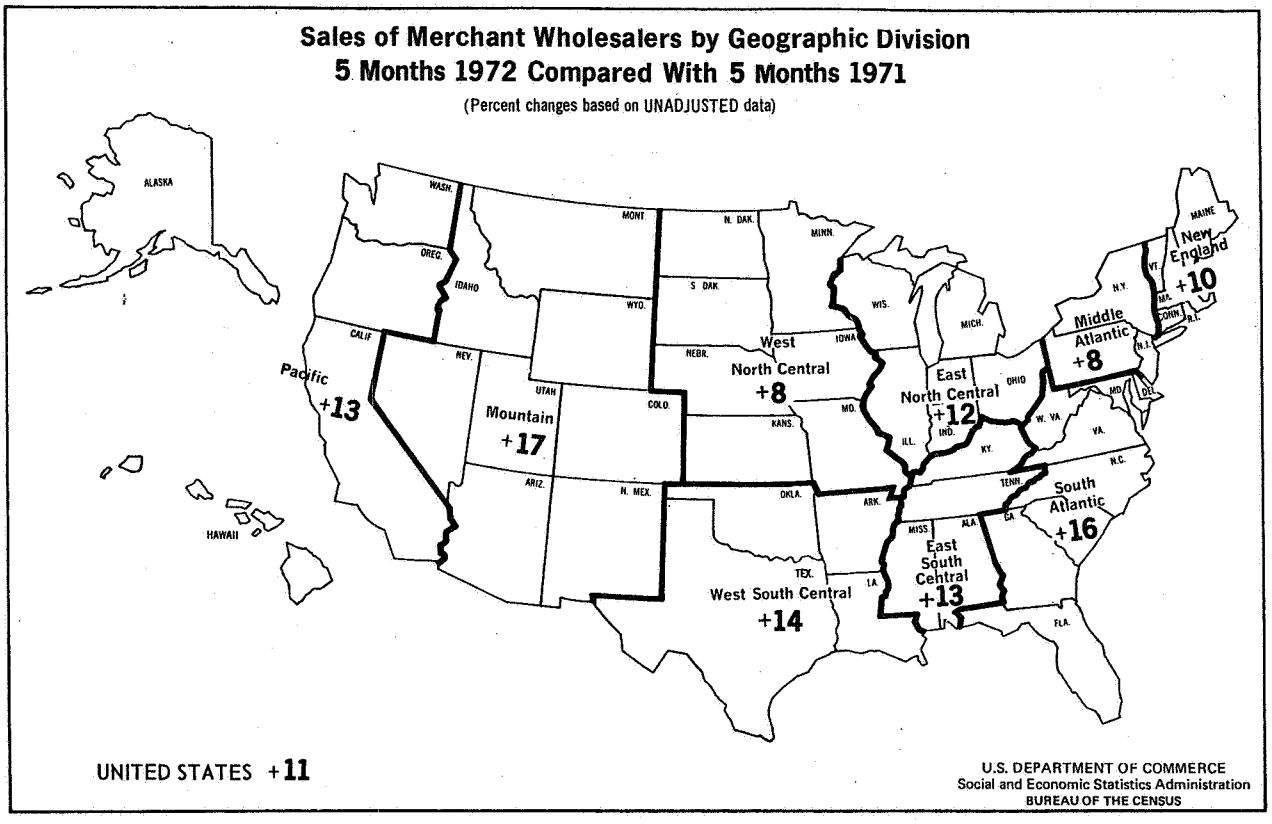


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972					1971								Total 5 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May[1]	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,120	22,053	23,684	22,367	23,148	23,418	22,787	23,356	23,654	116,876	104,943	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,248	1,065	1,158	1,114	1,176	1,117	1,077	1,132	1,148	5,593	5,101	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,488	5,967	6,519	6,040	6,284	6,579	6,131	6,137	6,298	30,877	28,684	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,608	3,977	4,256	4,079	4,185	4,264	4,135	4,194	4,198	20,930	18,714	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,075	1,843	1,840	1,839	1,952	1,850	1,854	1,896	1,921	9,372	8,698	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,673	2,244	2,479	2,423	2,449	2,371	2,457	2,482	2,517	12,674	10,895	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,362	1,229	1,263	1,204	1,274	1,235	1,210	1,321	1,373	6,459	5,718	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,281	1,923	2,040	1,926	1,996	2,031	1,963	1,936	2,011	10,514	9,175	2-5	3
Mountain	683	695	804	738	807	667	736	736	742	713	707	707	719	3,727	3,189	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,579	3,136	3,392	3,005	3,090	3,258	3,253	3,551	3,470	16,731	14,783	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,853	10,261	11,233	10,384	10,788	10,855	10,696	10,666	10,478	54,081	47,320	1.3-1.6	1.5
New England	453	466	521	504	545	484	520	459	506	481	466	486	481	2,490	2,172	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,770	2,520	2,707	2,486	2,539	2,637	2,587	2,488	2,470	12,609	11,588	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,184	1,911	2,137	2,036	2,064	2,096	2,043	2,000	1,948	10,002	8,910	2-5	3
West North Central	627	624	715	713	776	669	714	694	726	725	724	706	678	3,455	3,089	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,419	1,169	1,259	1,201	1,303	1,255	1,278	1,230	1,230	6,499	5,425	3-6	4
East South Central	470	463	543	541	553	524	569	496	565	552	527	507	507	2,570	2,337	5-7	6
West South Central	951	1,043	1,183	1,120	1,245	987	1,078	1,029	1,067	1,030	1,000	990	977	5,542	4,574	2-5	3
Mountain	334	352	420	395	431	324	384	385	379	349	352	352	349	1,932	1,561	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,932	1,673	1,865	1,599	1,639	1,730	1,718	1,907	1,837	8,983	7,687	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,267	11,792	12,451	11,983	12,361	12,563	12,091	12,690	13,176	62,795	57,623	1.2-1.5	1.2
New England	568	563	662	607	703	582	638	655	670	636	610	646	667	3,103	2,928	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,718	3,447	3,812	3,554	3,745	3,942	3,544	3,649	3,829	18,269	17,096	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,425	2,066	2,120	2,043	2,121	2,168	2,092	2,195	2,249	10,928	9,801	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,299	1,173	1,126	1,146	1,227	1,125	1,129	1,189	1,243	5,917	5,609	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,255	1,075	1,220	1,222	1,146	1,116	1,179	1,252	1,287	6,175	5,470	3-5	4
East South Central	793	751	810	726	809	706	694	709	709	683	683	814	866	3,889	3,380	4-6	5
West South Central	973	1,013	1,013	937	1,036	936	962	897	930	1,001	963	947	1,033	4,971	4,601	4-6	4
Mountain	349	342	384	343	376	343	352	351	362	364	355	355	370	1,794	1,628	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,647	1,464	1,527	1,406	1,451	1,528	1,535	1,643	1,633	7,748	7,098	2-3	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 1972

(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 1972 from--		5 months 1972 from 5 months 1971	May 1972 from--						
	May 1971	April 1972		May 1971	April 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+14	+9	+11	+9	0	0.9	0.4	0.6	0.8	0.2
New England	+17	+12	+10	+9	0	4.4	1.5	3.8	3.6	0.4
Middle Atlantic	+9	+8	+8	+9	+1	1.4	0.8	1.1	1.5	0.6
East North Central	+16	+11	+12	+6	+1	2.1	1.1	1.4	1.5	0.6
West North Central	+13	+11	+8	+8	-1	3.2	1.6	2.1	3.1	0.8
South Atlantic	+19	+8	+16	+11	-1	2.2	1.0	1.3	1.7	0.7
East South Central	+11	+8	+13	-1	-3	3.4	1.6	2.9	2.2	0.7
West South Central	+19	+11	+14	+13	+1	2.3	1.2	2.2	2.7	0.6
Mountain	+21	+9	+17	+14	+2	4.4	2.6	3.3	4.6	1.0
Pacific	+14	+6	+13	+13	-2	3.6	1.5	1.7	3.3	0.8
Durable goods, total	+16	+8	+14	+10	+1	1.4	0.7	0.9	1.0	0.3
New England	+13	+8	+15	+6	-1	7.7	2.7	5.7	3.7	0.9
Middle Atlantic	+10	+9	+9	+9	+1	2.7	1.3	2.0	1.9	0.8
East North Central	+14	+7	+12	+4	+1	3.1	1.6	2.3	1.9	0.9
West North Central	+16	+9	+12	+4	+1	3.9	2.5	2.6	3.8	0.7
South Atlantic	+21	+9	+20	+13	+1	3.1	1.6	2.3	2.5	0.8
East South Central	+6	+2	+10	+4	+1	4.4	2.5	5.2	3.5	0.8
West South Central	+26	+11	+21	+12	+2	3.4	1.4	3.6	3.4	0.7
Mountain	+33	+9	+24	+16	+2	6.8	4.4	5.4	5.8	1.2
Pacific	+16	+5	+17	+19	-2	6.7	2.0	2.0	3.1	1.5
Nondurable goods, total	+12	+10	+9	+8	-1	1.3	0.6	1.2	1.3	0.3
New England	+21	+16	+6	+12	+1	5.0	1.9	4.9	6.5	1.6
Middle Atlantic	+8	+7	+7	+9	0	1.7	1.1	1.4	3.6	0.6
East North Central	+17	+14	+12	+11	0	2.6	1.4	1.7	2.4	0.6
West North Central	+11	+12	+5	+13	-3	3.9	1.7	3.1	5.4	1.3
South Atlantic	+17	+7	+13	+7	-4	2.7	1.4	1.6	2.3	0.8
East South Central	+15	+11	+15	-7	-6	4.0	1.5	2.5	2.6	0.9
West South Central	+11	+10	+8	+15	-2	3.2	1.8	2.0	3.5	1.0
Mountain	+10	+10	+10	+9	+1	5.0	1.9	3.7	6.7	1.9
Pacific	+12	+7	+9	+5	-1	3.2	1.4	2.4	5.1	1.6
Automotive equipment, tire, tubes	+13	+7	+14	+9	+1	3	2	2	3	1
New England	(S)	+5	(S)	(S)	-1	-	4	-	-	1
Middle Atlantic	-2	+7	+4	-10	+1	9	5	7	8	1
East North Central	+11	+6	+13	+2	+1	8	3	7	7	1
West North Central	+6	+2	+6	-3	+1	9	4	6	9	2
South Atlantic	+10	+6	+14	+9	+1	8	3	6	6	3
East South Central	(S)	-2	+18	+36	0	-	4	8	9	3
West South Central	+31	+10	+19	+22	+1	9	4	6	8	1
Mountain	(S)	+14	(S)	(S)	+10	-	6	-	-	2
Pacific	+14	+8	+19	+33	-2	9	3	9	9	2
Electrical supplies, apparatus	+17	+7	+15	+8	+3	3	1	2	2	1
New England	(S)	+4	+13	(S)	(S)	-	3	4	-	1
Middle Atlantic	+4	+7	+6	+6	+2	7	4	6	6	1
East North Central	+24	+5	+21	+5	+2	6	2	3	6	1
West North Central	(S)	+12	+11	+10	+1	-	3	8	7	1
South Atlantic	+27	+11	+13	+18	+4	7	3	6	5	1
East South Central	(S)	+9	(S)	(S)	-1	-	4	-	-	2
West South Central	+15	+7	+20	-6	0	8	3	6	8	1
Mountain	(S)	+5	+10	(S)	+4	-	2	7	-	1
Pacific	+25	+6	+21	+23	+6	7	3	9	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+15	+6	+10	+4	+2	3	2	2	3	1
New England	(S)	+6	(S)	(S)	+5	-	5	-	-	3
Middle Atlantic	+12	+9	+7	(S)	(S)	7	5	6	8	2
East North Central	+19	-4	+14	+13	+2	8	4	5	7	2
West North Central	(S)	+6	+18	(S)	-2	-	5	8	-	2
South Atlantic	+6	+12	+1	+2	+1	8	3	9	7	2
West South Central	+10	+6	+14	-6	0	7	2	4	9	2
Mountain	(S)	+4	(S)	(S)	+3	-	3	-	-	3
Pacific	(S)	+11	+7	(S)	+5	-	3	6	-	3
Furniture, home furnishings, total	+4	+4	+6	-4	+1	6	2	6	7	1
New England	(S)	+7	(S)	(S)	0	-	5	-	-	4
Middle Atlantic	+18	+1	+12	+2	0	7	4	5	6	2
East North Central	(S)	+4	(S)	(S)	+1	-	4	-	-	2
South Atlantic	(S)	+3	(S)	(S)	+2	-	5	-	-	4
East South Central	(S)	+15	(S)	(S)	0	-	5	-	-	3
West South Central	+15	+1	+15	(S)	0	9	6	6	-	2
Mountain	(S)	+11	+27	(S)	+10	-	6	7	-	4
Pacific	+15	+4	+12	-6	+5	9	4	8	7	2
Hardware	+22	+10	+15	+7	0	2	1	2	1	1
New England	(S)	+19	(S)	(S)	-2	-	6	-	-	2
Middle Atlantic	+11	+3	+14	-2	-1	7	4	5	7	1
East North Central	+8	+10	+4	+3	-2	5	3	2	5	1
West North Central	+19	+2	+23	+16	+1	5	3	4	6	1
South Atlantic	+46	+15	+35	0	0	8	3	4	9	2
East South Central	+29	+20	+18	+9	-1	6	4	4	6	1
West South Central	(S)	+6	+19	+17	+3	-	3	8	7	1
Mountain	(S)	+12	(S)	(S)	+1	-	4	-	-	2
Pacific	+41	+13	+17	+17	+2	8	2	8	6	1
Plumbing and heating equipment, supplies	+13	+9	+15	+8	+1	4	2	3	2	1
New England	(S)	+6	+20	(S)	+4	-	4	7	-	2
Middle Atlantic	+19	+11	+12	+14	+1	7	4	6	8	1
East North Central	+5	+12	+11	-2	+1	7	5	4	5	2

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 1972—Continued

(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 1972 from--		5 months 1972 from 5 months 1971	May 1972 from--						
	May 1971	April 1972		May 1971	April 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	+8	-6	+19	-1	-	3	9	8	2
South Atlantic	(S)	+11	(S)	+13	0	-	5	-	8	2
East South Central	(S)	0	+11	(S)	0	-	6	8	-	2
West South Central	(S)	+6	+12	-2	+4	-	6	6	9	3
Pacific	+14	+12	+18	+10	-2	9	4	5	7	2
Lumber, construction materials, total	+27	+13	+27	+17	+1	3	2	3	3	1
New England	(S)	+14	+15	(S)	-2	-	4	6	-	4
Middle Atlantic	+20	+15	+20	+26	+5	8	4	6	7	2
East North Central	+28	+20	+31	+20	0	8	3	5	6	2
West North Central	+34	+17	+31	+6	+2	9	5	6	8	2
South Atlantic	+44	+4	+39	(S)	-5	9	3	5	-	3
East South Central	(S)	+9	(S)	(S)	+7	-	5	-	-	2
West South Central	(S)	+15	+31	(S)	-1	-	4	9	-	2
Pacific	+26	+16	+23	(S)	(S)	7	5	6	-	4
Industrial machinery, equipment supplies distribution	+20	+10	+18	0	0	4	3	3	4	1
Middle Atlantic	(S)	+14	(S)	+24	0	-	5	-	7	3
East North Central	(S)	+1	(S)	-1	0	-	5	-	8	2
South Atlantic	(S)	+16	+11	-2	-4	-	5	7	8	2
West South Central	(S)	+16	(S)	-1	+2	-	5	-	7	2
Pacific	+22	+12	(S)	-10	-3	9	6	-	6	2
General-line grocery wholesalers	+16	+13	+10	+5	-1	1	1	1	2	1
New England	(S)	+51	(S)	(S)	0	-	3	-	-	2
Middle Atlantic	+12	+11	+9	+2	0	5	1	4	7	2
East North Central	+23	+16	+14	+12	-2	4	1	2	4	1
West North Central	+13	+13	+7	+4	-1	4	1	3	5	1
South Atlantic	+24	+7	+13	+18	-1	8	2	4	7	2
East South Central	+4	+9	+8	-6	-3	7	2	4	9	1
West South Central	+11	+14	+8	-2	-3	6	2	3	7	1
Mountain	+19	+11	+11	+1	-1	5	2	3	6	1
Pacific	+6	+6	+3	+4	0	5	1	2	5	1
Specialty-line grocery wholesalers	+9	+7	+7	+7	+4	4	2	2	4	1
Middle Atlantic	+8	+12	+3	+12	+12	5	2	5	5	3
East North Central	+5	+10	+8	(S)	+8	8	3	5	-	4
West North Central	(S)	+7	+9	+26	-5	-	2	9	9	1
South Atlantic	+4	+2	+12	-14	-5	8	3	6	8	2
East South Central	(S)	+1	(S)	(S)	-7	-	2	-	-	4
West South Central	(S)	+8	-9	(S)	-	-	6	8	-	3
Mountain	(S)	(S)	+32	(S)	+2	-	5	9	-	4
Pacific	(S)	+8	+1	(S)	0	-	7	7	-	3
Fresh fruit, vegetable wholesalers	+13	+17	+13	+26	+2	3	2	2	4	1
New England	(S)	+25	(S)	(S)	(S)	-	6	-	-	-
Middle Atlantic	+8	+20	+8	(S)	-2	8	4	6	-	4
East North Central	+13	+17	+12	+9	+7	8	3	6	7	3
West North Central	(S)	+13	-2	+7	+3	-	3	8	8	3
South Atlantic	+8	+11	+10	+19	-2	8	4	8	9	3
East South Central	(S)	+20	(S)	(S)	-1	-	5	-	-	5
West South Central	(S)	+9	+36	(S)	-1	-	3	6	-	3
Mountain	(S)	+11	(S)	(S)	+4	-	3	-	-	3
Pacific	+29	+20	+16	(S)	+4	8	4	3	-	4
Drug wholesalers (general and specialty lines)	+15	+5	+10	+10	+1	3	2	2	3	1
New England	-7	+1	+1	(S)	0	9	3	7	-	2
Middle Atlantic	+21	+2	+11	(S)	+2	8	5	5	-	2
East North Central	+20	+9	+11	+7	0	6	2	5	6	2
West North Central	+18	+10	+8	+16	+4	8	4	3	9	2
South Atlantic	+16	+5	+9	+14	0	6	4	4	8	2
East South Central	(S)	+6	+1	(S)	-1	-	3	5	-	3
West South Central	+12	+6	+7	+7	0	6	2	4	7	1
Mountain	(S)	+14	(S)	(S)	+4	-	2	-	-	3
Pacific	+11	+1	(S)	+13	+3	8	4	-	9	2
Tobacco distributors	+8	+12	+6	+5	+3	2	1	1	3	1
New England	(S)	+14	+14	(S)	+6	-	2	7	-	2
Middle Atlantic	+3	+12	+3	+7	+2	5	2	3	7	1
East North Central	+2	+12	+3	(S)	(S)	7	2	4	6	2
West North Central	+19	+18	+3	(S)	+2	9	2	5	-	1
South Atlantic	+15	+9	+16	+16	+1	6	2	2	7	1
East South Central	+18	+10	+7	+17	+5	8	2	5	9	3
West South Central	0	+11	+1	-6	+2	9	1	6	9	1
Mountain	(S)	+15	+13	(S)	0	-	3	7	-	1
Pacific	+11	+14	+6	-2	+2	7	1	3	9	3
Dry goods, apparel wholesalers	+16	+5	+10	(S)	(S)	5	2	3	8	1
Middle Atlantic	+15	+4	+10	(S)	(S)	6	2	3	7	1
East North Central	(S)	+5	+34	(S)	(S)	-	6	6	9	2
East South Central	+19	+2	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+15	(S)	(S)	-	-	7	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for March 1972.

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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-8	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies		7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and relsted products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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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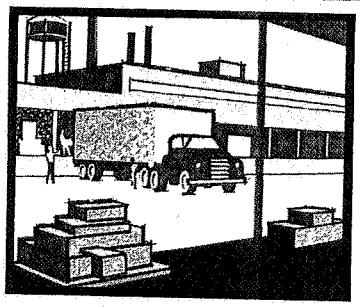


A UNITED STATES DEPARTMENT OF COMMERCE P CATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: August 1972

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JUNE 1972

Sales—June 1972 sales of merchant wholesalers were estimated at $25.5 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, June sales were $24.3 billion, virtually unchanged from last month but 7 percent above June 1971. Adjusted April-through-June average sales were 1 percent above the January-through-March period and were 8 percent above the average for the comparable months of a year ago.

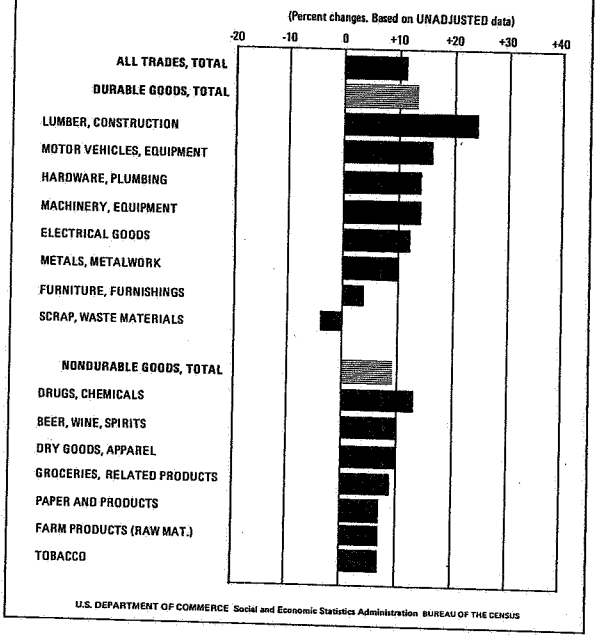
After adjustment, June sales in both the durable and nondurable goods trades were virtually unchanged from the previous month. However, both durables and nondurables increased 7 percent from June 1971. Average monthly sales in the durable goods group during the April-through-June period were 2 percent 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 1 percent above the average for the January-through-March period and were 7 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 scrap, waste materials (9%), jewelry (4%) and dry goods, apparel (4%). The larger decreases were noted in lumber, construction materials (-2%); hardware, plumbing, heating equipment (-2%); and electrical goods (-3%). Compared with sales a year ago, all trade groups showed increases except furniture, home furnishings, (-5%). Among the larger increases were jewelry (27%); drugs, chemicals, allied products (13%); lumber, construction materials (12%) and metals, metalwork (11%).

Inventories—Total inventories of merchant wholesalers were valued at $29.6 billion at the end of June. After adjustment for seasonal variations, June inventories were 0.4 percent below May but were 8 percent above the year-ago level. Durable goods stocks were virtually unchanged from last month but were 10 percent above June 1971. Nondurable goods stocks were down 1 percent below May but were 6 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 largest increase was noted in metals, metalwork (3%) while the larger declines were in farm products, raw materials (-6%) and furniture, home furnishings (-3%). Changes from year-ago levels were more substantial with all trade groups showing increases except farm products, raw materials (-9%); furniture, home furnishings (-8%); and metals, metalwork, which showed no change. Among the sharper increases were motor vehicles, automotive equipment (28%); lumber, construction materials (14%); and hardware, plumbing, heating equipment (12%).

Sales of Merchant Wholesalers in Selected Kinds of Business 6 Months 1972 Compared With 6 Months 1971



Stock-Sales Ratio—The June stock-sales ratio for merchant wholesalers, based on adjusted data, was 122 percent, 1 point below the previous month but 2 points above the June 1971 ratio. The stock sales ratio for durable goods was 158 percent, virtually the same as the previous month's ratio but up 4 points from the year-ago ratio. The ratio for nondurable goods was 91 percent, down 1 point from the previous month's ratio but virtually the same as the ratio for June 1971.

An advance release of June 1972 data was issued on August 7, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972						1971							Total 6 months	
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,473	23,684	22,367	23,148	23,418	22,787	23,356	23,654	142,515	128,627
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,087	22,397	21,144	21,930	22,197	21,611	21,844	22,088	134,108	120,801
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,167	11,233	10,384	10,788	10,855	10,696	10,666	10,478	66,292	58,553
Motor vehicles, automotive equipment, total	2,038	1,993	2,379	2,279	2,410	2,420	2,287	2,115	2,157	2,134	2,179	2,159	2,066	13,522	11,696
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,297	1,165	1,149	1,154	1,155	1,146	1,159	1,004	6,959	6,099
Automotive equipment	904	923	1,045	988	1,074	1,105	999	980	996	1,000	1,003	1,003	884	6,039	5,267
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,596	1,464	1,373	1,448	1,497	1,531	1,581	1,554	8,752	7,820
Electrical supplies, apparatus	569	613	671	645	700	738	663	628	645	646	646	677	664	3,936	3,434
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	858	801	745	803	851	869	905	890	4,815	4,386
Appliances, TV, radio sets	534	529	591	506	533	568	564	527	568	589	603	625	612	3,260	3,024
Furniture, home furnishings, total	414	452	558	494	509	530	549	518	567	563	577	525	498	2,957	2,847
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	140	133	148	144	146	(S)	(S)	915	753
Home furnishings, floor coverings	(S)	317	(S)	344	353	355	(S)	(S)	(S)	(S)	(S)	382	339	2,042	2,094
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,198	1,097	1,043	1,071	1,059	1,045	1,042	964	6,377	5,591
Hardware	356	386	427	397	437	445	391	367	387	399	385	395	361	2,448	2,127
General-line hardware	202	219	242	228	242	254	222	213	226	234	225	227	202	1,387	1,200
Plumbing and heating, supplies	462	463	520	506	560	(S)	538	517	532	528	539	520	484	3,088	2,713
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	177	169	158	153	132	122	127	118	841	751
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,386	1,233	1,176	1,281	1,241	1,207	1,171	1,085	7,265	5,841
Lumber, millwork	678	663	803	772	888	866	774	747	825	798	752	743	701	4,670	3,646
Construction materials	373	363	407	436	495	520	459	429	455	443	456	429	384	2,595	2,195
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,138	2,857	2,621	2,638	2,772	2,593	2,614	2,799	17,044	15,006
Construction machinery, equipment	373	421	509	501	538	541	492	490	457	453	454	447	463	2,923	2,566
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,476	1,289	1,189	1,211	1,338	1,184	1,236	1,358	8,150	6,958
Professional equipment, supplies	344	384	433	373	412	434	431	370	395	409	389	377	411	2,380	2,208
Service-establishment equipment, supplies	155	(S)	180	175	178	183	176	167	177	178	168	174	172	1,041	955
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,271	1,150	1,040	1,078	1,058	985	1,000	939	6,855	6,253
Iron, steel, and products	778	776	922	906	991	1,003	864	752	797	771	736	770	726	5,376	4,686
Nonferrous metals	229	212	270	235	266	267	286	(S)	(S)	(S)	248	229	213	1,479	1,568
Scrap, waste materials, total	369	390	457	441	454	455	448	374	384	359	378	364	363	2,567	2,661
Iron, steel scrap	210	234	277	268	271	277	270	226	220	207	222	212	210	1,537	1,617
Waste materials	159	156	181	173	184	178	178	147	163	152	156	151	153	1,030	1,044
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,306	12,451	11,983	12,361	12,563	12,091	12,690	13,176	76,223	70,074
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,920	11,164	10,760	11,143	11,342	10,916	11,178	11,610	67,816	62,218
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,975	4,639	4,593	4,582	4,691	4,467	4,637	4,766	28,220	25,876
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,968	1,812	1,815	1,823	1,855	1,860	1,904	1,913	11,295	10,338
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,278	1,242	1,218	1,285	1,295	1,165	1,220	1,260	7,339	6,884
Confectionery	85	92	100	89	101	98	96	91	96	100	100	96	94	565	541
Meat, meat products	896	849	977	874	991	978	890	865	839	908	829	850	917	5,565	5,043
Poultry, poultry products	200	193	219	191	215	223	195	190	192	197	181	203	219	1,242	1,092
Fresh fruits, vegetables	340	333	359	343	408	431	404	414	347	337	332	365	363	2,214	1,978
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,384	1,318	1,215	1,273	1,195	1,165	1,273	1,528	7,057	6,421
Beer	432	461	536	499	646	689	628	607	600	559	506	501	531	3,263	2,933
Wine, distilled spirits	552	568	722	589	668	696	690	608	673	636	659	772	996	3,794	3,488
Drugs, chemicals, allied products, total	897	893	997	924	975	979	872	839	899	916	909	914	919	5,664	5,000
Drugs, drug proprietaries, sundries	530	516	570	514	543	549	494	480	524	543	555	551	566	3,223	2,931
General-line drugs	243	229	245	220	240	237	227	224	242	244	239	242	241	1,414	1,331
Paints, varnishes	39	40	48	48	52	53	49	48	50	47	45	44	39	280	249
Other chemicals, allied products	328	336	379	362	380	376	332	314	328	(S)	312	323	314	2,162	1,838
Tobacco, tobacco products	522	509	567	526	612	619	581	568	562	568	538	544	586	3,356	3,130
Dry goods, apparel, total	996	1,017	1,116	942	993	1,105	1,003	935	1,120	1,095	1,060	1,040	971	6,169	5,579
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	374	(S)	(S)	(S)	(S)	(S)	(S)	2,377	2,028
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	696	644	615	659	668	642	640	644	3,995	3,731
Paper	476	479	538	498	548	539	504	479	514	512	485	475	481	3,076	2,889
Stationery, office supplies	151	150	160	149	153	157	140	137	145	156	157	164	164	919	842
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,386	1,286	1,223	1,218	1,221	1,176	1,512	1,566	8,407	7,826
Grain	936	894	970	896	1,104	969	909	868	885	896	789	1,024	1,015	5,769	5,520
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,161	2,107	1,994	2,047	2,209	2,135	2,130	2,196	13,355	12,511
Books, magazines, newspapers	142	143	164	143	153	154	149	161	159	154	161	160	159	899	833

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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: 1971 and 1972

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

Kind of business	1972						1971						
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,603	27,308	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,394	25,979	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	17,999	16,420	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,817	2,983	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,209	2,036	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,548	2,370	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	995	895	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,553	1,475	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	739	795	810	790	755	779	727	728
Home furnishings, floor coverings	530	551	575	565	561	559	630	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,943	1,744	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	759	755	769	779	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	945	858	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,223	1,076	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	781	781	681	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,029	4,779	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,433	1,315	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	2,049	1,916	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	2,018	2,010	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,628	1,670	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,604	10,888	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,395	9,559	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,608	2,408	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,316	1,227	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	902	863	802	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,380	1,247	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	365	360	351	348	346	321	312	305	297	270
Wine, distilled spirits	949	940	912	918	998	1,030	899	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,220	1,109	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	825	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	707	678	672	665	673	664	660	663
Paper	467	459	469	472	480	485	453	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972						1971						
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	116	115	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	116	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	146	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	158	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	170	175	182	179	178	178	178	208
Electrical goods, total	175	172	162	177	171	160	162	173	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	143	135	135	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	181	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	145	139	145	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	157	(S)	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	159	167	159	160	167	164	175
Hardware	204	192	178	190	176	175	176	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	(S)	160	168	158	156	160	163	170
Lumber, construction materials, total	102	110	97	100	89	88	87	89	83	86	87	89	96
Lumber, millwork	103	110	95	101	88	90	88	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	160	167	182	184	174	186	183	173
Construction machinery, equipment	363	328	255	287	271	265	267	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	149	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	159	175	207	198	187	196	194	215
Iron, steel, and products	204	200	173	180	161	162	193	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	87	87	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	87	86	89	87	87	91	89	86
Groceries and related products, total	57	57	55	57	53	52	52	54	55	54	57	55	53
General-line groceries	72	73	70	74	65	67	68	68	68	69	70	69	68
Specialty-line groceries	73	69	69	70	71	67	65	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	100	95	99	96	112	119	103	77
Beer	70	65	61	73	56	51	55	57	54	56	60	59	51
Wine, distilled spirits	172	166	126	156	149	148	130	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	127	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	150	153	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	102	105	109	101	101	103	103	103
Paper	98	96	87	95	88	90	90	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972						1971						
	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	24,351	23,533	23,884	24,170	24,260	24,308	22,716	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,821	21,338	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,285	10,510	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,184	2,094	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,514	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	513	539	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,086	1,006	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,249	1,115	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,895	2,655	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,209	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	418	404	439	423	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	13,023	12,206	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,536	10,828	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,788	4,414	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,254	1,216	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	972	859	879	875	887	889	910	888
Tobacco, tobacco products	582	554	564	567	577	583	554	553	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,082	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	680	623	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,487	1,378	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,177	2,174	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,605	27,333	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,112	25,698	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,778	16,197	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,774	2,945	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,508	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	721	781	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,899	1,700	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,176	1,030	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	4,969	4,718	4,692	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	2,045	2,041	2,133	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,827	11,136	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,334	9,501	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,650	2,442	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,342	1,212	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,227	1,118	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	700	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	120	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	123	120	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	154	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	173	141	159	147	153	151	155	163
Electrical goods	156	164	165	161	161	166	161	175	168	175	170	167	168
Furniture, home furnishings	142	146	141	143	149	141	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	169	171	170	174	179	171	170
Lumber, construction materials	81	95	95	96	93	94	92	94	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	172	178	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	169	187	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	88	88	90	89	90	89	92
Groceries and related products	54	54	57	54	56	55	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	100	104	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	128	132	126	130	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	103	107	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

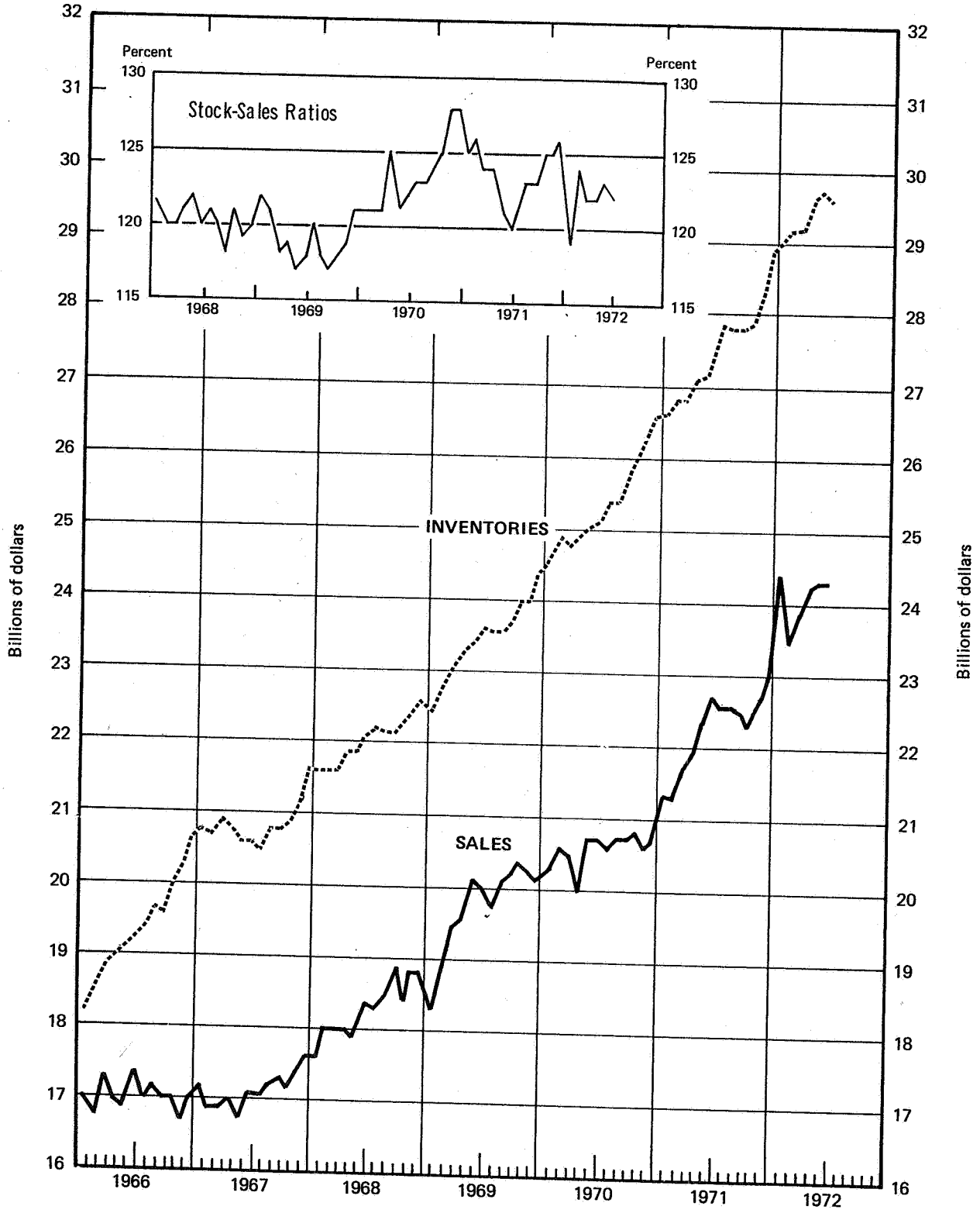


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: June 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	June 1972 from--		6 months 1972 from 6 months 1971	June 1972 from--		June 1972 from--		June 1972 from--	
	June 1971	May 1972		June 1971	May 1972	June 1971	May 1972	June 1971	May 1972
MERCHANT WHOLESALERS, TOTAL	+8	+1	+11	+8	0	+7	0	+8	0
TOTAL (excluding farm products, raw materials)	+8	+1	+11	+9	0	+7	0	+9	0
DURABLE GOODS, TOTAL	+8	+2	+13	+10	+1	+7	0	+10	0
Motor vehicles, automotive equipment, total	+6	0	+16	+28	+1	+4	-1	+28	-1
Automobiles, other motor vehicles	0	-3	+17	+70	+3	-	-	-	-
Automotive equipment, tires, tubes	+11	+3	+14	+8	-1	-	-	-	-
Automotive equipment	+11	+3	+15	+6	-1	-	-	-	-
Electrical goods, total	+9	+8	+12	+8	+1	+6	-3	+8	0
Electrical supplies, apparatus	+11	+5	+15	+11	-1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+7	+9	+10	+5	+1	-	-	-	-
Appliances, TV, radio sets	+1	+6	+8	+1	0	-	-	-	-
Furniture, home furnishings, total	-4	+4	+4	-7	0	-5	+3	-8	-3
Furniture-household, office	+25	+12	+22	+9	+1	-	-	-	-
Household furniture	+17	+3	+16	+11	+3	-	-	-	-
Office furniture	+32	+22	+26	+7	-2	-	-	-	-
Home furnishings, floor coverings	(S)	0	(S)	-11	0	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+9	+3	+14	+11	+1	+8	-2	+12	+2
Hardware	+14	+2	+15	+13	+1	-	-	-	-
General-line hardware	+14	+5	+16	+10	+1	-	-	-	-
Plumbing and heating equipment, supplies	+7	+3	+14	+10	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+4	+7	+12	+11	0	-	-	-	-
Lumber, construction materials, total	+12	0	+24	+14	0	+12	-2	+14	-1
Lumber, millwork	+12	-2	+28	+15	0	-	-	-	-
Construction materials	+13	+5	+18	+12	-1	-	-	-	-
Machinery, equipment, supplies, total	+10	+2	+14	+5	0	+9	+2	+5	0
Commercial machines, equipment	+12	+6	+16	+7	-1	-	-	-	-
Construction machinery, equipment	+10	+1	+14	+9	-2	-	-	-	-
Industrial machinery, equipment, supplies	+14	0	+17	+7	+2	-	-	-	-
Professional equipment, supplies	+1	+5	+8	0	-1	-	-	-	-
Surgical, medical, hospital supplies	-3	+6	+5	-1	-3	-	-	-	-
Service-establishment equipment, supplies	+4	+3	+9	+2	-2	-	-	-	-
Metals, metalwork (except scrap), total	+10	+1	+10	0	+3	+11	+2	0	+3
Iron, steel, and products	+16	+1	+15	-3	+2	-	-	-	-
Nonferrous metals	-6	0	-6	+14	+6	-	-	-	-
Scrap, waste materials, total[2]	+2	0	-4	+2	-1	+4	+9	+3	-1
Iron, steel scrap	+3	+2	-5	+10	0	-	-	-	-
Waste materials	0	-3	-1	-8	-3	-	-	-	-
Jewelry	+17	0	+13	(S)	(S)	+27	+4	(S)	(S)
NONDURABLE GOODS, TOTAL	+7	-1	+9	+6	-2	+7	0	+6	-1
TOTAL (excluding farm products, raw materials)	+7	0	+9	+9	0	+7	0	+9	-1
Groceries and related products, total	+7	0	+9	+8	-1	+8	+1	+9	0
General-line groceries	+8	-2	+9	+7	+1	-	-	-	-
Voluntary groups	+12	-3	+14	+6	0	-	-	-	-
Retailer cooperatives	+10	+1	+10	+7	+3	-	-	-	-
Nonaffiliated	+1	-2	-1	+8	+2	-	-	-	-
Specialty-line groceries	+3	+1	+7	+8	-4	-	-	-	-
Confectionery	+2	-3	+4	+6	-1	-	-	-	-
Meats, meat products	+10	-1	+10	+16	-4	-	-	-	-
Poultry, poultry products	+15	+4	+14	+1	-3	-	-	-	-
Fresh fruits, vegetables	+6	+6	+12	+22	-1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+5	+5	+10	+11	+2	+3	+1	+11	+2
Beer	+10	+7	+11	+1	-3	-	-	-	-
Wine, distilled spirits	+1	+4	+9	+14	+3	-	-	-	-
Drugs, chemicals, allied products, total	+12	0	+13	+10	-1	+13	+2	+10	-2
Drugs, drug proprietaries, druggists' sundries	+11	+1	+10	+9	-2	-	-	-	-
General-line drugs	+5	-1	+6	+2	-2	-	-	-	-
Paints, varnishes	+9	+3	+12	-3	-3	-	-	-	-
Other chemicals, allied products	+13	-1	+18	+12	0	-	-	-	-
Tobacco, tobacco products	+7	+1	+7	+10	-2	+5	+1	+9	+1
Dry goods, apparel, total	+10	+11	+10	(S)	(S)	+10	+4	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+6	+13	+7	(S)	(S)	-	-	-	-
Dry goods, notions	+17	+12	+17	(S)	(S)	-	-	-	-
Piece goods converters	+7	+4	+5	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+8	-1	+7	+4	+2	+9	-1	+5	+2
Paper	+7	-2	+6	+7	+1	-	-	-	-
Stationery, office supplies	+12	+2	+9	-1	+3	-	-	-	-
Farm products (raw materials), total[2]	+8	-10	+7	-9	-14	+8	0	-9	-6
Cotton	-18	-20	+4	(S)	(S)	-	-	-	-
Grain	+7	-12	+4	(S)	(S)	-	-	-	-
Other nondurable goods, total	+2	-6	+7	+7	-1	0	-5	+7	-2
Amusement, sporting goods	-3	-7	+12	+14	+1	-	-	-	-
Books, magazines, newspapers	+3	+1	+8	-6	0	-	-	-	-
Coal	-36	-8	-28	(S)	(S)	-	-	-	-
Farm supplies	0	-25	+4	+12	-9	-	-	-	-

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

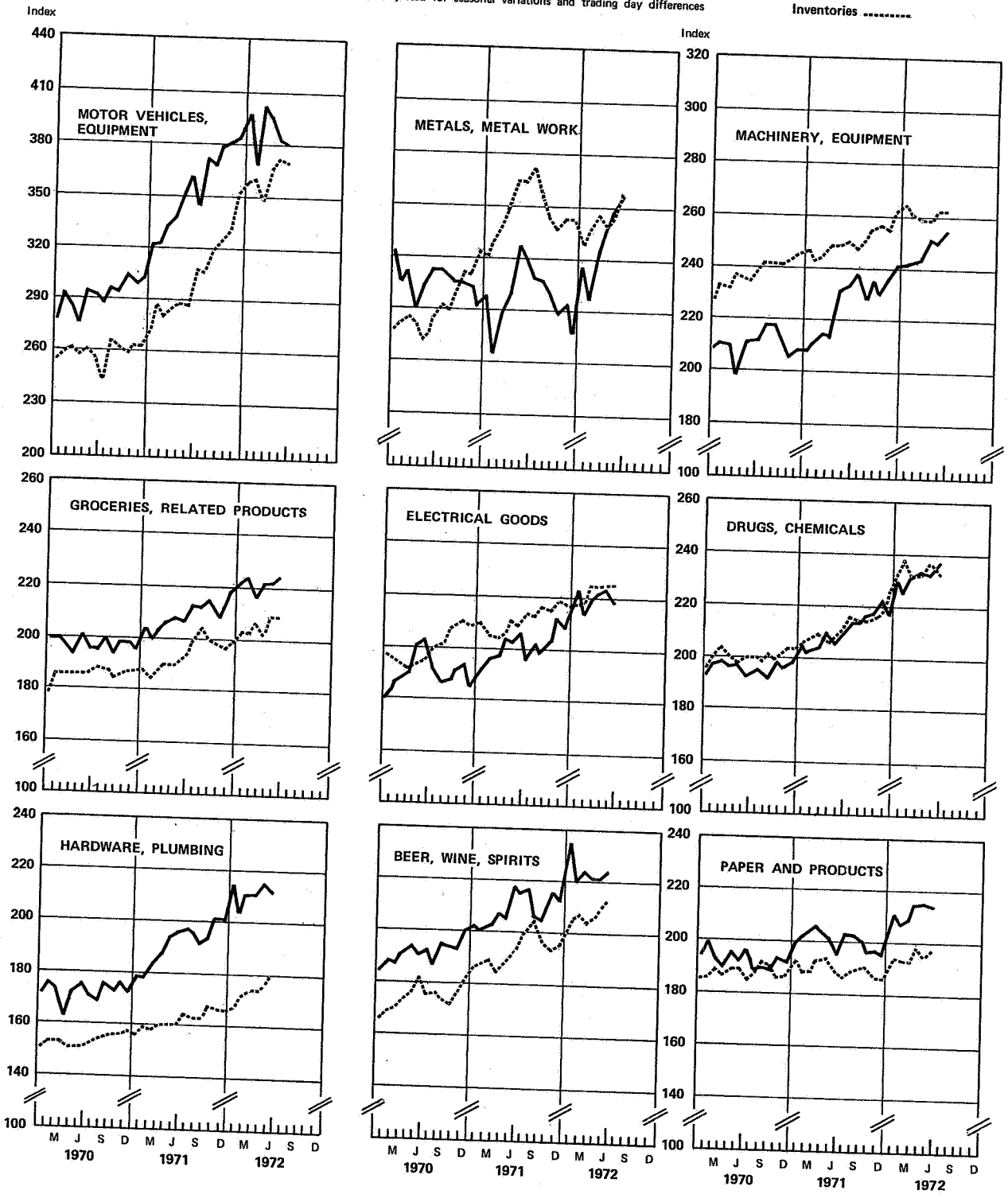
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

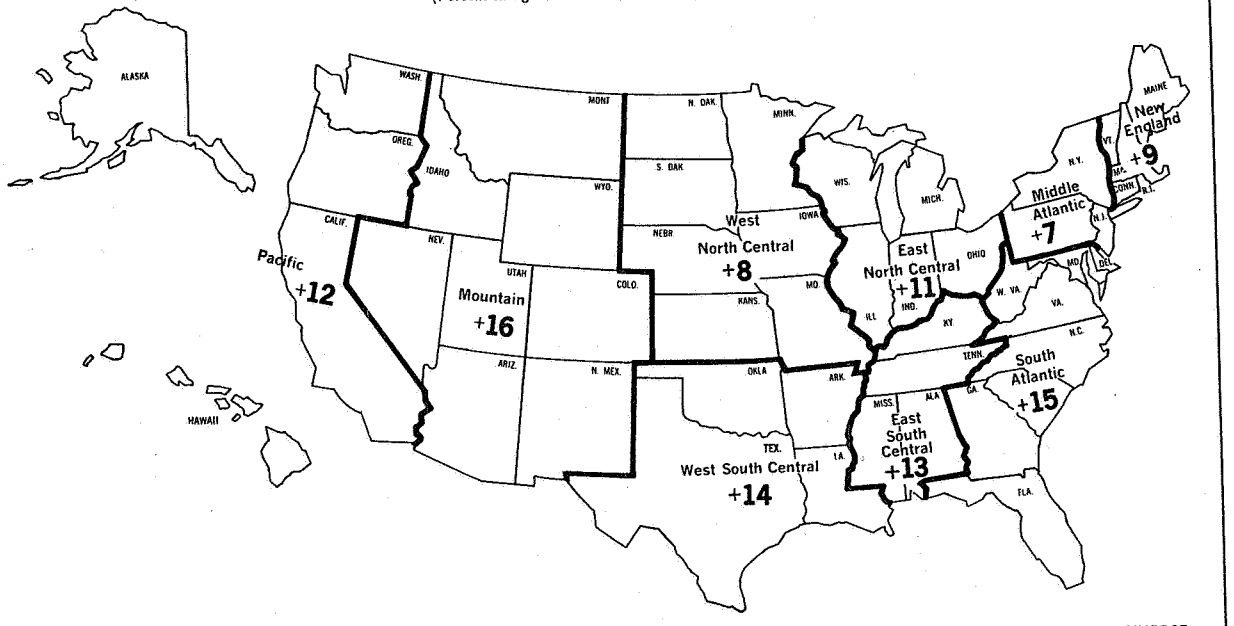
Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories - - - - -



Sales of Merchant Wholesalers by Geographic Division
6 Months 1972 Compared With 6 Months 1971

(Percent changes based on UNADJUSTED data)



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Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972						1971							Total 6 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June[1]	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,473	23,684	22,367	23,148	23,418	22,787	23,356	23,654	142,515	128,627	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,253	1,158	1,114	1,176	1,117	1,077	1,132	1,148	6,813	6,258	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,819	6,519	6,040	6,284	6,579	6,131	6,137	6,298	37,786	35,216	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,626	4,256	4,079	4,185	4,264	4,135	4,194	4,198	25,588	22,971	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,047	1,840	1,839	1,952	1,850	1,854	1,896	1,921	11,394	10,539	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,698	2,479	2,423	2,449	2,371	2,457	2,482	2,517	15,373	13,373	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,413	1,263	1,204	1,274	1,235	1,210	1,321	1,373	7,902	6,997	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,235	2,040	1,926	1,996	2,031	1,963	1,936	2,011	12,735	11,215	2-5	3
Mountain	683	695	804	738	814	830	736	736	742	713	707	707	719	4,563	3,926	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,550	3,392	3,005	3,090	3,258	3,253	3,551	3,470	20,361	18,175	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,167	11,233	10,384	10,788	10,855	10,696	10,666	10,478	66,292	58,553	1.3-1.6	1.5
New England	453	466	521	504	533	544	520	459	506	481	466	486	481	3,021	2,692	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,876	2,707	2,486	2,539	2,637	2,587	2,488	2,470	15,517	14,295	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,286	2,137	2,036	2,064	2,096	2,043	2,000	1,948	12,311	11,052	2-5	3
West North Central	627	624	715	713	780	798	714	694	726	725	724	706	678	4,257	3,804	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,457	1,259	1,201	1,303	1,255	1,278	1,230	1,230	7,947	6,684	3-6	4
East South Central	470	463	543	541	560	617	569	496	565	552	527	507	507	3,194	2,906	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,243	1,078	1,029	1,067	1,030	1,000	990	977	6,752	5,652	2-5	3
Mountain	334	352	420	395	425	443	384	385	379	349	352	352	349	2,370	1,946	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,904	1,865	1,599	1,639	1,730	1,718	1,907	1,837	10,922	9,552	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,306	12,451	11,983	12,361	12,563	12,091	12,690	13,176	76,223	70,074	1.2-1.5	1.2
New England	568	563	662	607	682	710	638	655	670	636	610	646	667	3,792	3,566	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,943	3,812	3,554	3,745	3,942	3,544	3,649	3,829	22,268	20,921	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,341	2,120	2,043	2,121	2,168	2,092	2,195	2,249	13,277	11,919	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,249	1,126	1,146	1,227	1,125	1,129	1,189	1,243	7,138	6,735	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,242	1,220	1,222	1,146	1,116	1,179	1,252	1,287	7,426	6,690	3-5	4
East South Central	793	751	810	726	831	797	694	709	709	683	683	814	866	4,707	4,091	4-8	5
West South Central	973	1,013	1,013	937	1,055	982	962	897	936	1,001	863	947	1,083	5,982	5,563	4-6	4
Mountain	349	342	384	343	388	387	352	351	362	364	355	355	370	2,193	1,980	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,646	1,527	1,406	1,451	1,528	1,535	1,643	1,633	9,440	8,623	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 1972

(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 1972 from--		6 months 1972 from 6 months 1971	June 1972 from--						
	June 1971	May 1972		June 1971	May 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+8	+1	+11	+8	0	0.9	0.4	0.5	0.8	0.2
New England	+8	+3	+9	+7	+1	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+4	+4	+7	+7	-1	1.4	0.8	0.8	1.5	0.6
East North Central	+9	0	+11	+7	0	2.1	1.1	1.5	1.5	0.6
West North Central	+11	0	+8	+12	0	3.2	1.6	1.8	3.1	0.8
South Atlantic	+9	+1	+15	+6	-1	2.2	1.0	1.1	1.7	0.7
East South Central	+12	+2	+13	-5	-6	3.4	1.6	1.9	2.2	0.7
West South Central	+10	-2	+14	+12	+1	2.3	1.2	1.8	2.7	0.6
Mountain	+13	+2	+16	+19	+1	4.4	2.6	2.6	4.6	1.0
Pacific	+5	-3	+12	+14	+1	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+8	+2	+13	+10	+1	1.4	0.7	0.7	1.0	0.3
New England	+4	+2	+12	+4	0	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+3	+6	+8	+8	0	2.7	1.3	1.5	1.9	0.8
East North Central	+7	+4	+11	+5	+1	3.1	1.6	2.9	1.9	0.9
West North Central	+12	+2	+12	+10	+3	3.9	2.5	1.3	3.8	0.7
South Atlantic	+16	+3	+19	+10	0	3.1	1.6	2.0	2.5	0.8
East South Central	+8	+10	+10	+3	-1	4.4	2.5	2.9	3.5	0.8
West South Central	+2	+15	+19	+11	+2	3.4	1.4	2.8	3.4	0.7
Mountain	+15	+4	+22	+19	+2	6.8	4.4	3.5	5.8	1.2
Pacific	+2	-3	+14	+18	+2	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+7	-1	+9	+6	-2	1.3	0.6	1.0	1.3	0.3
New England	+11	+4	+6	+12	+2	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	+3	+4	+6	+5	-1	1.7	1.1	1.1	3.6	0.6
East North Central	+10	-4	+11	+12	-1	2.6	1.4	1.5	2.4	0.6
West North Central	+11	-2	+6	+13	-4	3.9	1.7	2.7	5.4	1.3
South Atlantic	+2	-2	+11	0	-4	2.7	1.4	1.3	2.3	0.8
East South Central	+15	-4	+15	-14	-11	4.0	1.5	2.2	2.6	0.9
West South Central	+3	-6	+8	+14	+1	3.2	1.8	1.9	3.5	1.0
Mountain	+10	0	+11	0	0	5.0	1.9	2.5	6.7	1.9
Pacific	+8	-3	+9	+9	+1	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	+11	+3	+14	+8	-1	3	2	3	3	1
New England	(S)	0	+17	(S)	0	-	4	9	-	1
Middle Atlantic	+8	-2	+6	-3	-3	9	5	7	8	1
East North Central	+13	+4	+14	+4	0	8	3	4	7	1
West North Central	+5	+3	+6	+6	+1	9	4	5	9	2
South Atlantic	+5	+4	+13	+8	0	8	3	6	6	3
East South Central	(S)	+15	+13	+5	-1	-	4	6	9	3
West South Central	+17	+7	+18	+3	-2	9	4	5	8	1
Mountain	(S)	+2	+34	(S)	+3	-	6	9	-	2
Pacific	+20	+3	+20	+32	0	9	3	9	9	2
Electrical supplies, apparatus	+11	+5	+15	+11	0	3	1	2	2	1
New England	(S)	+4	+21	(S)	0	-	3	5	-	1
Middle Atlantic	-4	+6	+4	+8	-1	7	4	6	6	1
East North Central	+13	+5	+20	+13	+1	6	2	3	6	1
West North Central	(S)	+2	+11	+20	-5	-	3	6	7	1
South Atlantic	+8	+6	+10	+6	-1	7	3	5	5	1
East South Central	(S)	-1	(S)	(S)	+3	-	4	-	-	2
West South Central	+27	+14	+23	+10	+3	8	3	4	8	1
Mountain	(S)	+10	+17	(S)	-2	-	2	5	-	1
Pacific	+15	+1	+20	+12	-3	7	3		6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+7	+9	+9	+5	+1	3	2	2	3	1
New England	(S)	+3	(S)	(S)	+2	-	5	-	-	3
Middle Atlantic	+8	+8	+8	+10	-1	7	5	6	8	2
East North Central	+5	+21	+11	-1	+1	8	4	4	7	2
West North Central	(S)	(S)	+7	(S)	0	-	5	7	-	2
South Atlantic	-9	+2	0	-6	0	8	3	9	7	2
West South Central	+36	+10	+19	+20	+4	7	2	3	9	2
Mountain	(S)	+3	(S)	(S)	+11	-	3	-	-	3
Pacific	(S)	-2	+7	(S)	+5	-	3	5	-	3
Furniture, home furnishings, total	-4	+4	+4	-7	0	6	2	8	7	1
New England	(S)	+22	(S)	(S)	-2	-	5	-	-	4
Middle Atlantic	-8	-5	+8	(S)	-1	7	4	5	6	2
East North Central	(S)	+4	(S)	(S)	0	-	4	-	-	2
South Atlantic	(S)	+10	+24	(S)	-1	-	5	7	-	4
East South Central	(S)	+6	+7	(S)	+4	-	5	9	-	3
West South Central	+8	+10	+14	(S)	0	9	6	4	-	2
Mountain	(S)	+10	+34	(S)	0	-	6	7	-	4
Pacific	+12	+9	+11	-12	+2	9	4	5	7	2
Hardware	+14	+2	+15	+13	+1	2	1	1	1	1
New England	(S)	0	+7	(S)	-1	-	6	9	-	2
Middle Atlantic	+14	+3	+15	+16	-1	7	4	2	7	1
East North Central	+4	+5	+5	+12	0	5	3	2	5	1
West North Central	+24	+1	+24	+22	0	5	3	3	6	1
South Atlantic	+44	-1	+37	+16	+4	8	3	4	9	2
East South Central	-5	-3	+12	-10	+1	6	4	4	6	1
West South Central	(S)	+6	+20	+30	+3	-	3	4	7	1
Mountain	(S)	-4	+7	(S)	+3	-	4	7	-	2
Pacific	+12	0	+15	+8	+3	8	2	6	6	1
Plumbing and heating equipment, supplies	+7	+3	+14	+10	+1	4	2	2	2	1
New England	(S)	-4	+17	(S)	+4	-	4	6	-	2
Middle Atlantic	+13	-2	+11	+11	+2	7	4	5	8	1
East North Central	-1	+3	+9	+6	+2	7	5	4	5	2

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 1972—Continued

(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 1972 from--		6 months 1972 from 6 months 1971	June 1972 from--						
	June 1971	May 1972		June 1971	May 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	-3	-11	-16	-3	-	3	9	8	2
South Atlantic	(S)	(S)	+29	+16	-2	-	5	7	8	2
East South Central	(S)	+12	+13	(S)	+2	-	6	7	-	2
West South Central	(S)	+8	+10	+10	+2	-	6	5	9	3
Pacific	+9	+1	+17	+19	0	9	4	4	7	2
Lumber, construction materials, total	+12	0	+24	+14	0	3	2	2	3	1
New England	(S)	+5	+9	(S)	+4	-	4	6	-	4
Middle Atlantic	+8	0	+18	+16	-2	8	4	4	7	2
East North Central	+8	-10	+27	+9	-5	8	3	4	6	2
West North Central	+33	+6	+32	+21	-1	9	5	5	8	2
South Atlantic	+10	0	+31	(S)	+6	9	3	4	-	3
East South Central	(S)	+4	+41	(S)	+2	-	5	6	-	2
West South Central	(S)	-2	+24	(S)	-3	-	4	8	-	2
Pacific	+9	+2	+21	(S)	+1	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+14	0	+17	+7	+2	4	3		4	1
Middle Atlantic	(S)	+6	(S)	-13	+5	-	5	-	7	3
East North Central	(S)	+6	(S)	+5	-1	-	5	-	8	2
South Atlantic	(S)	-3	+16	+12	0	-	5	6	8	2
West South Central	(S)	+3	(S)	-10	+2	-	5	-	7	2
Pacific	+28	+5	+26	+7	+2	9	6	9	6	2
General-line grocery wholesalers	+8	-2	+9	+7	+1	1	1	1	2	1
New England	(S)	-3	+36	(S)	+1	-	3	3	-	2
Middle Atlantic	-7	-6	+4	+10	+6	5	1	3	7	2
East North Central	+12	0	+13	+3	-6	4	1	2	4	1
West North Central	+16	+1	+9	+9	+2	4	1	3	5	1
South Atlantic	-4	-5	+9	-5	+1	8	2	3	7	2
East South Central	+13	-2	+9	+15	-3	7	2	2	9	1
West South Central	+6	-5	+9	-3	+2	6	2	3	7	1
Mountain	+18	+1	+12	+29	+18	5	2	2	6	1
Pacific	+12	+4	+4	+7	+1	5	1	1	5	1
Specialty-line grocery wholesalers	+3	+1	+7	+8	-4	4	2	2	4	1
Middle Atlantic	-2	+7	+2	+16	-5	5	2	4	5	3
East North Central	+24	+2	+9	(S)	-1	8	3	5	-	4
West North Central	(S)	-7	+3	+4	-4	-	2	7	9	1
South Atlantic	-11	-10	+10	-19	-19	8	3	4	8	2
East South Central	(S)	-1	(S)	(S)	+1	-	2	-	-	4
West South Central	(S)	-6	-9	(S)	-3	-	6	8	-	3
Mountain	(S)	-2	+29	(S)	-4	-	5	11	-	4
Pacific	(S)	-4	+4	(S)	+5	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+6	+6	+12	+22	-1	3	2	2	4	1
New England	(S)	+15	+19	(S)	(S)	-	6	9	-	-
Middle Atlantic	+1	+6	+7	(S)	-3	8	4	4	-	4
East North Central	-5	+10	+8	+27	+5	8	3	3	7	3
West North Central	(S)	0	-1	+10	-1	-	3	5	8	3
South Atlantic	+3	+2	+9	+6	-5	8	4	5	9	3
East South Central	(S)	-8	(S)	(S)	-1	-	5	-	-	5
West South Central	(S)	+40	+37	(S)	-2	-	3	5	-	3
Mountain	(S)	+39	(S)	(S)	0	-	3	-	-	3
Pacific	+12	+2	+14	(S)	-2	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+11	+1	+10	+9	-2	3	2	2	3	1
New England	-3	+4	+2	(S)	-2	9	3	5	-	2
Middle Atlantic	+20	+3	+12	(S)	-4	8	5	5	-	2
East North Central	+13	+1	+12	+14	+2	6	2	4	6	2
West North Central	+14	-3	+8	+12	-3	8	4	4	9	2
South Atlantic	(S)	(S)	+8	+8	-4	6	4	5	8	2
East South Central	(S)	-5	-2	(S)	-1	-	3	4	-	3
West South Central	-2	-2	+5	-1	-1	6	2	4	7	1
Mountain	(S)	-1	(S)	(S)	+8	-	2	-	-	3
Pacific	+23	+5	+14	+14	-6	8	4	7	9	2
Tobacco distributors	+7	+1	+7	+10	-2	2	1	1	3	1
New England	(S)	+5	+18	(S)	+4	-	2	6	-	2
Middle Atlantic	+3	+1	+5	+4	-6	5	2	2	7	1
East North Central	+9	+2	+5	+8	-2	7	2	3	6	2
West North Central	+7	0	+1	(S)	-2	9	2	4	-	1
South Atlantic	+5	-2	+14	+14	0	6	2	2	7	1
East South Central	-26	-4	-2	-22	-2	8	2	4	9	3
West South Central	+7	+2	+3	+4	+2	9	1	6	9	1
Mountain	(S)	(S)	+13	(S)	(S)	-	3	7	-	1
Pacific	+20	+4	+10	+12	-6	7	1	2	9	3
Dry goods, apparel wholesalers	+10	+11	+10	+11	+1	5	2	3	8	1
Middle Atlantic	+12	+14	+10	+11	0	6	2	3	7	1
East North Central	(S)	+1	+32	+26	+8	-	6	5	9	2
East South Central	(S)	(S)	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+20	(S)	(S)	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	98.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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, durggists' 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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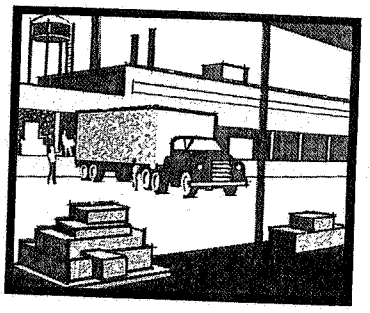


A UNITED STATES PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued September 1972

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JULY 1972

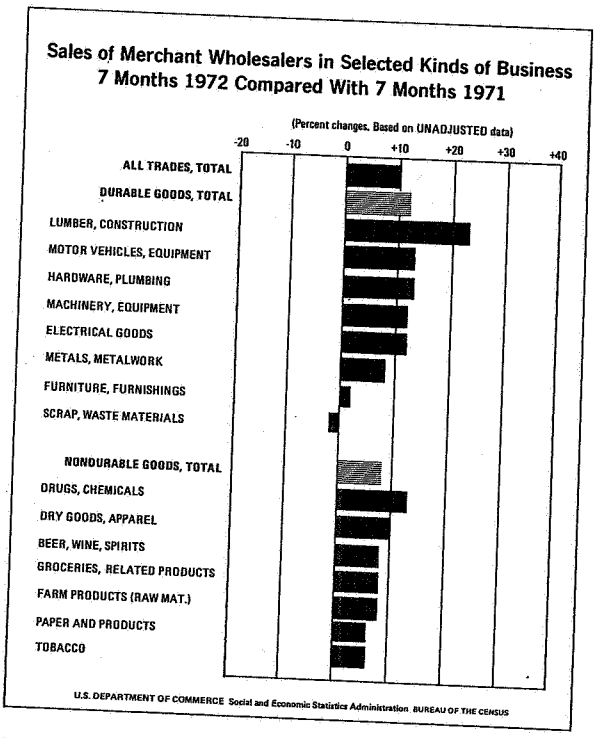
Sales—July 1972 sales of merchant wholesalers were estimated at $23.5 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, July sales were $24.4 billion, up 0.6 percent from last month and 8 percent above July 1971. Adjusted May-through-July average sales were 2 percent above the February-through-April period and were 8 percent above the average for the comparable months of a year ago.

After adjustment, July sales in the durable goods trades were virtually unchanged from the previous month but were 9 percent above July 1971. Nondurable goods sales were 1 percent above the previous month but were 7 percent above the same month a year ago. Average monthly sales in the durable goods group during the May-through-July period were 2 percent above the prior 3 months and 8 percent above the comparable period 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 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 8 trade groups showing gains; 7 indicating declines; and 2, no change. The larger increases were reported in electrical goods (6%), and dry goods apparel (5%). The larger decreases were noted in jewelry (-10%); scrap, waste materials (-9%); and metals, metalwork (-4%). Compared with sales a year ago, all trade groups showed increases except furniture, home furnishings (-7%). Among the larger increases were electrical goods (17%); lumber construction materials (13%); dry goods, apparel (13%); and farm products, raw materials (13%).

Inventories—Total inventories of merchant wholesalers were valued at $29.9 billion at the end of July. After adjustment for seasonal variations, July inventories were up 1 percent from last month and were 8 percent above July 1971. Durable goods stocks were up 2 percent from last month and were 9 percent above July 1971. Nondurable goods stocks increased 0.5 percent during July and were 6 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups showed increases from their previous months' inventory levels with the larger gains shown in scrap, waste materials (8%); beer, wine, spirits (5%); and lumber, construction materials (4%). Declines were noted only in tobacco, tobacco products (-3%); paper, paper products (-2%); and drugs, chemicals (-1%). Changes from year ago levels were more substantial with all trade groups showing increases except farm products, raw materials (-8%); furniture home furnishings (-6%) and metals, metalwork (-4%). Among the sharper increases were motor vehicles, automotive equipment (20%) and lumber, construction materials (17%).



Stock-Sales Ratio—The July stock sales ratio for merchant wholesalers, based on seasonally adjusted data, was 123 percent, 1 point above the previous month but virtually the same as the July 1971 ratio. The stock sales ratio for durable goods was 161 percent, up 3 points from the previous month and 1 point above the July 1971 ratio. The ratio for nondurable goods was 91 percent, unchanged from the June ratio, but down 1 point from July 1971.

An advance release of July 1972 data was issued on September 7, 1972

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 15 cents; annual subscription $1.50. Add 50 cents for each subscription to a foreign address.

Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972							1971						Total 7 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,460	22,367	23,148	23,418	22,787	23,356	23,654	165,892	150,994
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,109	21,144	21,930	22,197	21,611	21,844	22,088	156,151	141,945
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,017	10,384	10,788	10,855	10,696	10,666	10,478	77,269	68,937
Motor vehicles, automotive equipment, total	2,038	1,993	2,379	2,279	2,410	2,352	2,161	2,115	2,157	2,134	2,179	2,159	2,066	15,614	13,811
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,199	1,149	1,154	1,155	1,146	1,159	1,004	8,134	7,248
Automotive equipment	904	923	1,045	988	1,074	2,000	1,028	980	996	1,000	1,003	1,003	884	7,061	6,247
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,570	1,373	1,448	1,497	1,531	1,581	1,554	10,316	9,188
Electrical supplies, apparatus	569	613	671	645	700	742	710	628	645	646	646	677	664	4,650	4,062
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	745	803	851	869	905	890	5,666	5,128
Appliances, TV, radio sets	534	529	591	506	533	577	602	527	568	589	603	625	612	3,871	3,546
Furniture, home furnishings, total	414	452	558	494	509	532	479	518	567	563	577	525	498	3,438	3,365
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	133	148	144	146	(S)	(S)	1,062	886
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	329	(S)	(S)	(S)	(S)	382	339	2,375	2,479
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,043	1,071	1,059	1,045	1,042	964	7,519	6,633
Hardware	356	386	427	397	437	453	406	367	387	399	385	395	361	2,862	2,494
General-line hardware	202	219	242	228	242	258	230	213	226	234	225	227	202	1,622	1,413
Plumbing and heating, supplies	462	463	520	506	560	583	551	517	532	528	539	520	484	3,645	3,229
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	168	158	153	132	122	127	118	1,012	910
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,291	1,176	1,281	1,241	1,207	1,171	1,085	8,603	7,017
Lumber, millwork	678	663	803	772	888	907	806	747	825	798	752	743	701	5,517	4,393
Construction materials	373	363	407	436	495	527	485	429	455	443	456	429	384	3,087	2,624
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	2,621	2,638	2,772	2,593	2,614	2,799	19,833	17,627
Construction machinery, equipment	373	421	509	501	538	549	502	490	457	453	454	447	463	3,433	3,057
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,287	1,189	1,211	1,338	1,184	1,236	1,358	9,393	8,147
Professional equipment, supplies	344	384	433	373	412	434	386	370	395	409	389	377	411	2,767	2,578
Service-establishment equipment, supplies	155	(S)	180	175	178	186	172	167	177	178	168	174	172	1,216	1,122
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,066	1,040	1,078	1,058	985	1,000	939	7,875	7,294
Iron, steel, and products	778	776	922	906	991	963	813	752	797	771	736	770	726	6,148	5,437
Nonferrous metals	229	212	270	235	266	263	253	(S)	(S)	(S)	248	229	213	1,727	1,856
Scrap, waste materials, total	369	390	457	441	454	473	387	374	384	359	378	364	363	2,972	3,035
Iron, steel scrap	210	234	277	268	271	290	237	226	220	207	222	212	210	1,787	1,843
Waste materials	159	156	181	173	184	183	150	147	163	152	156	151	153	1,185	1,191
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,443	11,983	12,361	12,563	12,091	12,690	13,176	88,624	82,057
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,092	10,760	11,143	11,342	10,916	11,178	11,610	78,882	73,008
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,735	4,593	4,582	4,691	4,467	4,637	4,766	32,922	30,468
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,891	1,815	1,823	1,855	1,860	1,904	1,913	13,159	12,152
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,239	1,218	1,285	1,295	1,165	1,220	1,260	8,607	8,101
Confectionery	85	92	100	89	101	99	91	91	96	100	100	96	94	657	632
Meat, meat products	896	849	977	874	991	941	894	865	839	908	829	850	917	6,422	5,908
Poultry, poultry products	200	193	219	191	215	221	214	190	192	197	181	203	219	1,454	1,283
Fresh fruits, vegetables	340	333	359	343	408	434	406	414	347	337	332	365	363	2,624	2,392
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,207	1,215	1,273	1,195	1,165	1,273	1,528	8,260	7,637
Beer	432	461	536	499	646	668	640	607	600	559	506	501	531	3,882	3,540
Wine, distilled spirits	552	568	722	589	668	712	568	608	673	636	659	772	996	4,378	4,096
Drugs, chemicals, allied products, total	897	893	997	924	975	996	895	839	899	916	909	914	919	6,576	5,839
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	512	480	524	543	555	551	566	3,733	3,411
General-line drugs	243	229	245	220	240	234	230	224	242	244	239	242	241	1,640	1,555
Paints, varnishes	39	40	48	48	52	53	51	48	50	47	45	44	39	330	297
Other chemicals, allied products	328	336	379	362	380	395	333	314	328	(S)	312	323	314	2,513	2,152
Tobacco, tobacco products	522	509	567	526	612	602	572	568	562	568	538	544	586	3,910	3,699
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	1,017	935	1,120	1,095	1,060	1,040	971	7,155	6,514
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	3,313	3,099
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	2,750	2,364
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	622	615	659	668	642	640	644	4,602	4,347
Paper	476	479	538	498	548	524	473	479	514	512	485	475	481	3,534	3,368
Stationery, office supplies	151	150	160	149	153	157	149	137	145	156	157	164	164	1,068	979
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,351	1,223	1,218	1,221	1,176	1,512	1,566	9,741	9,049
Grain	936	894	970	896	1,104	962	1,011	868	885	896	789	1,034	1,015	6,773	6,388
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,044	1,994	2,047	2,209	2,135	2,130	2,196	15,457	14,505
Books, magazines, newspapers	142	143	164	143	153	159	168	161	159	154	161	160	159	1,073	994

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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: 1971 and 1972

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

Kind of business	1972							1971					
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,886	27,606	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,686	26,297	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,272	16,686	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,814	3,167	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,199	2,095	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,586	2,377	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	979	999	900	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,587	1,476	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	761	767	810	790	755	779	727	728
Home furnishings, floor coverings	530	551	575	565	561	577	587	646	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,983	1,743	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	759	755	769	789	796	681	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	962	964	868	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,235	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	781	795	792	653	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,098	4,767	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,456	1,300	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,011	1,941	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,041	2,118	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,614	1,773	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,615	10,921	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,421	9,611	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,615	2,468	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,280	1,238	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	902	893	901	834	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,354	1,208	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	365	360	347	351	346	321	312	305	297	270
Wine, distilled spirits	949	940	912	918	998	1,025	1,003	861	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,234	1,140	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	836	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	697	672	665	673	664	660	663
Paper	467	459	469	472	480	473	472	454	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972							1971					
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	124	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	124	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	166	161	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	150	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	182	179	178	178	178	208
Electrical goods, total	175	172	162	177	171	160	165	173	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	143	132	141	143	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	184	198	183	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	145	143	160	156	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	178	(S)	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	176	167	159	160	167	164	175
Hardware	204	192	178	190	176	174	196	185	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	165	175	168	158	156	160	163	170
Lumber, construction materials, total	102	110	97	100	89	87	96	89	83	86	87	89	96
Lumber, millwork	103	110	95	101	88	88	98	87	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	162	182	182	184	174	186	183	173
Construction machinery, equipment	363	328	255	287	271	262	290	265	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	156	163	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	207	198	187	196	194	215
Iron, steel, and products	204	200	173	180	161	164	198	236	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	91	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	89	87	87	91	89	86
Groceries and related products, total	57	57	55	57	53	53	55	54	55	54	57	55	53
General-line groceries	72	73	70	74	65	67	68	68	68	69	70	69	68
Specialty-line groceries	73	69	69	70	71	68	73	69	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	112	99	96	112	119	103	77
Beer	70	65	61	73	56	52	55	57	54	56	60	59	51
Wine, distilled spirits	172	166	126	156	149	144	176	142	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	138	136	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	163	160	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	112	109	101	101	103	103	103
Paper	98	96	87	95	88	90	100	95	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972							1971					
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,367	22,621	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,858	21,289	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,258	10,365	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,100	1,977	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,594	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	515	518	555	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,009	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,269	1,121	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,713	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,115	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	418	404	456	413	407	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,109	12,256	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,600	10,924	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,757	4,832	4,543	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,249	1,203	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	989	958	879	875	887	889	910	888
Tobacco, tobacco products	582	554	564	567	577	567	582	553	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,107	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	664	644	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,509	1,332	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,207	2,124	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,046	27,866	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,550	26,237	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,122	16,581	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,775	3,148	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,581	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	742	751	796	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,963	1,729	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,240	1,057	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,008	4,692	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,048	2,133	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,924	11,285	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,427	9,656	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,649	2,513	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,396	1,252	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,229	1,141	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	679	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	123	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	123	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	160	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	174	180	159	147	153	151	155	163
Electrical goods	156	164	165	161	161	166	162	175	168	175	170	167	168
Furniture, home furnishings	142	146	141	143	149	144	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	176	171	170	174	179	171	170
Lumber, construction materials	81	95	95	96	93	92	98	94	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	173	170	173	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	201	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	92	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	88	90	89	90	89	92
Groceries and related products	54	54	57	54	56	56	55	55	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	112	104	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	128	132	125	128	130	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	102	102	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

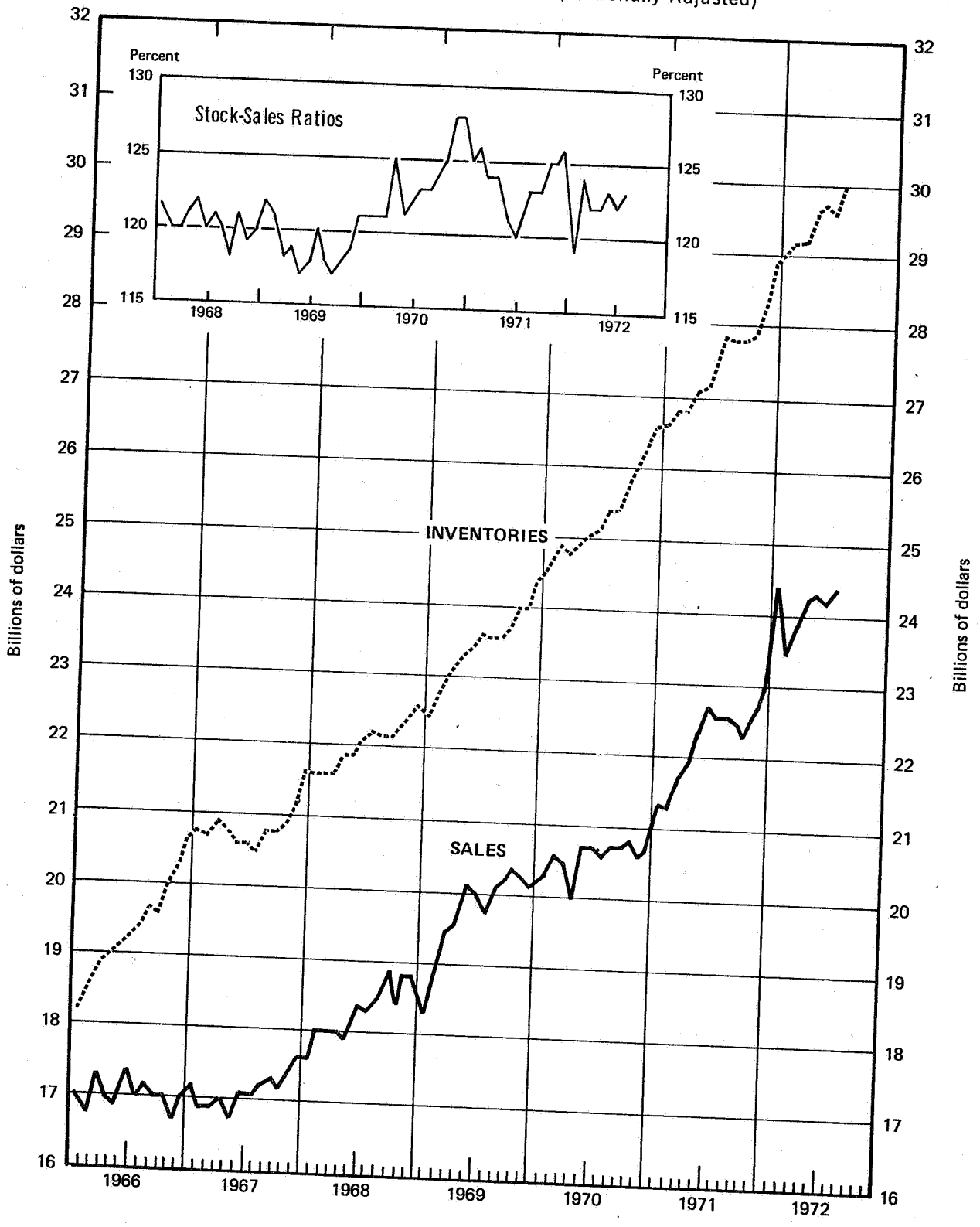


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: July 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	July 1972 from--		7 months 1972 from 7 months 1971	July 1972 from--		July 1972 from--		July 1972 from--	
	July 1971	June 1972		July 1971	June 1972	July 1971	June 1972	July 1971	June 1972
MERCHANT WHOLESALERS, TOTAL	+5	-8	+10	+8	+1	+8	+1	+8	+1
TOTAL (excluding farm products, raw materials)	+5	-8	+10	+9	+1	+7	0	+9	+1
DURABLE GOODS, TOTAL	+6	-9	+12	+10	+1	+9	0	+9	+2
Motor vehicles, automotive equipment, total	+2	-8	+13	+20	+2	+6	-1	+20	+2
Automobiles, other motor vehicles	0	-11	+14	+51	+4	-	-	-	-
Automotive equipment, tires, tubes	+4	-6	+12	+5	+1	-	-	-	-
Automotive equipment	+5	-7	+13	+2	0	-	-	-	-
Electrical goods, total	+14	-1	+12	+9	+2	+17	+6	+9	+3
Electrical supplies, apparatus	+13	-4	+14	+11	+2	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+16	+2	+10	+8	+1	-	-	-	-
Appliances, TV, radio sets	+14	+4	+9	+10	+2	-	-	-	-
Furniture, home furnishings, total	-8	-10	+2	-5	+1	-7	+1	-6	+1
Furniture-household, office	+12	-14	+20	+10	-3	-	-	-	-
Household furniture	+12	-18	+16	+16	-1	-	-	-	-
Office furniture	+13	-10	+23	+1	-4	-	-	-	-
Home furnishings, floor coverings	(S)	-8	(S)	-9	+2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+8	-8	+13	+14	+1	+11	+1	+14	+2
Hardware	+10	-10	+15	+17	+1	-	-	-	-
General-line hardware	+8	-11	+15	+19	+1	-	-	-	-
Plumbing and heating equipment, supplies	+6	-6	+13	+11	0	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+6	-6	+11	+15	+1	-	-	-	-
Lumber, construction materials, total	+10	-10	+23	+18	-1	+13	-2	+17	+4
Lumber, millwork	+8	-11	+26	+21	0	-	-	-	-
Construction materials	+13	-8	+18	+11	-1	-	-	-	-
Machinery, equipment, supplies, total	+7	-10	+12	+7	+1	+9	+2	+7	0
Commercial machines, equipment	+5	-15	+14	+7	-2	-	-	-	-
Construction machinery, equipment	+2	-9	+12	+12	+1	-	-	-	-
Industrial machinery, equipment, supplies	+8	-10	+15	+4	+1	-	-	-	-
Professional equipment, supplies	+4	-11	+7	+3	+1	-	-	-	-
Surgical, medical, hospital supplies	+4	-9	+5	+8	+2	-	-	-	-
Service-establishment equipment, supplies	+3	-8	+8	+8	0	-	-	-	-
Metals, metalwork (except scrap), total	+2	-13	+8	-4	+3	+5	-4	-4	+3
Iron, steel, and products	+8	-16	+13	-9	+2	-	-	-	-
Nonferrous metals	-12	-4	-7	+24	+8	-	-	-	-
Scrap, waste materials, total[2]	+4	-18	-2	+11	+7	+2	-9	+11	+8
Iron, steel scrap	+5	-18	-3	+27	+5	-	-	-	-
Waste materials	+2	-18	-1	-9	+10	-	-	-	-
Jewelry	+11	-22	+13	(S)	(S)	+12	-10	(S)	(S)
NONDURABLE GOODS, TOTAL	+4	-6	+8	+6	0	+7	+1	+6	+1
TOTAL (excluding farm products, raw materials)	+3	-7	+8	+8	0	+6	+1	+8	0
Groceries and related products, total	+3	-4	+8	+6	0	+6	+2	+5	0
General-line groceries	+4	-3	+8	+3	-1	-	-	-	-
Voluntary groups	+7	-2	+13	+7	+3	-	-	-	-
Retailer cooperatives	+3	-4	+8	+5	-2	-	-	-	-
Nonaffiliated	-1	-3	+1	-1	-5	-	-	-	-
Specialty-line groceries	+2	-5	+6	+8	+1	-	-	-	-
Confectionery	0	-8	+4	+12	0	-	-	-	-
Meats, meat products	+3	-5	+9	+6	+1	-	-	-	-
Poultry, poultry products	+12	-3	+13	+10	+9	-	-	-	-
Fresh fruits, vegetables	-2	-6	+10	+15	0	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	-1	-12	+8	+12	-1	+4	0	+11	+5
Beer	+5	-4	+10	+1	+1	-	-	-	-
Wine, distilled spirits	-7	-20	+7	+16	-2	-	-	-	-
Drugs, chemicals, allied products, total	+7	-10	+13	+8	0	+9	-3	+8	-1
Drugs, drug proprietaries, druggists' sundries	+7	-7	+9	+8	+1	-	-	-	-
General-line drugs	+3	-2	+5	0	0	-	-	-	-
Paints, varnishes	+6	-5	+11	-3	+2	-	-	-	-
Other chemicals, allied products	+6	-16	+17	+8	-1	-	-	-	-
Tobacco, tobacco products	+1	-5	+6	+4	-3	+5	+3	+2	-3
Dry goods, apparel, total	+9	-5	+10	(S)	(S)	+13	+5	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+9	+6	+7	(S)	(S)	-	-	-	-
Dry goods, notions	+14	-10	+16	(S)	(S)	-	-	-	-
Piece goods converters	-5	-25	+4	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+1	-9	+6	+4	-1	+3	0	+3	-2
Paper	-1	-10	+5	+4	0	-	-	-	-
Stationery, office supplies	+9	-5	+9	+3	-2	-	-	-	-
Farm products (raw materials), total[2]	+10	-1	+8	-9	+1	+13	+3	-8	+2
Cotton	-25	-32	+1	(S)	(S)	-	-	-	-
Grain	+16	+5	+6	(S)	(S)	-	-	-	-
Other nondurable goods, total	+2	-8	+6	+9	-1	+4	-1	+8	-2
Amusement, sporting goods	+8	-1	+12	+19	0	-	-	-	-
Books, magazines, newspapers	+4	+8	+8	-11	-a	a	a	a	a
Coal	-30	-4	-28	(S)	(S)	-	-	-	-
Farm supplies	+13	-3	+4	+12	-3	-	-	-	-

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

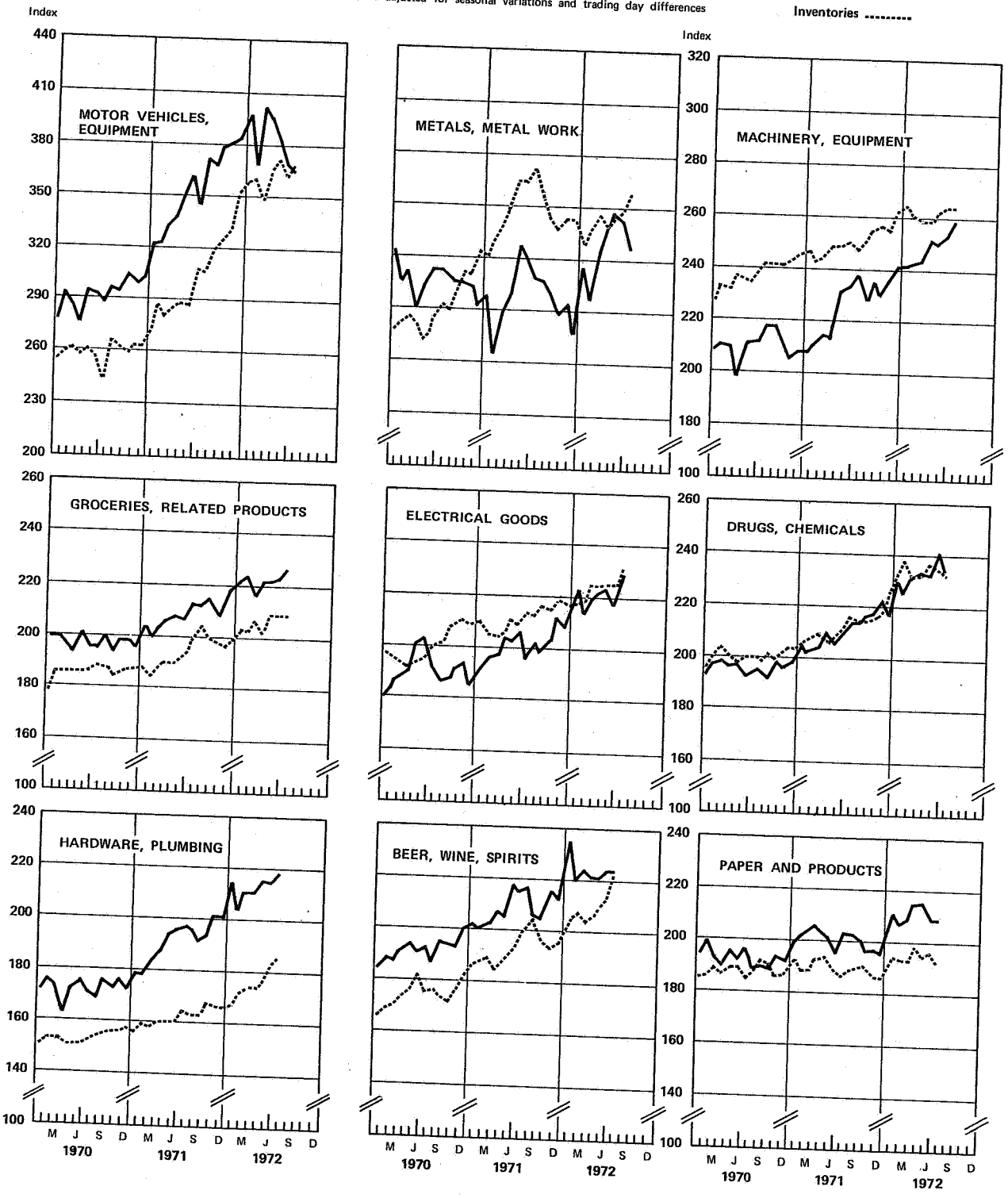
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories - - - - -



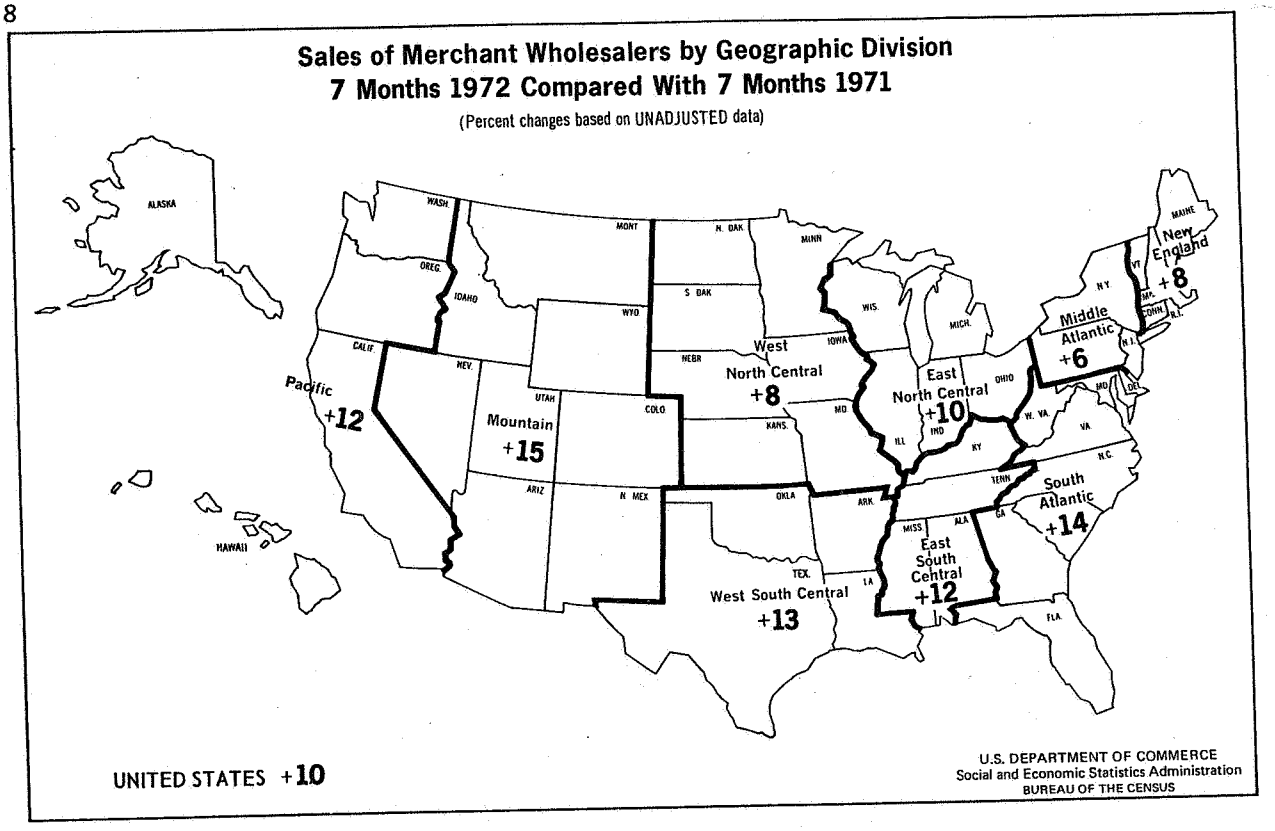


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972							1971						Total 7 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July[1]	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,460	22,367	23,148	23,418	22,787	23,356	23,654	165,892	150,994	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,139	1,114	1,176	1,117	1,077	1,132	1,148	7,944	7,372	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,106	6,040	6,284	6,579	6,131	6,137	6,298	43,871	41,243	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,183	4,079	4,185	4,264	4,135	4,194	4,198	29,689	27,060	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,958	1,839	1,952	1,850	1,854	1,896	1,921	13,324	12,378	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,622	2,423	2,449	2,371	2,457	2,482	2,517	18,094	15,796	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,388	1,256	1,204	1,274	1,235	1,210	1,321	1,373	9,133	8,185	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,104	1,926	1,996	2,031	1,963	1,936	2,011	14,849	13,142	2-5	3
Mountain	683	695	804	738	814	832	803	736	742	713	707	707	719	5,367	4,661	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,292	3,005	3,090	3,258	3,253	3,551	3,470	23,621	21,156	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,017	10,384	10,788	10,855	10,696	10,666	10,478	77,269	68,937	1.3-1.6	1.5
New England	453	466	521	504	533	554	496	459	506	481	466	486	481	3,527	3,152	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,580	2,486	2,539	2,637	2,587	2,488	2,470	18,066	16,782	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	1,996	2,036	2,064	2,096	2,043	2,000	1,948	14,280	13,083	2-5	3
West North Central	627	624	715	713	780	795	757	694	726	725	724	706	678	5,011	4,497	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,319	1,201	1,303	1,255	1,278	1,230	1,230	9,277	7,884	3-6	4
East South Central	470	463	543	541	560	614	554	496	565	552	527	507	507	3,745	3,402	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,120	1,029	1,067	1,030	1,000	990	977	7,863	6,681	2-5	3
Mountain	334	352	420	395	425	451	431	385	379	349	352	352	349	2,809	2,330	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,765	1,599	1,639	1,730	1,718	1,907	1,837	12,690	11,127	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,443	11,983	12,361	12,563	12,091	12,690	13,176	88,624	82,057	1.2-1.5	1.2
New England	568	563	662	607	682	691	644	655	670	636	610	646	667	4,417	4,221	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	3,554	3,745	3,942	3,544	3,649	3,829	25,805	24,462	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,187	2,043	2,121	2,168	2,092	2,195	2,249	15,409	13,977	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,201	1,146	1,227	1,125	1,129	1,189	1,243	8,313	7,881	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,303	1,222	1,146	1,116	1,179	1,252	1,287	8,816	7,912	3-5	4
East South Central	793	751	810	726	831	774	702	709	709	683	683	814	866	5,388	4,783	4-6	5
West South Central	973	1,013	1,013	937	1,055	1,011	984	897	930	1,001	963	947	1,033	6,986	6,460	4-6	4
Mountain	349	342	384	343	388	381	371	351	362	364	355	355	370	2,558	2,331	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,527	1,406	1,451	1,528	1,535	1,643	1,633	10,931	10,029	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 1972

(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 1972 from--		7 months 1972 from 7 months 1971	July 1972 from--						
	July 1971	June 1972		July 1971	June 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+5	-8	+10	+8	+1	0.9	0.4	0.5	0.8	0.2
New England	+2	-8	+8	+8	+1	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+1	-10	+6	+6	0	1.4	0.8	0.8	1.5	0.6
East North Central	+2	-8	+10	+4	+1	2.1	1.1	1.5	1.5	0.6
West North Central	+6	-3	+8	+6	+2	3.2	1.6	1.8	3.1	0.8
South Atlantic	+8	-6	+14	+13	-1	2.2	1.0	1.1	1.7	0.7
East South Central	+4	-10	+12	-2	0	3.4	1.6	1.9	2.2	0.7
West South Central	+9	-6	+13	+18	+2	2.3	1.2	1.8	2.7	0.6
Mountain	+9	-4	+15	+9	+1	4.4	2.6	2.6	4.6	1.0
Pacific	+10	-6	+12	+13	+1	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+6	-9	+12	+10	+1	1.4	0.7	0.7	1.0	0.3
New England	+8	-11	+12	+10	+1	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+4	-9	+8	+6	+1	2.7	1.3	1.5	1.9	0.8
East North Central	-2	-12	+9	+1	+1	3.1	1.6	2.9	1.9	0.9
West North Central	+9	-5	+11	+9	+3	3.9	2.5	1.3	3.8	0.7
South Atlantic	+10	-10	+18	+18	+1	3.1	1.6	2.0	2.5	0.8
East South Central	+12	-10	+10	+14	+4	4.4	2.5	2.9	3.5	0.8
West South Central	+9	-9	+18	+15	+1	3.4	1.4	2.8	3.4	0.7
Mountain	+12	-4	+20	+9	+2	6.8	4.4	3.5	5.8	1.2
Pacific	+10	-8	+14	+14	+2	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+4	-6	+8	+6	0	1.3	0.6	1.0	1.3	0.3
New England	-2	-7	+5	+6	+2	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	-1	-11	+6	+6	0	1.7	1.1	1.1	3.6	0.6
East North Central	+7	-4	+10	+8	+1	2.6	1.4	1.5	2.4	0.6
West North Central	+5	-2	+5	+3	+1	3.9	1.7	2.7	5.4	1.3
South Atlantic	+6	-2	+11	+5	-4	2.7	1.4	1.3	2.3	0.8
East South Central	-1	-9	+13	-18	-4	4.0	1.5	2.2	2.6	0.9
West South Central	+10	-3	+8	+23	+4	3.2	1.8	1.9	3.5	1.0
Mountain	+6	-3	+10	+10	-1	5.0	1.9	2.5	6.7	1.9
Pacific	+8	-5	+9	+13	-1	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	+4	-6	+12	+5	+1	3	2	3	3	1
New England	(S)	-6	+12	(S)	(S)	-	4	9	-	1
Middle Atlantic	+18	0	+7	-1	+6	9	5	7	8	1
East North Central	-6	-8	+10	-8	+2	8	3	4	7	1
West North Central	+1	-11	+6	-3	+4	9	4	5	9	2
South Atlantic	+7	-5	+12	+19	-2	8	3	6	6	3
East South Central	(S)	-9	+10	+5	(S)	-	4	6	9	3
West South Central	+13	-7	+18	+7	-5	9	4	5	8	1
Mountain	(S)	-7	+26	(S)	-1	-	6	9	-	2
Pacific	+2	-8	+16	+25	+1	9	3	9	9	2
Electrical supplies, apparatus	+13	-4	+14	+11	+2	3	1	2	2	1
New England	(S)	-7	+20	(S)	+4	-	3	5	-	1
Middle Atlantic	+12	+1	+6	+12	+2	7	4	6	6	1
East North Central	+14	-9	+20	+18	+3	6	2	3	6	1
West North Central	(S)	-6	+6	-2	0	-	3	6	7	1
South Atlantic	+1	-5	+8	+3	0	7	3	5	5	1
East South Central	(S)	-8	(S)	(S)	+7	-	4	-	-	2
West South Central	+42	-8	+24	+31	+3	8	3	4	8	1
Mountain	(S)	+3	+16	(S)	-3	-	2	5	-	1
Pacific	+16	-1	+19	-7	+1	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+16	+2	+10	+8	+1	3	2	2	3	1
New England	(S)	-25	(S)	(S)	+4	-	5	-	-	3
Middle Atlantic	+28	+10	+10	+13	-3	7	5	6	8	2
East North Central	+5	-2	+11	+4	+1	8	4	4	7	2
West North Central	(S)	+18	+12	(S)	+17	-	5	7	-	2
South Atlantic	+1	-6	+1	+2	-1	8	3	9	7	2
East South Central	+34	-8	+19	+16	0	7	2	3	9	2
West South Central	(S)	+1	(S)	(S)	+4	-	3	-	-	3
Mountain	(S)	+7	+12	(S)	0	-	3	5	-	3
Pacific	-8	-10	+2	-5	+1	6	2	8	7	1
Furniture, home furnishings, total	(S)	-3	(S)	(S)	-4	-	5	-	-	4
New England	-1	-10	+8	(S)	+2	7	4	5	6	2
Middle Atlantic	(S)	-13	(S)	(S)	+3	-	4	-	-	2
East North Central	(S)	-11	+21	(S)	-2	-	5	7	-	4
East South Central	(S)	-11	+7	(S)	-4	-	5	9	-	3
West South Central	+18	-7	+15	(S)	+2	9	6	4	-	2
Mountain	(S)	-4	+30	(S)	+2	-	6	7	-	4
Pacific	+1	-14	+10	-2	-1	9	4	5	7	2
Hardware	+10	-10	+15	+17	+1	2	1	1	1	1
New England	(S)	+1	+4	(S)	(S)	-	6	9	-	2
Middle Atlantic	+26	-6	+18	+20	+4	7	4	2	7	1
East North Central	-8	-15	+2	+2	0	5	3	2	5	1
West North Central	+2	-10	+20	+22	-1	5	3	3	6	1
South Atlantic	+42	-11	+38	+38	-1	8	3	4	9	2
East South Central	+34	-1	+18	+32	+6	6	4	4	6	1
West South Central	(S)	-12	+16	+12	-2	-	3	4	7	1
Mountain	(S)	-19	+5	(S)	+1	-	4	7	-	2
Pacific	+8	-17	+15	+17	+1	8	2	6	6	1
Plumbing and heating equipment, supplies	+6	-6	+13	+11	0	4	2	2	2	1
New England	(S)	-8	+15	(S)	-2	-	4	6	-	2
Middle Atlantic	+7	-6	+10	+10	+1	7	4	5	8	1
East North Central	0	-5	+9	+2	-2	7	5	4	5	2

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 1972—Continued

(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 1972 from--		7 months 1972 from 7 months 1971	July 1972 from--						
	July 1971	June 1972		July 1971	June 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	+14	-2	+19	+4	-	3	9	8	2
South Atlantic	(S)	-9	+24	+10	+3	-	5	7	8	2
East South Central	(S)	+2	+11	(S)	-1	-	6	7	-	2
West South Central	(S)	-4	+12	+33	+4	-	6	5	9	3
Pacific	+5	-12	+15	+14	-2	9	4	4	7	2
Lumber, construction materials, total	+10	-10	+23	+18	-1	3	2	2	3	1
New England	(S)	+6	+17	(S)	-2	-	4	6	-	4
Middle Atlantic	+1	-5	+14	+11	0	8	4	4	7	2
East North Central	-5	-9	+21	+16	(S)	8	3	4	6	2
West North Central	+17	-3	+28	+19	+5	9	5	5	8	2
South Atlantic	+12	-11	+29	(S)	-2	9	3	4	-	3
East South Central	(S)	-10	+13	(S)	(S)	-	5	6	-	2
West South Central	(S)	-8	+36	(S)	-2	-	4	8	-	2
Pacific	+14	-20	+22	(S)	-6	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+8	-10	+15	+4	+1	4	3	2	4	1
Middle Atlantic	(S)	-10	(S)	+2	+2	-	5	-	7	3
East North Central	(S)	-17	(S)	-2	+3	-	5	-	8	2
South Atlantic	(S)	-18	+15	+14	-4	-	5	6	8	2
West South Central	(S)	-5	(S)	+2	+2	-	5	-	7	2
Pacific	+9	-3	+14	-10	0	9	6	9	6	2
General-line grocery wholesalers	+4	-3	+8	+3	-1	1	1	1	2	1
New England	(S)	-3	+26	(S)	-2	-	3	3	-	2
Middle Atlantic	-4	+1	+6	-5	-4	5	1	3	7	2
East North Central	+12	-6	+13	+11	+4	4	1	2	4	1
West North Central	+4	-2	+8	+4	0	4	1	3	5	1
South Atlantic	-3	-1	+9	+1	0	8	2	3	7	2
East South Central	-2	-2	+6	0	0	7	2	2	9	1
West South Central	+11	-5	+9	+6	-8	6	2	3	7	1
Mountain	+12	+1	+12	+14	-4	5	2	2	6	1
Pacific	+6	-3	+4	+5	-1	5	1	1	5	1
Specialty-line grocery wholesalers	+2	-5	+6	+8	+1	4	2	2	4	1
Middle Atlantic	-5	-14	+2	+22	+4	5	2	4	5	3
East North Central	+9	-6	+8	-2	-1	8	3	5	-	4
West North Central	(S)	-4	+3	-10	-1	-	2	7	9	1
South Atlantic	+28	+20	+14	-14	-6	8	3	4	8	2
East South Central	(S)	-9	(S)	(S)	-1	-	2	-	-	4
West South Central	(S)	0	-7	(S)	+6	-	6	8	-	3
Mountain	(S)	+9	(S)	(S)	-9	-	5	-	-	4
Pacific	(S)	-9	+6	(S)	-5	-	7	5	-	3
Fresh fruit, vegetable wholesalers	-2	-6	+10	+15	0	3	2	2	4	1
New England	(S)	+6	+18	(S)	(S)	-	6	9	-	-
Middle Atlantic	-18	-11	+1	(S)	-1	8	4	4	-	4
East North Central	-7	-5	+6	+47	+4	8	3	3	7	3
West North Central	(S)	-5	-8	+1	-4	-	3	5	8	3
South Atlantic	+15	-1	+11	-3	-3	8	4	5	9	3
East South Central	(S)	-12	(S)	(S)	(S)	-	5	-	-	5
West South Central	(S)	-10	+29	(S)	-5	-	3	5	-	3
Mountain	(S)	-28	(S)	(S)	+1	-	3	-	-	3
Pacific	+16	-5	+14	(S)	+9	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+7	-7	+9	+8	+1	3	2	2	3	1
New England	-2	-1	+1	(S)	+3	9	3	5	-	2
Middle Atlantic	+9	-9	+12	(S)	0	8	5	5	-	2
East North Central	+11	-7	+12	+10	+2	6	2	4	6	2
West North Central	-12	-8	+4	-4	-1	8	4	4	9	2
South Atlantic	(S)	-3	+8	+8	+3	6	4	5	8	2
East South Central	(S)	-3	-2	(S)	-1	-	3	4	-	3
West South Central	+2	-8	+6	+16	+5	6	2	4	7	1
Mountain	(S)	(S)	(S)	(S)	-4	-	2	-	-	3
Pacific	-15	-6	+14	+7	-2	8	4	7	9	2
Tobacco distributors	+1	-5	+6	+4	-3	2	1	1	3	1
New England	(S)	-6	+15	(S)	-5	-	2	6	-	2
Middle Atlantic	-2	-5	+4	+5	-2	5	2	2	7	1
East North Central	-3	-8	+3	-4	-4	7	2	3	6	2
West North Central	-16	-8	-2	(S)	0	9	2	4	-	1
South Atlantic	+14	+2	+14	+5	-3	6	2	2	7	1
East South Central	-9	-3	0	-10	-12	8	2	4	9	3
West South Central	+4	-6	+2	+6	+1	9	1	6	9	1
Mountain	(S)	-7	+15	(S)	(S)	-	3	7	-	1
Pacific	0	-7	+6	+5	(S)	7	1	2	9	3
Dry goods, apparel wholesalers	+9	-5	+10	(S)	(S)	5	2	3	8	1
Middle Atlantic	+10	-9	+10	(S)	(S)	6	2	3	7	1
East North Central	(S)	-3	+27	(S)	(S)	-	6	5	9	2
East South Central	(S)	+8	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+16	(S)	(S)	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	-
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6[r]	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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 s; 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 8) (not shown separately).--Establishments primarily aged 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, durggists' 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 distributi

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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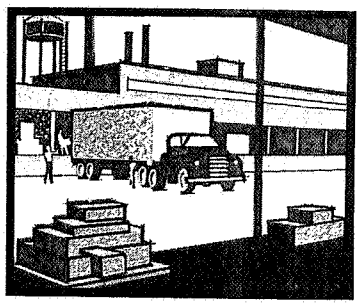


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: October 1972

BW-72-8

AUGUST 1972

Sales- August 1972 sales of merchant wholesalers were estimated at $26.7 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, August sales were $25.2 billion, up 3 percent from last month and 11 percent above August 1971. Adjusted June-through-August average sales were 2 percent above the March-through-May period and were 9 percent above the average for the comparable months of a year ago.

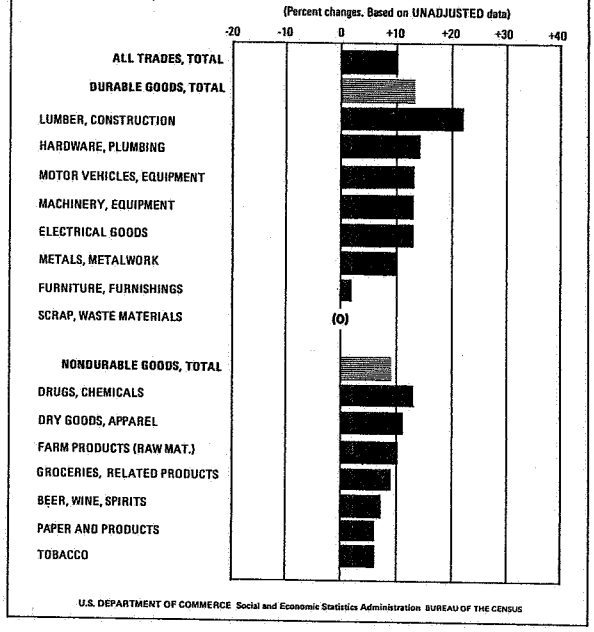
After adjustment, August sales in the durable goods trades increased 4 percent from the previous month and were 13 percent above August 1971. Nondurable goods sales were up 2 percent from July and were 10 percent above the same month a year ago. Average monthly sales in the durable goods group during the June-through-August 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 2 percent above the average for the March-through-May period and were 8 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 jewelry (14%); dry goods, apparel (10%); and motor vehicles, automotive equipment (8%). The largest decrease was noted in tobacco, tobacco products (-3%) while machinery, equipment, supplies showed no change. Compared with sales a year ago, all trade groups showed increases except beer, wine, spirits (-2%) and furniture, home furnishings (-1%). Among the larger increases were jewelry (25%); farm products, raw materials (20%); hardware, plumbing, heating equipment (18%); electrical goods (17%); and dry goods, apparel (17%).

Inventories-Total inventories of merchant wholesalers were valued at $30.0 billion at the end of August. After adjustment for seasonal variations, August inventories were up 0.7 percent from last month and were 9 percent above August 1971. Durable goods stocks were down 1 percent from last month but were 9 percent above August 1971. Nondurable goods stocks increased 3 percent during August 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 7 trade groups showing gains, 5 indicating declines, and 3 no change. The larger

Sales of Merchant Wholesalers in Selected Kinds of Business
8 Months 1972 Compared With 8 Months 1971



increases were noted in farm products, raw materials (15%), and groceries, related products (4%), while the larger declines were shown in metals, metalwork (-4%) and beer, wine, spirits (-4%). Changes from year-ago levels were more substantial, with all trade groups showing increases except metals, metalwork (-2%). Among the sharper increases were motor vehicles, automotive equipment (21%); lumber, construction materials (14%); hardware, plumbing, heating equipment (13%); and farm products, raw materials (13%).

Stock-Sales Ratio-The August stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 120 percent, 3 points below both the previous month and August 1971 ratios. The stock-sales ratio for durable goods was 153 percent, down 8 points from the previous month's ratio and 5 points below the August 1971 ratio. The ratio for nondurable goods was 91 percent, virtually the same as the previous month's ratio but 2 points below the ratio for August 1971.

An advance release of August 1972 data was issued on October 10, 1972

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 15 cents; annual subscription $1.50. Add 50 cents for each subscription to a foreign address.

Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972								1971					Total 8 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,677	23,148	23,418	22,787	23,356	23,654	192,601	174,168
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,144	25,151	21,930	22,197	21,611	21,844	22,088	181,338	163,901
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,542	10,788	10,855	10,696	10,666	10,478	89,879	79,736
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,410	2,352	2,186	2,402	2,157	2,134	2,179	2,159	2,066	18,041	15,968
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,218	1,329	1,154	1,155	1,146	1,159	1,004	9,482	8,402
Automotive equipment	904	923	1,045	988	1,074	1,100	1,045	1,137	996	1,000	1,003	1,003	884	8,215	7,244
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,564	1,745	1,448	1,497	1,531	1,581	1,554	12,054	10,636
Electrical supplies, apparatus	569	613	671	645	700	742	703	771	645	646	646	677	664	5,414	4,707
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	974	803	851	869	905	890	6,640	5,930
Appliances, TV, radio sets	534	529	591	506	533	577	595	653	568	589	603	625	612	4,517	4,142
Furniture, home furnishings, total	414	452	558	494	509	532	493	578	567	563	577	525	498	4,030	3,932
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	(S)	148	144	146	(S)	(S)	1,227	1,033
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	346	411	(S)	(S)	(S)	382	339	2,803	2,899
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,295	1,071	1,059	1,045	1,042	964	8,813	7,704
Hardware	356	386	427	397	437	453	404	482	387	399	385	395	361	3,342	2,881
General-line hardware	202	219	242	228	242	258	227	278	226	234	225	227	202	1,897	1,639
Plumbing and heating, supplies	462	463	520	506	560	583	548	626	532	528	539	520	484	4,269	3,761
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	172	187	153	132	122	127	118	1,203	1,063
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,305	1,521	1,281	1,241	1,207	1,171	1,085	10,139	8,297
Lumber, millwork	678	663	803	772	888	907	844	969	825	798	752	743	701	6,524	5,218
Construction materials	373	363	407	436	495	527	462	552	455	443	456	429	384	3,615	3,079
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	3,055	2,638	2,772	2,593	2,614	2,799	22,890	20,264
Construction machinery, equipment	373	421	509	501	538	549	511	557	457	453	454	447	463	3,999	3,513
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,307	1,415	1,211	1,338	1,184	1,236	1,358	10,829	9,358
Professional equipment, supplies	344	384	433	373	412	434	390	425	395	409	389	377	411	3,196	2,972
Service-establishment equipment, supplies	155	(S)	180	175	178	186	170	187	177	178	168	174	172	1,402	1,299
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,086	1,299	1,078	1,058	985	1,000	939	9,194	8,353
Iron, steel, and products	778	776	922	906	991	963	837	1,005	797	771	736	770	726	7,178	6,234
Nonferrous metals	229	212	270	235	266	263	248	294	(S)	(S)	248	229	213	2,017	2,119
Scrap, waste materials, total	369	390	457	441	454	473	387	440	384	359	378	364	363	3,412	3,418
Iron, steel scrap	210	234	277	268	271	290	236	269	220	207	222	212	210	2,055	2,064
Waste materials	159	156	181	173	184	183	151	171	163	152	156	151	153	1,358	1,355
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,135	12,361	12,563	12,091	12,690	13,176	102,722	94,431
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,059	12,609	11,143	11,342	10,916	11,178	11,610	91,459	84,164
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,766	5,183	4,582	4,691	4,467	4,637	4,766	38,137	35,064
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,909	2,080	1,823	1,855	1,860	1,904	1,913	15,258	13,976
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,218	1,350	1,285	1,295	1,165	1,220	1,260	9,936	9,400
Confectionery	85	92	100	89	101	99	89	97	96	100	100	96	94	753	728
Meat, meat products	896	849	977	874	991	941	928	1,012	839	908	829	850	917	7,467	6,747
Poultry, poultry products	200	193	219	191	215	221	214	235	192	197	181	203	219	1,689	1,475
Fresh fruits, vegetables	340	333	359	343	408	434	408	409	347	337	332	365	363	3,034	2,739
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,174	1,314	1,273	1,195	1,165	1,273	1,528	9,541	8,910
Beer	432	461	536	499	646	668	629	688	600	559	506	501	531	4,559	4,140
Wine, distilled spirits	552	568	722	589	668	712	545	627	673	636	659	772	996	4,982	4,770
Drugs, chemicals, allied products, total	897	893	997	924	975	996	896	1,040	899	916	909	914	919	7,616	6,738
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	511	604	524	543	555	551	566	4,335	3,935
General-line drugs	243	229	245	220	240	234	234	263	242	244	239	242	241	1,908	1,797
Paints, varnishes	39	40	48	48	52	53	51	58	50	47	45	44	39	388	346
Other chemicals, allied products	328	336	379	362	380	395	335	378	328	(S)	312	323	314	2,893	2,480
Tobacco, tobacco products	522	509	567	526	612	602	574	616	562	568	538	544	586	4,528	4,261
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	994	1,343	1,120	1,095	1,060	1,040	971	8,475	7,634
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	3,981	3,663
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	725	651
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	612	731	659	668	642	640	644	5,324	5,006
Paper	476	479	538	498	548	524	467	557	514	512	485	475	481	4,086	3,882
Stationery, office supplies	151	150	160	149	153	157	145	174	145	156	157	164	164	1,238	1,124
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,347	1,526	1,218	1,221	1,176	1,512	1,566	11,263	10,267
Grain	936	894	970	896	1,104	962	997	1,129	885	896	789	1,034	1,015	7,887	7,272
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,043	2,382	2,047	2,209	2,135	2,130	2,196	17,838	16,552
Books, magazines, newspapers	142	143	164	143	153	159	168	182	159	154	161	160	159	1,255	1,151

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

[2]The automotive group is subject to a high sampling variability of 9 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972								1971				
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,901	29,961	27,584	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,714	28,586	26,324	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,332	18,152	16,645	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,842	3,736	3,083	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,235	2,276	2,062	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,604	2,567	2,367	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	979	988	984	898	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,616	1,584	1,469	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	761	793	802	790	755	779	727	728
Home furnishings, floor coverings	530	551	575	565	561	577	614	618	619	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,940	1,915	1,701	1,691	1,744	1,703	1,683
Hardware	726	740	759	755	769	789	772	765	675	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	962	946	938	843	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,207	1,203	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	781	795	772	761	663	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,127	5,113	4,849	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,479	1,480	1,366	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,031	2,021	1,989	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,079	2,088	2,131	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,664	1,689	1,807	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,569	11,809	10,939	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,382	10,434	9,679	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,651	2,718	2,514	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,301	1,323	1,243	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	902	893	912	950	868	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,294	1,235	1,217	1,340	1,382	1,311	1,172
Beer	302	299	327	365	360	347	349	330	321	312	305	297	270
Wine, distilled spirits	949	940	912	918	998	1,025	945	905	896	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,243	1,268	1,143	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	842	866	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	700	700	665	673	664	660	663
Paper	467	459	469	472	480	473	475	470	448	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972								1971				
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	112	119	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	114	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	165	145	154	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	156	143	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	171	179	178	178	178	208
Electrical goods, total	175	172	162	177	171	160	166	147	163	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	143	132	140	128	139	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	188	162	183	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	145	143	161	139	139	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	177	150	(S)	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	172	148	159	160	167	164	175
Hardware	204	192	178	190	176	174	191	159	175	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	165	173	150	158	156	160	163	170
Lumber, construction materials, total	102	110	97	100	89	87	92	79	83	86	87	89	96
Lumber, millwork	103	110	95	101	88	88	92	78	80	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	162	183	167	184	174	186	183	173
Construction machinery, equipment	363	328	255	287	271	262	289	266	299	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	155	143	164	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	161	198	187	196	194	215
Iron, steel, and products	204	200	173	180	161	164	199	168	227	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	84	89	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	83	87	87	91	89	86
Groceries and related products, total	57	57	55	57	53	53	56	52	55	54	57	55	53
General-line groceries	72	73	70	74	65	67	68	64	68	69	70	69	68
Specialty-line groceries	73	69	69	70	71	68	75	70	68	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	110	94	96	112	119	103	77
Beer	70	65	61	73	56	52	55	48	54	56	60	59	51
Wine, distilled spirits	172	166	126	156	149	144	173	144	133	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	139	122	127	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	165	143	151	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	114	96	101	101	103	103	103
Paper	98	96	87	95	88	90	102	84	87	89	92	95	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: 1971 and 1972

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

Kind of business	1972								1971				
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,394	25,160	22,605	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,889	23,639	21,338	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,326	11,792	10,471	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,124	2,294	2,138	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,588	1,642	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	515	533	526	533	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,182	1,003	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,283	1,335	1,165	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,947	2,607	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,136	1,217	1,054	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	418	404	456	413	440	400	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,068	13,368	12,134	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,563	11,847	10,867	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,757	4,863	4,890	4,546	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,215	1,189	1,209	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	989	959	990	875	887	889	910	888
Tobacco, tobacco products	582	554	564	567	577	567	585	569	542	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,082	1,190	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	653	684	643	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,505	1,521	1,267	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,206	2,335	2,039	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,056	30,257	27,795	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,569	28,553	26,284	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,182	18,043	16,526	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,804	3,808	3,143	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,599	2,572	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	742	777	786	779	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,921	1,928	1,710	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,212	1,202	1,057	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,036	5,023	4,768	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,087	2,006	2,053	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,874	12,214	11,269	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,387	10,510	9,758	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,686	2,796	2,589	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,334	1,282	1,268	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,238	1,265	1,138	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	670	702	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	120	123	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	121	123	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	153	158	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	174	179	166	147	153	151	155	163
Electrical goods	156	164	165	161	161	166	164	157	168	175	170	167	168
Furniture, home furnishings	142	146	141	143	149	144	146	149	146	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	172	163	170	174	179	171	170
Lumber, construction materials	81	95	95	96	93	92	94	90	91	92	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	173	171	170	183	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	165	195	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	91	93	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	89	90	89	90	89	92
Groceries and related products	54	54	57	54	56	56	55	57	57	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	110	108	105	112	108	101	104
Drugs, chemicals, allied products	131	137	129	128	132	125	129	128	130	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	103	103	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

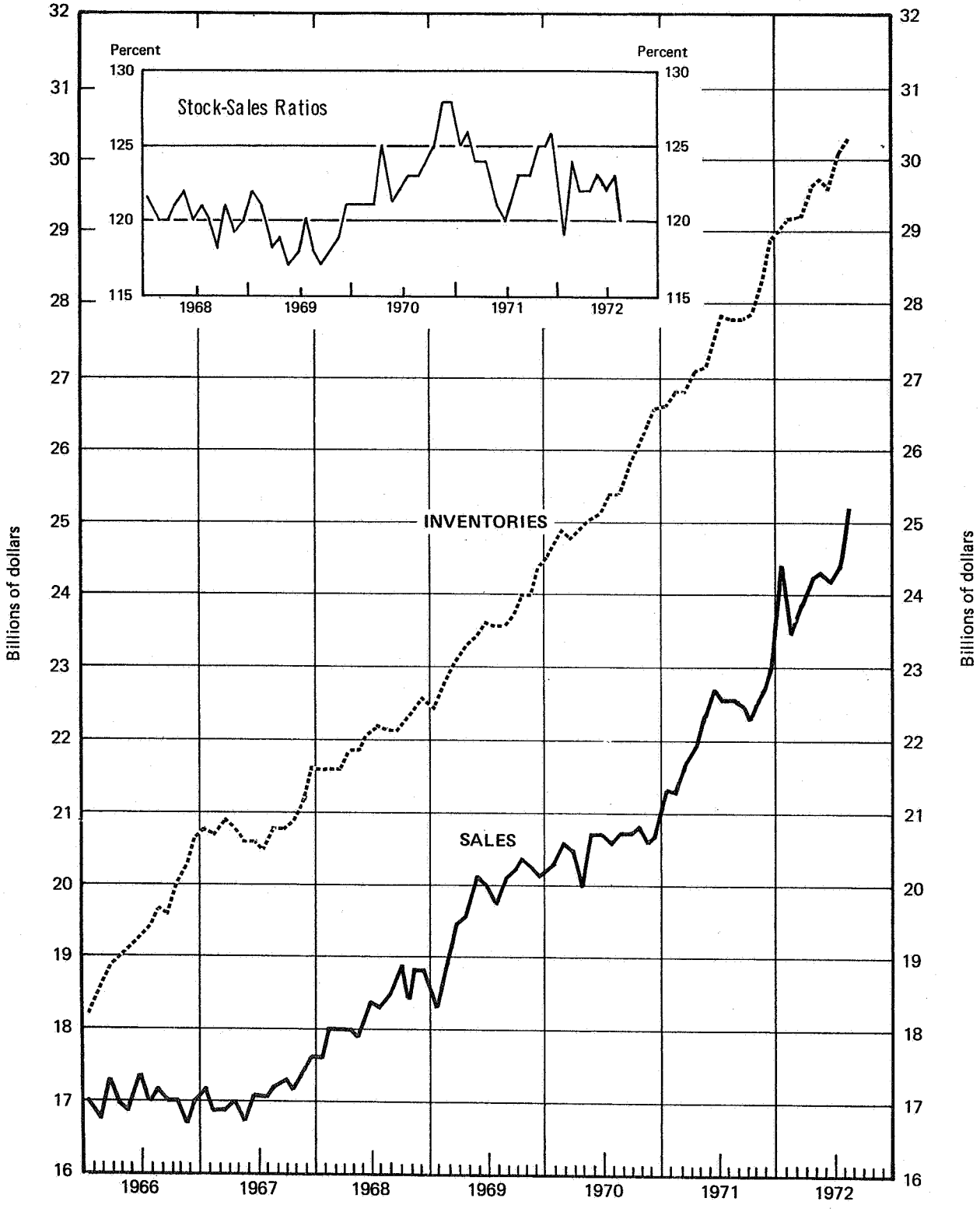


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: August 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	August 1972 from--		8 months 1972 from 8 months 1971	August 1972 from--		August 1972 from--		August 1972 from--	
	August 1971	July 1972		August 1971	July 1972	August 1971	July 1972	August 1971	July 1972
MERCHANT WHOLESALERS, TOTAL	+15	+14	+10	+9	0	+11	+3	+9	+1
TOTAL (excluding farm products, raw materials)	+15	+14	+11	+9	0	+11	+3	+9	0
DURABLE GOODS, TOTAL	+16	+13	+13	+9	-1	+13	+4	+9	-1
Motor vehicles, automotive equipment, total	+11	+10	+13	+21	-3	+7	+8	+21	0
Automobiles, other motor vehicles	+7	+11	+13	+43	-9	-	-	-	-
Automotive equipment, tires, tubes	+15	+9	+13	+10	+2	-	-	-	-
Automotive equipment	+14	+9	+13	+7	+2	-	-	-	-
Electrical goods, total	+20	+12	+13	+8	-2	+17	+3	+9	-1
Electrical supplies, apparatus	+19	+10	+15	+10	0	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+21	+13	+12	+8	-2	-	-	-	-
Appliances, TV, radio sets	+15	+10	+9	+8	-2	-	-	-	-
Furniture, home furnishings, total	+2	+17	+2	+2	+1	-1	-1	+1	+1
Furniture-household, office	+13	+14	+19	+7	+2	-	-	-	-
Household furniture	+8	+19	+15	+6	+3	-	-	-	-
Office furniture	+18	+10	+22	+8	+2	-	-	-	-
Home furnishings, floor coverings	(S)	+19	(S)	0	+1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+21	+15	+14	+13	-1	+18	+6	+13	0
Hardware	+25	+19	+16	+13	-1	-	-	-	-
General-line hardware	+23	+22	+16	+11	-1	-	-	-	-
Plumbing and heating equipment, supplies	+18	+14	+13	+11	-1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+22	+8	+13	+15	-5	-	-	-	-
Lumber, construction materials, total	+19	+16	+22	+14	0	+15	+4	+14	-1
Lumber, millwork	+17	+15	+25	+15	-2	-	-	-	-
Construction materials	+21	+20	+17	+12	+2	-	-	-	-
Machinery, equipment, supplies, total	+16	+9	+13	+5	0	+13	0	+5	0
Commercial machines, equipment	+12	+12	+14	+11	0	-	-	-	-
Construction machinery, equipment	+22	+9	+14	+8	0	-	-	-	-
Industrial machinery, equipment, supplies	+17	+8	+16	+2	-1	-	-	-	-
Professional equipment, supplies	+8	+9	+8	+8	+1	-	-	-	-
Surgical, medical, hospital supplies	+17	+11	+7	+13	0	-	-	-	-
Service-establishment equipment, supplies	+6	+10	+8	+5	-2	-	-	-	-
Metals, metalwork (except scrap), total	+20	+20	+10	-2	0	+15	+7	-2	-4
Iron, steel, and products	+26	+20	+15	-7	+2	-	-	-	-
Nonferrous metals	+5	+18	-5	+23	-4	-	-	-	-
Scrap, waste materials, total[2]	+15	+14	0	+8	-1	+10	+7	+7	-1
Iron, steel scrap	+22	+14	0	+21	-2	-	-	-	-
Waste materials	+5	+13	0	-9	+2	-	-	-	-
Jewelry	+26	+47	+15	(S)	(S)	+25	+14	(S)	(S)
NONDURABLE GOODS, TOTAL	+14	+14	+9	+8	+2	+10	+2	+8	+3
TOTAL (excluding farm products, raw materials)	+13	+14	+9	+8	0	+9	+2	+8	+1
Groceries and related products, total	+13	+9	+9	+8	+2	+8	+1	+8	+4
General-line groceries	+14	+9	+9	+6	+2	-	-	-	-
Voluntary groups	+14	+8	+13	+8	+2	-	-	-	-
Retailer cooperatives	+14	+6	+9	+7	+3	-	-	-	-
Nonaffiliated	+14	+14	+3	+4	+1	-	-	-	-
Specialty-line groceries	+5	+11	+6	+9	+4	-	-	-	-
Confectionery	+2	+9	+3	+5	+2	-	-	-	-
Meats, meat products	+20	+9	+11	+9	+2	-	-	-	-
Poultry, poultry products	+22	+9	+14	+13	+2	-	-	-	-
Fresh fruits, vegetables	+18	0	+11	+17	+1	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+3	+12	+7	+2	-5	-2	-2	+1	-4
Beer	+15	+9	+10	+3	-5	-	-	-	-
Wine, distilled spirits	-7	+15	+4	-4	-4	-	-	-	-
Drugs, chemicals, allied products, total	+16	+16	+13	+11	+2	+13	+3	+11	+2
Drugs, drug proprietaries, druggists' sundries	+15	+18	+10	+10	+3	-	-	-	-
General-line drugs	+8	+12	+6	+4	+2	-	-	-	-
Paints, varnishes	+16	+14	+12	+3	0	-	-	-	-
Other chemicals, allied products	+15	+13	+17	+15	0	-	-	-	-
Tobacco, tobacco products	+10	+7	+6	+7	+4	+5	-3	+6	+2
Dry goods, apparel, total	+20	+35	+11	(S)	(S)	+17	+10	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+19	+33	+9	(S)	(S)	-	-	-	-
Dry goods, notions	+24	+34	+16	(S)	(S)	-	-	-	-
Piece goods converters	+15	+47	+5	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+11	+19	+6	+5	0	+6	+5	+5	+3
Paper	+8	+19	+5	+5	-1	-	-	-	-
Stationery, office supplies	+20	+20	+10	+6	+2	-	-	-	-
Farm products (raw materials), total[2]	+25	+13	+10	+9	+16	+20	+1	+13	+15
Cotton	+5	+28	+1	-11	-14	-	-	-	-
Grain	+28	+13	+8	+65	+30	-	-	-	-
Other nondurable goods, total	+16	+16	+8	+10	+1	+15	+6	+10	+1
Amusement, sporting goods	+23	+34	+14	+14	-1	-	-	-	-
Books, magazines, newspapers	+12	+8	+9	-9	+1	-	-	-	-
Coal	-34	+8	-29	(S)	(S)	-	-	-	-
Farm supplies	+20	+13	+5	+29	+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.

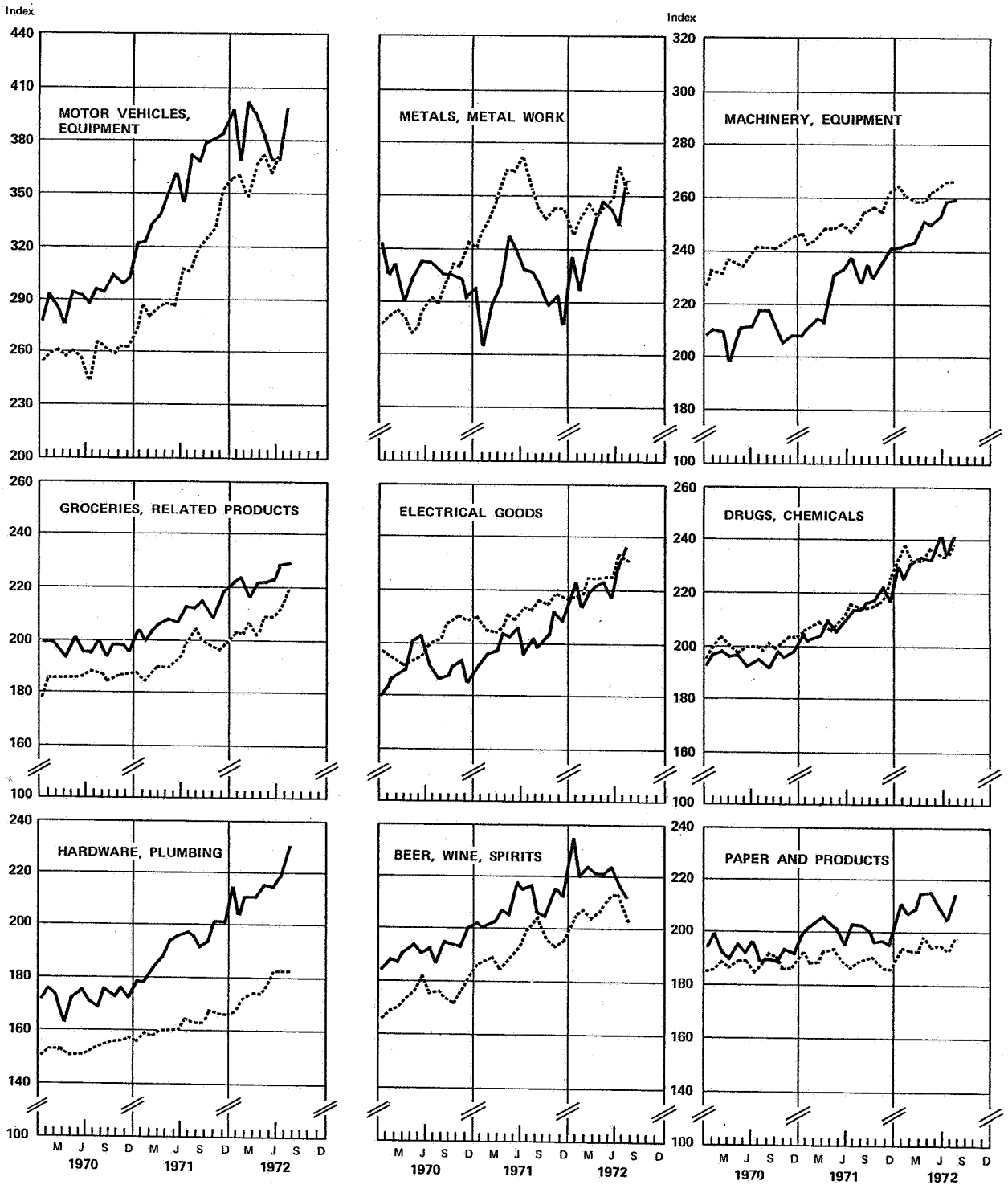
Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories .....



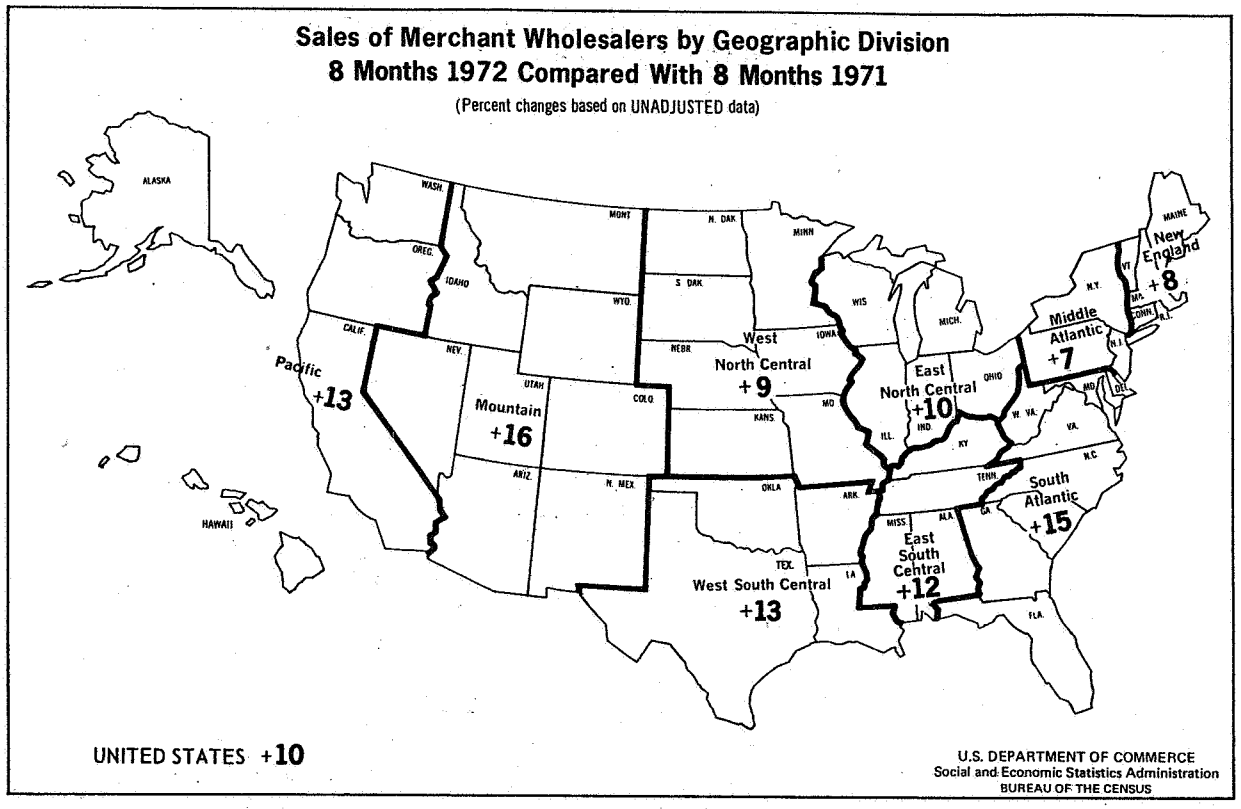


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972								1971					Total 8 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.[1]	Aug.	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,677	23,148	23,418	22,787	23,356	23,654	192,601	174,168	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,148	1,280	1,176	1,117	1,077	1,132	1,148	9,233	8,549	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,111	7,114	6,284	6,579	6,131	6,137	6,298	50,991	47,540	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,226	4,685	4,185	4,264	4,135	4,194	4,198	34,418	31,234	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,981	2,270	1,952	1,850	1,854	1,896	1,921	15,618	14,330	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,545	2,924	2,449	2,371	2,457	2,482	2,517	20,941	18,245	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,388	1,278	1,443	1,274	1,235	1,210	1,321	1,373	10,597	9,476	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,086	2,309	1,996	2,031	1,963	1,936	2,011	17,140	15,138	2-5	3
Mountain	683	695	804	738	814	832	815	903	742	713	707	707	719	6,283	5,403	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,302	3,749	3,090	3,258	3,253	3,551	3,470	27,380	24,252	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,542	10,788	10,855	10,696	10,666	10,478	89,879	79,736	1.3-1.6	1.5
New England	453	466	521	504	533	554	490	573	506	481	466	486	481	4,094	3,658	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,585	2,882	2,539	2,637	2,587	2,488	2,470	20,953	19,320	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	2,049	2,302	2,064	2,096	2,043	2,000	1,948	16,635	15,151	2-5	3
West North Central	627	624	715	713	780	795	747	863	726	725	724	706	678	5,863	5,223	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,299	1,482	1,303	1,255	1,278	1,230	1,230	10,740	9,187	3-6	4
East South Central	470	463	543	541	560	614	539	617	565	552	527	507	507	4,347	3,967	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,134	1,241	1,067	1,030	1,000	990	977	9,119	7,748	2-5	3
Mountain	334	352	420	395	425	451	443	501	379	349	352	352	349	3,321	2,710	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,800	2,081	1,639	1,730	1,718	1,907	1,837	14,806	12,772	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,135	12,361	12,563	12,091	12,690	13,176	102,722	94,431	1.2-1.5	1.2
New England	568	563	662	607	682	691	658	707	670	636	610	646	667	5,138	4,891	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	4,233	3,745	3,942	3,544	3,649	3,829	30,038	28,220	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,177	2,383	2,121	2,168	2,092	2,195	2,249	17,782	16,083	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,234	1,407	1,227	1,125	1,129	1,189	1,243	9,754	9,108	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,246	1,442	1,146	1,116	1,179	1,252	1,287	10,201	9,058	3-5	4
East South Central	793	751	810	726	831	774	740	826	709	683	683	814	866	6,251	5,509	4-6	5
West South Central	973	1,013	1,013	937	1,055	1,011	952	1,068	930	1,001	963	947	1,033	8,021	7,390	4-6	4
Mountain	349	342	384	343	388	381	372	403	362	364	355	355	370	2,962	2,693	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,502	1,668	1,451	1,528	1,535	1,643	1,633	12,574	11,480	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 1972

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

Kind of business and geographic division[1]	Percent change in-- Sales: August 1972 from August 1971	Sales: August 1972 from July 1972	Sales: 8 months 1972 from 8 months 1971	Inventories: August 1972 from August 1971	Inventories: August 1972 from July 1972	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
MERCHANT WHOLESALERS, TOTAL	+15	+14	+10	+9	0	0.9	0.4	0.5	0.8	0.2
New England	+9	+12	+8	+7	0	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+13	+16	+7	+5	-1	1.4	0.8	0.8	1.5	0.6
East North Central	+12	+11	+10	+7	+1	2.1	1.1	1.5	1.5	0.6
West North Central	+16	+15	+9	+11	+3	3.2	1.6	1.8	3.1	0.8
South Atlantic	+19	+15	+15	+13	+1	2.2	1.0	1.1	1.7	0.7
East South Central	+13	+13	+12	-5	0	3.4	1.6	1.9	2.2	0.7
West South Central	+16	+11	+13	+11	0	2.3	1.2	1.8	2.7	0.6
Mountain	+22	+11	+16	+20	0	4.4	2.6	2.6	4.6	1.0
Pacific	+21	+14	+13	+14	-1	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+16	+13	+13	+9	-1	1.4	0.7	0.7	1.0	0.3
New England	+13	+17	+12	+4	0	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+14	+11	+8	+7	-2	2.7	1.3	1.5	1.9	0.8
East North Central	+12	+12	+10	+5	0	3.1	1.6	2.9	1.9	0.9
West North Central	+19	+16	+12	+4	-1	3.9	2.5	1.3	3.8	0.7
South Atlantic	+14	+14	+17	+13	-1	3.1	1.6	2.0	2.5	0.8
East South Central	+9	+14	+10	+6	0	4.4	2.5	2.9	3.5	0.8
West South Central	+16	+9	+18	+9	-1	3.4	1.4	2.8	3.4	0.7
Mountain	+32	+13	+22	+24	-1	6.8	4.4	3.5	5.8	1.2
Pacific	+27	+16	+16	+15	-2	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+14	+14	+9	+8	+2	1.3	0.6	1.0	1.3	0.3
New England	+6	+7	+5	+10	0	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	+13	+20	+6	+3	+1	1.7	1.1	1.1	3.6	0.6
East North Central	+12	+9	+10	+10	+2	2.6	1.4	1.5	2.4	0.6
West North Central	+15	+14	+7	+21	+8	3.9	1.7	2.7	5.4	1.3
South Atlantic	+26	+16	+13	+13	+3	2.7	1.4	1.3	2.3	0.8
East South Central	+16	+12	+13	-17	+1	4.0	1.5	2.2	2.6	0.9
West South Central	+15	+12	+8	+14	+2	3.2	1.8	1.9	3.5	1.0
Mountain	+11	+8	+10	+12	+1	5.0	1.9	2.5	6.7	1.9
Pacific	+15	+11	+10	+13	+1	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	+15	+9	+13	+10	+2	3	2	3	3	1
New England	(S)	-4	+12	(S)	+4	-	4	9	-	1
Middle Atlantic	+10	+7	+7	-2	0	9	5	7	8	1
East North Central	+19	+7	+12	+14	+2	8	3	4	7	1
West North Central	+30	+19	+9	+9	+3	9	4	5	9	2
South Atlantic	+5	+14	+10	+10	+1	8	3	6	6	3
East South Central	(S)	+16	+10	+9	+11	-	4	6	9	3
West South Central	+29	+10	+20	+8	-1	9	4	5	8	1
Mountain	(S)	+1	+25	(S)	(S)	-	6	9	-	2
Pacific	+19	+9	+17	+25	0	9	3	9	9	2
Electrical supplies, apparatus	+19	+10	+15	+10	0	3	1	2	2	1
New England	(S)	+8	+16	(S)	+3	-	3	5	-	1
Middle Atlantic	+15	+7	+6	+2	+1	7	4	6	6	1
East North Central	+14	+10	+18	+10	0	6	2	3	6	1
West North Central	(S)	+9	+10	+28	+3	-	3	6	7	1
South Atlantic	+14	+9	+10	+8	+1	7	3	5	5	1
East South Central	(S)	+14	(S)	(S)	-12	-	4	-	-	2
West South Central	+25	+6	+23	+4	0	8	3	4	8	1
Mountain	(S)	+3	+18	(S)	+2	-	2	5	-	1
Pacific	+35	+16	+22	+11	-2	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+21	+13	+12	+8	-2	3	2	2	3	1
New England	(S)	+10	(S)	(S)	-5	-	5	-	-	3
Middle Atlantic	+20	+11	+11	-4	-6	7	5	6	8	2
East North Central	+18	+11	+11	+16	+3	8	4	4	7	2
West North Central	(S)	+18	+16	(S)	-7	-	5	7	-	2
South Atlantic	+23	+15	+5	+12	0	8	3	9	7	2
East South Central	+12	+11	+17	-2	+1	7	2	3	9	2
West South Central	(S)	+17	(S)	(S)	-2	-	3	-	-	3
Mountain	(S)	+22	+14	(S)	-1	-	3	5	-	3
Pacific	+2	+17	+2	+2	+1	6	2	8	7	1
Furniture, home furnishings, total	(S)	+9	(S)	(S)	+6	-	5	-	-	4
New England	+14	+26	+9	+7	+3	7	4	5	6	2
Middle Atlantic	(S)	+12	(S)	(S)	+2	-	4	-	-	2
East North Central	(S)	+15	+20	(S)	+3	-	5	7	-	4
South Atlantic	(S)	+38	+9	(S)	-4	-	5	9	-	3
East South Central	+26	+19	+15	(S)	-1	9	6	4	-	2
West South Central	(S)	-18	+34	(S)	+4	-	6	7	-	4
Mountain	+15	+13	+10	-3	-2	9	4	5	7	2
Pacific	+25	+19	+16	+13	-1	2	1	1	1	1
Hardware	(S)	+8	+5	(S)	(S)	-	6	9	-	2
New England	+32	+18	+19	+17	-2	7	4	2	7	1
Middle Atlantic	+17	+19	+5	+11	+2	5	3	2	5	1
East North Central	+22	+26	+20	+13	-3	5	3	3	6	1
West North Central	+22	+20	+34	+12	0	8	3	4	9	2
South Atlantic	+32	+26	+18	+24	-2	6	4	4	6	1
East South Central	(S)	+22	+16	-3	-2	-	3	4	7	1
West South Central	(S)	+30	+12	(S)	-1	-	4	7	-	2
Mountain	+34	+10	+18	+19	-2	8	2	6	6	1
Pacific	+18	+14	+13	+11	-1	4	2	2	2	1
Plumbing and heating equipment, supplies	(S)	(S)	+15	(S)	(S)	-	4	6	-	2
New England	+2	+16	+8	-8	-1	7	4	5	8	1
Middle Atlantic	+18	+10	+10	+21	0	7	5	4	5	2
East North Central										

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 1972—Continued

(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 1972 from--		8 months 1972 from 8 months 1971	August 1972 from--						
	August 1971	July 1972		August 1971	July 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	+17	+4	+32	+3	-	3	9	8	2
South Atlantic	(S)	+20	+25	+18	+3	-	5	7	8	2
East South Central	(S)	+17	+16	(S)	+2	-	6	7	-	2
West South Central	(S)	+5	+13	+12	-2	-	6	5	9	3
Pacific	+8	+6	+14	+18	-4	9	4	4	7	2
Lumber, construction materials, total	+19	+16	+22	+14	0	3	2	2	3	1
New England	(S)	+20	+13	(S)	-2	-	4	6	-	4
Middle Atlantic	+13	+13	+15	+22	+1	8	4	4	7	2
East North Central	+15	+20	+21	+1	-5	8	3	4	6	2
West North Central	+12	+20	+25	+12	-2	9	5	5	8	2
South Atlantic	+11	+19	+26	(S)	+1	9	3	4	-	3
East South Central	(S)	+16	+10	(S)	-1	-	5	6	-	2
West South Central	(S)	+11	+35	(S)	+4	-	4	8	-	2
Pacific	+25	+16	+22	(S)	+3	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+17	+8	+16	+2	-1	4	3	2	4	1
Middle Atlantic	(S)	+7	(S)	+17	+2	-	5	-	7	3
East North Central	(S)	+12	(S)	+2	0	-	5	-	8	2
South Atlantic	(S)	0	+12	+9	+1	-	5	6	8	2
West South Central	(S)	(S)	(S)	+6	-1	-	5	-	7	2
Pacific	+24	+6	+15	-12	-2	9	6	9	6	2
General-line grocery wholesalers	+14	+9	+9	+6	+2	1	1	1	2	1
New England	(S)	+3	+29	(S)	+4	-	3	3	-	2
Middle Atlantic	+24	+12	+9	+12	0	5	1	3	7	2
East North Central	+6	+6	+11	0	+2	4	1	2	4	1
West North Central	+13	+10	+8	+6	+3	4	1	3	5	1
South Atlantic	+28	+6	+12	+22	+1	8	2	3	7	2
East South Central	+16	+14	+8	+7	-1	7	2	2	9	1
West South Central	+8	+13	+8	-7	+3	6	2	3	7	1
Mountain	+22	+6	+13	+15	+2	5	2	2	6	1
Pacific	+8	+8	+4	+5	+3	5	1	1	5	1
Specialty-line grocery wholesalers	+5	+11	+6	+9	+4	4	2	2	4	1
Middle Atlantic	-4	+13	0	+10	+7	5	2	4	5	3
East North Central	+3	-2	+8	(S)	+3	8	3	5	-	4
West North Central	(S)	+14	+8	+20	+6	-	2	7	9	1
South Atlantic	(S)	(S)	+13	-3	-1	8	3	4	8	2
East South Central	(S)	-3	(S)	(S)	(S)	-	2	-	-	4
West South Central	(S)	+15	-2	(S)	+6	-	6	8	-	3
Mountain	(S)	+15	(S)	(S)	+4	-	5	-	-	4
Pacific	(S)	+14	+4	(S)	+1	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+18	0	+11	+17	+1	3	2	2	4	1
New England	(S)	-3	+23	(S)	(S)	-	6	9	-	-
Middle Atlantic	+13	+4	+4	(S)	+1	8	4	4	-	4
East North Central	+15	-8	+8	+48	0	8	3	3	7	3
West North Central	(S)	-11	-5	+10	+5	-	3	5	8	3
South Atlantic	+37	+2	+13	+18	+1	8	4	5	9	3
East South Central	(S)	+1	(S)	(S)	+2	-	5	-	-	5
West South Central	(S)	+11	+28	(S)	-5	-	3	5	-	3
Mountain	(S)	+8	(S)	(S)	-1	-	3	-	-	3
Pacific	+8	0	+13	(S)	+3	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+15	+18	+10	+10	+3	3	2	2	3	1
New England	+10	+6	+2	(S)	+6	9	3	5	-	2
Middle Atlantic	+20	+27	+12	(S)	+1	8	5	5	-	2
East North Central	+14	+17	+12	+19	+8	6	2	4	6	2
West North Central	+7	+18	+6	+8	+6	8	4	4	9	2
South Atlantic	+32	+19	+11	+15	0	6	4	5	8	2
East South Central	(S)	+13	-1	(S)	+3	-	3	4	-	3
West South Central	+6	+12	+6	+24	+5	6	2	4	7	1
Mountain	(S)	+20	(S)	(S)	0	-	2	-	-	3
Pacific	+12	+14	+14	+2	-3	8	4	7	9	2
Tobacco distributors	+10	+7	+6	+7	+4	2	1	1	3	1
New England	(S)	+7	+15	(S)	(S)	-	2	6	-	2
Middle Atlantic	+9	+4	+4	+17	+10	5	2	2	7	1
East North Central	0	+3	+2	-1	+6	7	2	3	6	2
West North Central	+7	+13	+1	(S)	-2	9	2	4	-	1
South Atlantic	+20	+12	+15	+8	+1	6	2	2	7	1
East South Central	+16	+12	+2	-1	+1	8	2	4	9	3
West South Central	+1	+12	+1	-5	+1	9	1	6	9	1
Mountain	(S)	+5	+13	(S)	+6	-	3	7	-	1
Pacific	+17	+6	+7	+18	+8	7	1	2	9	3
Dry goods, apparel wholesalers	+20	+35	+11	(S)	(S)	5	2	3	8	1
Middle Atlantic	+14	+35	+10	(S)	(S)	6	2	3	7	1
East North Central	(S)	+48	+27	(S)	(S)	-	6	5	9	2
East South Central	+49	+74	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+14	(S)	(S)	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	88.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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 and approximation to these totals but may show small differences from the published data.

[1]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, durggists' 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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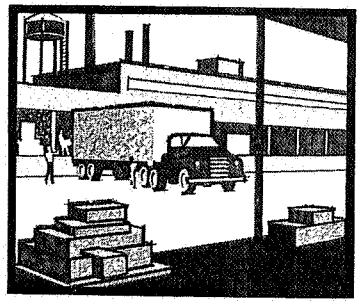
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CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

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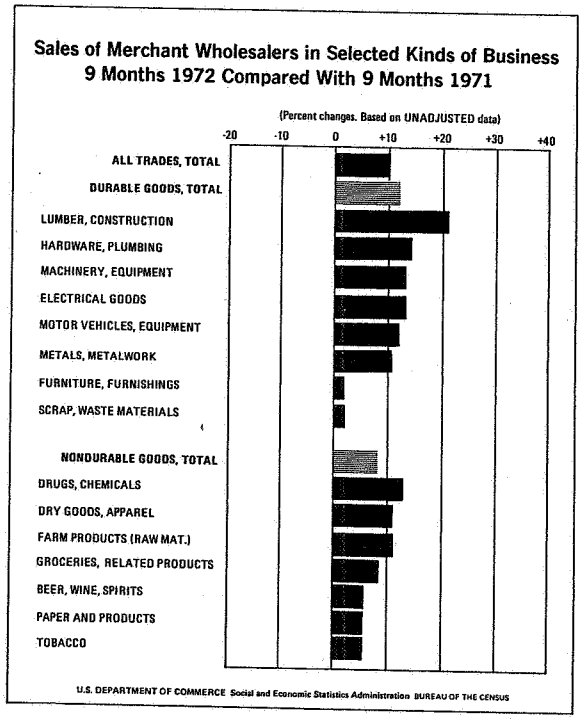
Sales- September 1972 sales of merchant wholesalers were estimated at $25.4 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, September sales were $25.3 billion, up 0.6 percent from last month and 12 percent above September 1971. Adjusted July-through-September average sales were 3 percent above the April-through-June period and were 10 percent above the average for the comparable months of a year ago.

After adjustment, September sales in the durable goods trades increased 1 percent from the previous month and were 14 percent above September 1971. Nondurable goods sales were at the same level as the previous month but were 10 percent above the same month a year ago. Average monthly sales in the durable goods group during the July-through-September period were 4 percent above the prior 3 months and 12 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 2 percent above the average for the April-through-June period and were 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 9 trade groups showing gains; 6 indicating declines; and 2 no change. The larger increases were reported in farm products, raw materials (9%); scrap, waste materials (8%); and furniture, home furnishings (5%). The larger decreases were noted in dry goods, apparel (-9%); and jewelry (-5%). Compared with sales a year ago, all trade groups showed increases. The larger gains were reported in farm products, raw materials (34%); scrap, waste materials (27%); jewelry (27%); and metals, metalwork (20%).

Inventories- Total inventories of merchant wholesalers were valued at $30.4 billion at the end of September. After adjustment for seasonal variations, September inventories were up 2 percent from last month and were 10 percent above September 1971. Durable goods stocks were up 2 percent from last month and were 10 percent above September 1971. Nondurable goods stocks increased 1 percent during September and were 11 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups showed increases from their previous months' inventory levels with the larger gains shown in farm products, raw materials (18%) and furniture, home furnishings (4%). The largest decrease was reported in beer, wine, and spirits (-7%). Changes from year ago levels were more substantial with all trade groups showing increases except beer, wine, and spirits (-7%). Among the sharper increases were farm products, raw materials (44%); motor vehicles, automotive equipment (19%); and lumber, construction materials (13%).



Stock-Sales Ratio- The September stock-sales ratio for merchant wholesalers, based on adjusted data, was 121 percent, 1 point above the previous month but 2 points below the ratio for September 1971. The stock-sales ratio for durable goods was 155 percent, up 3 points from the previous month but 5 points below the September 1971 ratio. The ratio for nondurable goods was 92 percent, 1 point above the August ratio but virtually the same as the September 1971 ratio.

An advance release of September 1972 data was issued on November 7, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972									1971				Total 9 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,421	23,418	22,787	23,356	23,654	217,998	197,586
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,144	25,133	23,878	22,197	21,611	21,844	22,088	205,197	186,098
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,054	10,855	10,696	10,666	10,478	101,943	90,591
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,410	2,352	2,186	2,419	2,253	2,134	2,179	2,159	2,066	20,311	18,102
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,218	1,305	1,160	1,155	1,146	1,159	1,004	10,618	9,557
Automotive equipment	904	923	1,045	988	1,074	1,100	1,045	1,119	994	1,000	1,003	1,003	884	9,191	8,244
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,564	1,708	1,701	1,497	1,531	1,581	1,554	13,718	12,133
Electrical supplies, apparatus	569	613	671	645	700	742	703	761	741	646	646	677	664	6,146	5,353
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	947	960	851	869	905	890	7,572	6,781
Appliances, TV, radio sets	534	529	591	506	533	577	595	646	643	589	603	625	612	5,153	4,702
Furniture, home furnishings, total	414	452	558	494	509	532	493	562	554	563	577	525	498	4,569	4,495
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	166	163	144	146	(S)	(S)	1,389	1,177
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	346	396	391	(S)	(S)	382	339	3,179	3,318
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,275	1,165	1,059	1,045	1,042	964	9,959	8,763
Hardware	356	386	427	397	437	453	404	468	423	399	385	395	361	3,751	3,279
General-line hardware	202	219	242	228	242	258	227	272	240	234	225	227	202	2,130	1,873
Plumbing and heating equip., supplies	462	463	520	506	560	583	548	(S)	(S)	528	539	520	484	4,852	4,289
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	172	183	156	132	122	127	118	1,355	1,194
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,305	1,542	1,424	1,241	1,207	1,171	1,085	11,584	9,539
Lumber, millwork	678	663	803	772	888	907	844	974	922	798	752	743	701	7,451	6,017
Construction materials	373	363	407	436	495	527	462	568	502	443	456	429	384	4,133	3,522
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	3,075	3,054	2,772	2,593	2,614	2,799	25,962	23,037
Construction machinery, equipment	373	421	509	501	538	549	511	558	544	453	454	447	463	4,544	3,967
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,307	1,432	1,431	1,338	1,184	1,236	1,358	12,276	10,696
Professional equipment, supplies	344	384	433	373	412	434	390	419	411	409	389	377	411	3,601	3,381
Service-establishment equipment, supplies	155	(S)	180	175	178	186	170	188	179	178	168	174	172	1,582	1,477
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,086	1,319	1,242	1,058	985	1,000	939	10,456	9,411
Iron, steel, and products	778	776	922	906	991	963	837	1,042	970	771	736	770	726	8,184	7,005
Nonferrous metals	229	212	270	235	266	263	248	277	272	(S)	248	229	213	2,271	2,406
Scrap, waste materials, total	369	390	457	441	454	473	387	446	445	359	378	364	363	3,863	3,777
Iron, steel scrap	210	234	277	268	271	290	236	274	(S)	207	222	212	210	2,343	2,271
Waste materials	159	156	181	173	184	183	151	172	162	152	156	151	153	1,521	1,507
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,367	12,563	12,091	12,690	13,176	116,055	106,994
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,059	12,581	11,824	11,342	10,916	11,178	11,610	103,254	95,506
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,766	5,140	4,788	4,691	4,467	4,637	4,766	42,882	39,755
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,909	2,073	1,891	1,855	1,860	1,904	1,913	17,141	15,830
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,218	1,340	1,311	1,295	1,165	1,220	1,260	11,237	10,695
Confectionery	85	92	100	89	101	99	89	99	99	100	100	96	94	854	828
Meat, meat products	896	849	977	874	991	941	928	992	931	908	829	850	917	8,379	7,655
Poultry, poultry products	200	193	219	191	215	221	214	234	213	197	181	203	219	1,901	1,672
Fresh fruits, vegetables	340	333	359	343	408	434	408	401	343	337	332	365	363	3,369	3,075
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,174	1,315	1,213	1,195	1,165	1,273	1,528	10,755	10,105
Beer	432	461	536	499	646	668	629	678	566	559	506	501	531	5,115	4,699
Wine, distilled spirits	552	568	722	589	668	712	545	637	647	636	659	772	996	5,640	5,406
Drugs, chemicals, allied products, total	897	893	997	924	975	996	896	1,041	1,021	916	909	914	919	8,639	7,654
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	511	598	606	543	555	551	566	4,936	4,478
General-line drugs	243	229	245	220	240	234	234	263	256	244	239	242	241	2,164	2,041
Paints, varnishes	39	40	48	48	52	53	51	58	(S)	47	45	44	39	442	394
Other chemicals, allied products	328	336	379	362	380	395	335	385	(S)	(S)	312	323	314	3,261	2,809
Tobacco, tobacco products	522	509	567	526	612	602	574	613	575	568	538	544	586	5,101	4,829
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	994	1,352	1,179	1,095	1,060	1,040	971	9,663	8,729
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	4,592	4,227
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	405	(S)	(S)	(S)	(S)	3,619	3,138
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	612	738	690	668	642	640	644	6,021	5,674
Paper	476	479	538	498	548	524	467	566	520	512	485	475	481	4,614	4,394
Stationery, office supplies	151	150	160	149	153	157	145	173	(S)	156	157	164	164	1,407	1,280
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,347	1,521	1,543	1,221	1,176	1,512	1,566	12,801	11,488
Grain	936	894	970	896	1,104	962	997	1,127	1,137	896	789	1,034	1,015	9,023	8,169
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,043	2,382	2,357	2,209	2,135	2,130	2,196	20,194	18,761
Books, magazines, newspapers	142	143	164	143	153	159	168	175	171	154	161	160	159	1,419	1,307

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

[2]The automotive group is subject to a high sampling variability of 12 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972									1971			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,901	29,868	30,397	27,707	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,714	28,466	28,732	26,504	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,332	18,098	18,281	16,616	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,842	3,697	3,783	3,184	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,235	2,204	2,196	2,051	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,604	2,523	2,595	2,447	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	979	988	975	992	928	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,616	1,548	1,603	1,519	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	761	793	784	791	755	779	727	728
Home furnishings, floor coverings	530	551	575	565	561	577	614	599	599	585	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,940	1,880	1,879	1,691	1,744	1,703	1,683
Hardware	726	740	759	755	769	789	772	743	737	680	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	962	946	922	923	824	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,207	1,199	1,195	1,062	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	781	795	772	756	751	672	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,127	5,147	5,163	4,821	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,479	1,522	1,505	1,305	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,031	2,044	2,079	1,999	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,079	2,146	2,138	1,982	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,664	1,761	1,791	1,687	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,569	11,769	12,116	11,091	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,382	10,367	10,451	9,888	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,651	2,674	2,727	2,540	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,301	1,309	1,353	1,285	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	902	893	912	923	923	832	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,294	1,241	1,254	1,340	1,382	1,311	1,172
Beer	302	299	327	365	360	347	349	328	315	312	305	297	270
Wine, distilled spirits	949	940	912	918	998	1,025	945	913	939	1,028	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,243	1,254	1,278	1,149	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	842	856	882	809	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	700	696	708	673	664	660	663
Paper	467	459	469	472	480	473	475	473	484	457	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972									1971			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	112	120	118	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	113	120	119	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	165	144	152	153	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	153	168	149	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	169	189	178	178	178	208
Electrical goods, total	175	172	162	177	171	160	166	148	152	163	161	155	151
Electrical supplies, apparatus	164	151	140	147	143	132	140	128	134	144	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	188	164	167	178	175	168	161
Furniture, home furnishings, total	169	159	133	150	145	143	161	140	143	134	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	177	151	153	(S)	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	172	147	161	160	167	164	175
Hardware	204	192	178	190	176	174	191	159	174	171	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	165	173	(S)	(S)	156	160	163	170
Lumber, construction materials, total	102	110	97	100	89	87	92	78	84	86	87	89	96
Lumber, millwork	103	110	95	101	88	88	92	78	81	84	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	162	183	167	169	174	186	183	173
Construction machinery, equipment	363	328	255	287	271	262	289	273	276	288	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	155	143	145	149	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	163	172	187	196	194	215
Iron, steel, and products	204	200	173	180	161	164	199	169	185	219	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	83	91	88	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	82	88	87	91	89	86
Groceries and related products, total	57	57	55	57	53	53	56	52	57	54	57	55	53
General-line groceries	72	73	70	74	65	67	68	63	72	69	70	69	68
Specialty-line groceries	73	69	69	70	71	68	75	69	70	64	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	110	94	103	112	119	103	77
Beer	70	65	61	73	56	52	55	48	56	56	60	59	51
Wine, distilled spirits	172	166	126	156	149	144	173	143	145	162	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	139	120	125	125	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	165	143	146	149	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	114	94	103	101	103	103	103
Paper	98	96	87	95	88	90	102	84	93	89	92	95	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: 1971 and 1972

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

Kind of business	1972									1971			
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,394	25,137	25,274	22,549	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,889	23,621	23,618	21,309	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,326	11,802	11,878	10,425	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,124	2,310	2,332	2,128	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,588	1,607	1,632	1,385	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	515	533	512	538	517	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,163	1,123	983	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,283	1,354	1,340	1,145	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,965	2,988	2,694	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,136	1,236	1,244	1,037	1,015	1,015	967
Scrap, waste materials	401	394	426	418	404	456	413	446	482	379	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,068	13,335	13,396	12,124	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,563	11,819	11,740	10,884	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,757	4,863	4,849	4,851	4,559	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,215	1,190	1,217	1,156	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	989	959	991	1,027	887	889	910	888
Tobacco, tobacco products	582	554	564	567	577	567	585	566	564	541	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,082	1,198	1,092	990	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	653	690	680	637	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,505	1,516	1,656	1,240	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,206	2,335	2,309	2,114	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,056	30,164	30,685	27,814	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,569	28,427	28,629	26,384	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,182	17,984	18,352	16,666	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,804	3,769	3,876	3,259	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,599	2,528	2,549	2,418	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	742	777	768	796	758	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,921	1,893	1,902	1,713	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,212	1,198	1,195	1,054	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,036	5,056	5,184	4,840	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,087	2,061	2,129	1,966	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,874	12,180	12,333	11,148	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,387	10,443	10,277	9,718	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,686	2,751	2,724	2,537	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,334	1,289	1,195	1,290	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,238	1,251	1,268	1,135	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	670	698	704	671	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	120	121	123	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	120	121	124	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	152	155	160	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	174	179	163	166	153	151	155	163
Electrical goods	156	164	165	161	161	166	164	157	156	175	170	167	168
Furniture, home furnishings	142	146	141	143	149	144	146	150	148	147	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	172	163	169	174	179	171	170
Lumber, construction materials	81	95	95	96	93	92	94	88	89	92	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	173	171	171	173	180	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	167	171	190	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	91	92	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	88	89	89	90	89	92
Groceries and related products	54	54	57	54	56	56	55	57	56	56	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	110	108	98	112	108	101	104
Drugs, chemicals, allied products	131	137	129	128	132	125	129	126	123	128	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	103	101	104	105	108	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

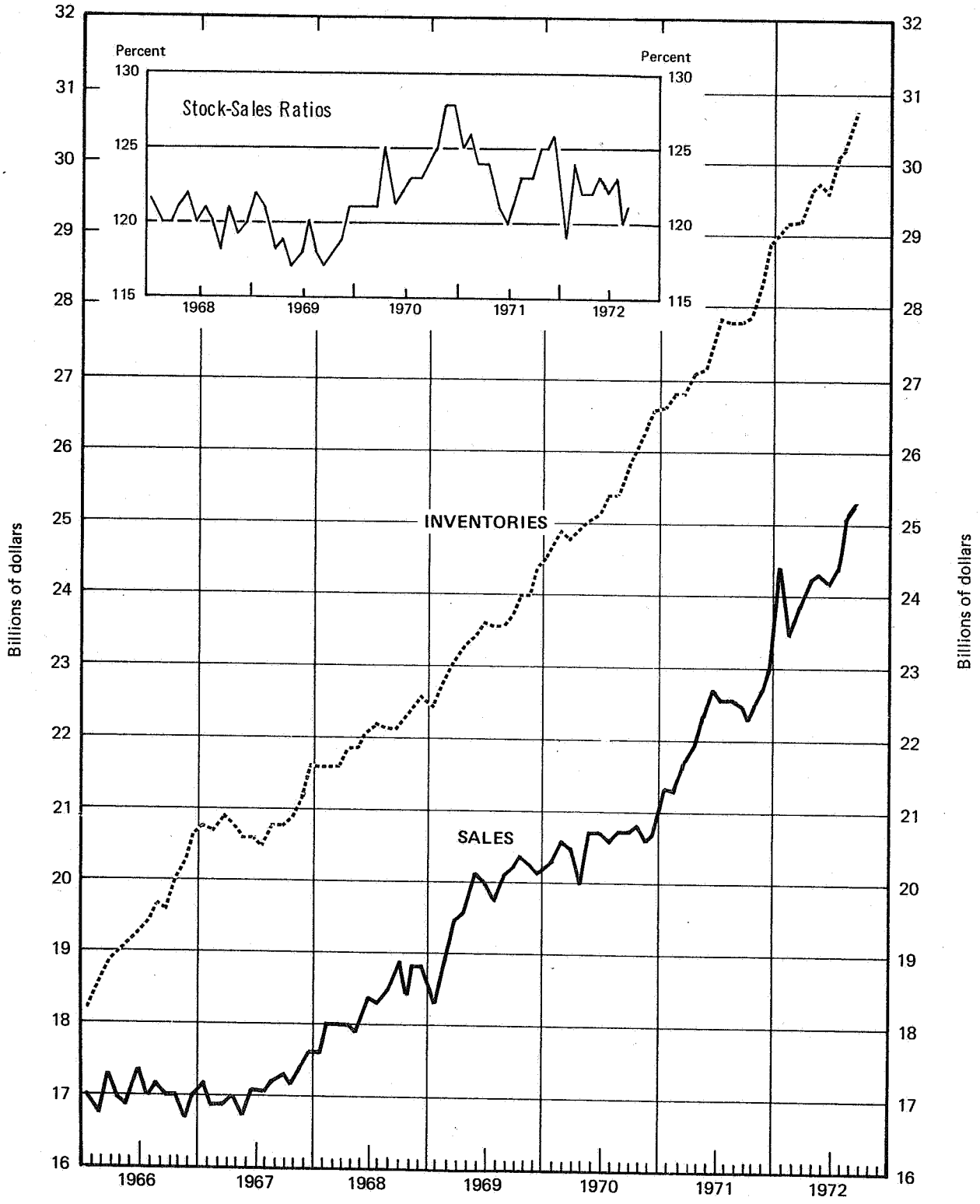


Table 5.--PERCENT CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: SEPTEMBER 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	September 1972 from--		9 months 1972 from 9 months 1971	September 1972 from--		September 1972 from--		September 1972 from--	
	September 1971	August 1972		September 1971	August 1972	September 1971	August 1972	September 1971	August 1972
MERCHANT WHOLESALERS, TOTAL	+8	-5	+10	+10	+2	+12	+1	+10	+2
TOTAL (excluding farm products, raw materials)	+8	-5	+10	+8	+1	+11	0	+9	+1
DURABLE GOODS, TOTAL	+11	-4	+12	+10	+1	+14	+1	+10	+2
Motor vehicles, automotive equipment, total	+6	-7	+12	+19	+2	+10	+1	+19	+3
Automobiles, other motor vehicles	+12	-2	+13	+40	+6	-	-	-	-
Automotive equipment, tires, tubes	0	-11	+11	+7	0	-	-	-	-
Automotive equipment	-1	-11	+11	+2	0	-	-	-	-
Electrical goods, total	+14	0	+13	+6	+3	+18	+2	+5	+1
Electrical supplies, apparatus	+15	-3	+15	+7	+2	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+13	+1	+12	+5	+3	-	-	-	-
Appliances, TV, radio sets	+9	0	+10	+6	0	-	-	-	-
Furniture, home furnishings, total	-2	-1	+2	+5	+1	+4	+5	+5	+4
Furniture-household, office	+14	-2	+18	+12	+3	-	-	-	-
Household furniture	+7	-3	+14	+11	+5	-	-	-	-
Office furniture	+20	-1	+22	+15	+1	-	-	-	-
Home furnishings, floor coverings	(S)	-1	(S)	+2	0	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+10	-9	+14	+11	0	+14	-3	+11	0
Hardware	+6	-10	+14	+8	-1	-	-	-	-
General-line hardware	+2	-11	+14	+11	-1	-	-	-	-
Plumbing and heating equipment, supplies	+11	-6	+13	+12	0	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+18	-15	+13	+18	+2	-	-	-	-
Lumber, construction materials, total	+15	-8	+21	+12	0	+17	-1	+13	0
Lumber, millwork	+16	-5	+24	+12	-1	-	-	-	-
Construction materials	+13	-12	+17	+14	0	-	-	-	-
Machinery, equipment, supplies, total	+10	-1	+13	+7	0	+11	+1	+7	+3
Commercial machines, equipment	+12	+2	+14	+11	+5	-	-	-	-
Construction machinery, equipment	+20	-2	+14	+15	-1	-	-	-	-
Industrial machinery, equipment, supplies	+7	0	+15	+4	+2	-	-	-	-
Professional equipment, supplies	+1	-2	+6	+3	-1	-	-	-	-
Surgical, medical, hospital supplies	+4	-3	+6	+4	-1	-	-	-	-
Service-establishment equipment, supplies	+1	-5	+7	+3	-1	-	-	-	-
Metals, metalwork (except scrap), total	+17	-6	+11	+8	0	+20	+1	+8	+3
Iron, steel, and products	+26	-7	+17	+6	+2	-	-	-	-
Nonferrous metals	-5	-2	-6	+17	-10	-	-	-	-
Scrap, waste materials, total[2]	+24	0	+2	+8	+4	+27	+8	+7	+2
Iron, steel scrap	+37	+4	+3	+18	+5	-	-	-	-
Waste materials	+6	-6	+1	-6	+2	-	-	-	-
Jewelry	+26	+4	+17	(S)	(S)	+27	-5	(S)	(S)
NONDURABLE GOODS, TOTAL	+6	-5	+8	+9	+3	+10	0	+11	+1
TOTAL (excluding farm products, raw materials)	+4	-6	+8	+6	+1	+8	-1	+6	-2
Groceries and related products, total	+2	-7	+8	+7	+2	+6	0	+7	-1
General-line groceries	+2	-9	+8	+5	+3	-	-	-	-
Voluntary groups	+5	-9	+12	+10	+4	-	-	-	-
Retailer cooperatives	-1	-11	+8	+8	0	-	-	-	-
Nonaffiliated	0	-7	+2	-2	+5	-	-	-	-
Specialty-line groceries	+1	-2	+5	+11	0	-	-	-	-
Confectionery	-1	0	+3	+4	+2	-	-	-	-
Meats, meat products	+2	-6	+9	+2	-1	-	-	-	-
Poultry, poultry products	+8	-9	+14	+16	+9	-	-	-	-
Fresh fruits, vegetables	+2	-15	+10	+16	+6	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+2	-8	+6	-6	+1	+5	+2	-7	-7
Beer	+1	-17	+9	+1	-4	-	-	-	-
Wine, distilled spirits	+2	+2	+4	-9	+3	-	-	-	-
Drugs, chemicals, allied products, total	+12	-2	+13	+11	+2	+16	+4	+11	+1
Drugs, drug proprietaries, druggists' sundries	+12	+1	+10	+9	+3	-	-	-	-
General-line drugs	+5	-2	+6	+3	+1	-	-	-	-
Paints, varnishes	+15	-6	+12	-1	-1	-	-	-	-
Other chemicals, allied products	+10	-6	+16	+19	-1	-	-	-	-
Tobacco, tobacco products	+1	-6	+6	+9	+4	+4	0	+9	+1
Dry goods, apparel, total	+8	-13	+11	(S)	(S)	+10	-9	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+7	-12	+9	(S)	(S)	-	-	-	-
Dry goods, notions	+7	-16	+15	(S)	(S)	-	-	-	-
Piece goods converters	+14	-7	+6	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+3	-7	+6	+5	+2	+7	-1	+5	+1
Paper	+2	-8	+5	+6	+2	-	-	-	-
Stationery, office supplies	+9	-2	+10	+4	0	-	-	-	-
Farm products (raw materials), total[2]	+26	+1	+11	+38	+19	+34	+9	+44	+18
Cotton	+16	+9	+2	+6	+12	-	-	-	-
Grain	+27	+1	+10	+138	+21	-	-	-	-
Other nondurable goods, total	+7	-1	+8	+9	-1	+9	-1	+9	-2
Amusement, sporting goods	+22	+4	+16	+24	-2	-	-	-	-
Books, magazines, newspapers	+11	-2	+9	-7	+1	-	-	-	-
Coal	-31	+1	-29	(S)	(S)	-	-	-	-
Farm supplies	+14	0	+6	+13	+3	-	-	-	-

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

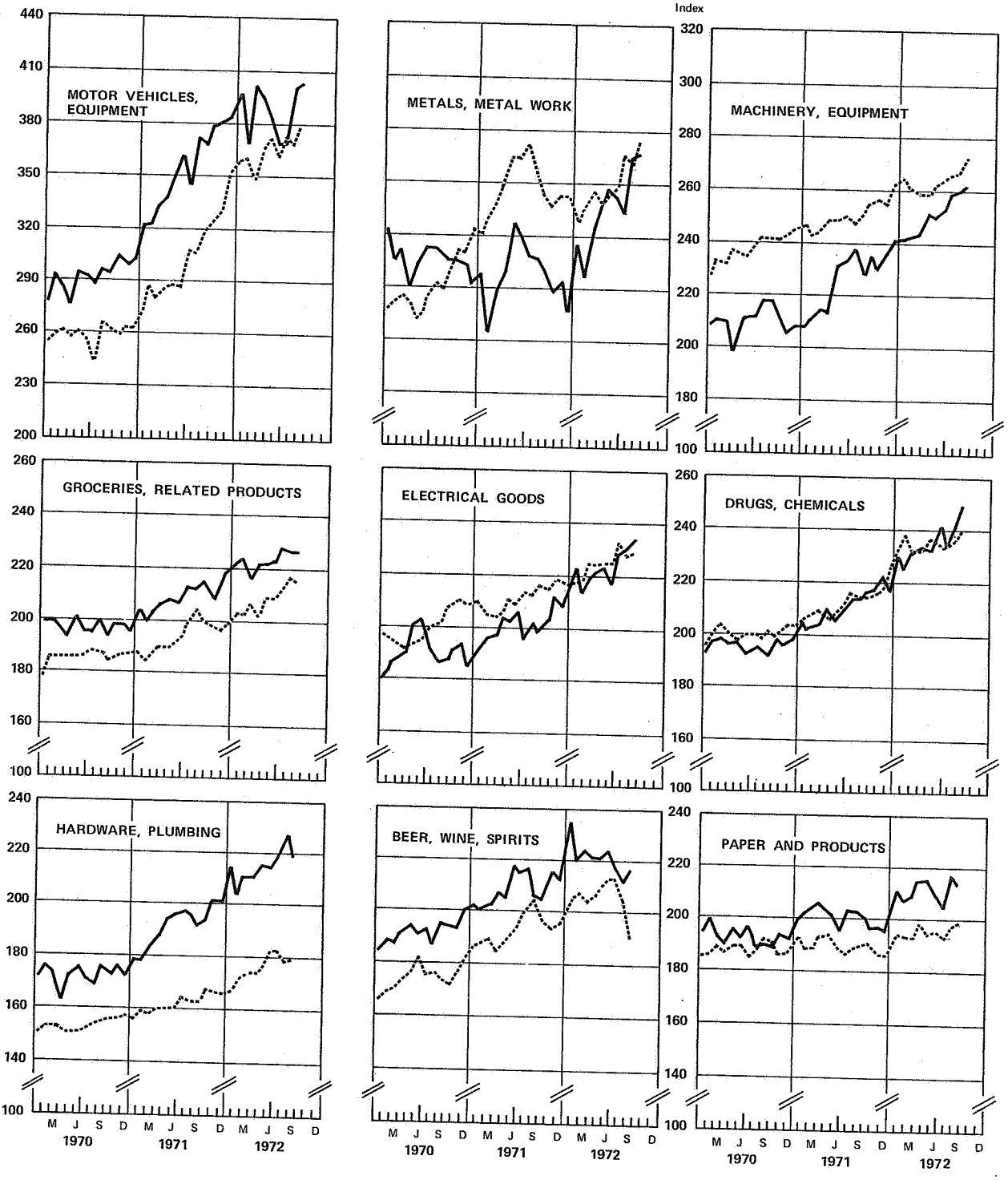
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories ·····



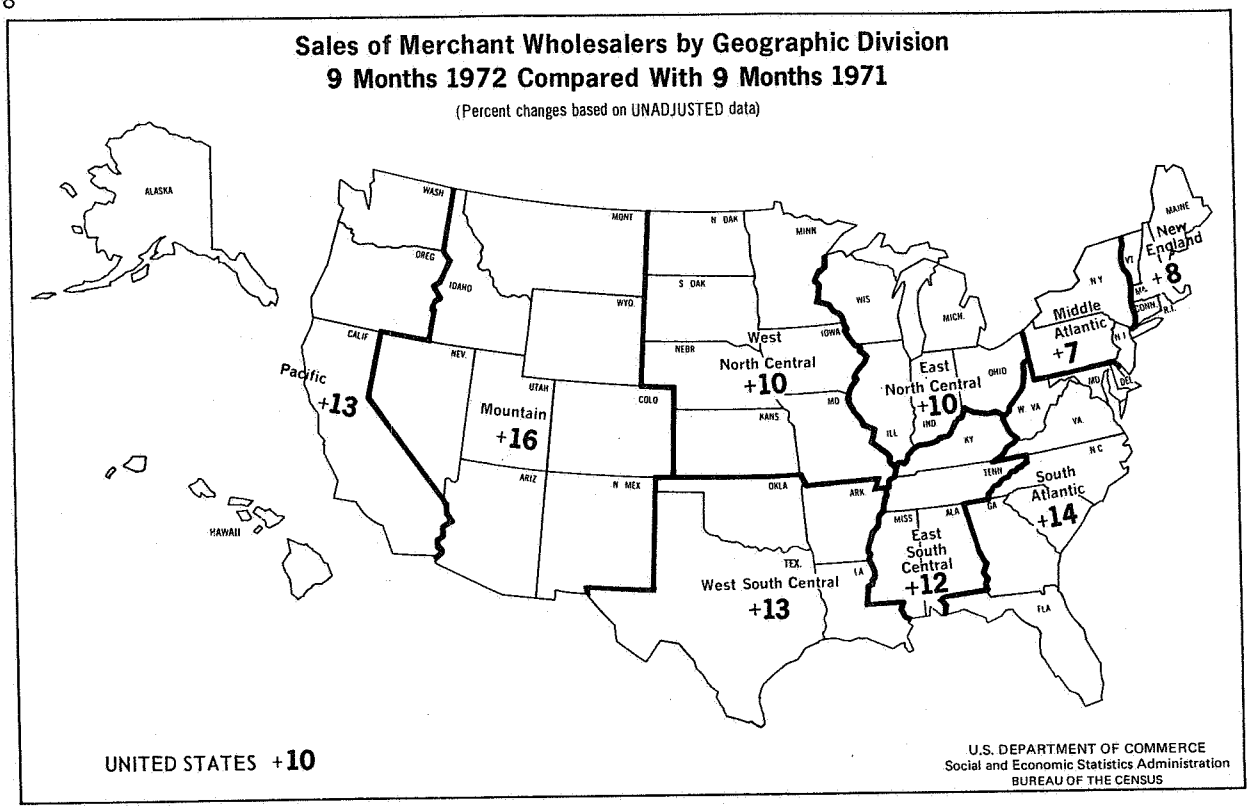


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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]	1972									1971				Total 9 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.[1]	Sept.	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,421	23,418	22,787	23,356	23,654	217,998	197,586	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,148	1,290	1,175	1,117	1,077	1,132	1,148	10,417	9,666	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,111	7,036	6,835	6,579	6,131	6,137	6,298	57,747	54,119	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,226	4,776	4,490	4,264	4,135	4,194	4,198	38,998	35,498	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,981	2,279	2,151	1,850	1,854	1,896	1,921	17,778	16,180	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,545	2,863	2,638	2,371	2,457	2,482	2,517	23,519	20,616	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,388	1,278	1,423	1,402	1,235	1,210	1,321	1,373	11,979	10,711	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,086	2,359	2,233	2,031	1,963	1,936	2,011	19,423	17,169	2-5	3
Mountain	683	695	804	738	814	832	815	894	841	713	707	707	719	7,114	6,116	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,302	3,734	3,657	3,258	3,253	3,551	3,470	31,022	27,511	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,054	10,855	10,696	10,666	10,478	101,943	90,591	1.3-1.6	1.5
New England	453	466	521	504	533	554	490	584	540	481	466	486	481	4,645	4,139	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,585	2,831	2,755	2,637	2,587	2,488	2,470	23,657	21,957	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	2,049	2,322	2,237	2,096	2,043	2,000	1,948	18,892	17,247	2-5	3
West North Central	627	624	715	713	780	795	747	858	797	725	724	706	678	6,655	5,948	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,299	1,511	1,397	1,255	1,278	1,230	1,230	12,166	10,442	3-6	4
East South Central	470	463	543	541	560	614	539	622	599	552	527	507	507	4,951	4,518	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,134	1,271	1,210	1,030	1,000	990	977	10,359	8,778	2-5	3
Mountain	334	352	420	395	425	451	443	485	470	349	352	352	349	3,776	3,059	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,800	2,069	2,049	1,730	1,718	1,907	1,837	16,842	14,503	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,367	12,563	12,091	12,690	13,176	116,055	106,994	1.2-1.5	1.2
New England	568	563	662	607	682	691	658	706	635	636	610	646	667	5,772	5,527	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	4,205	4,080	3,942	3,544	3,649	3,829	34,090	32,162	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,177	2,454	2,253	2,168	2,092	2,195	2,249	20,106	18,251	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,234	1,421	1,355	1,125	1,129	1,189	1,243	11,122	10,232	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,246	1,352	1,241	1,116	1,179	1,252	1,287	11,353	10,174	3-5	4
East South Central	793	751	810	726	831	774	740	801	802	683	683	814	868	7,082	6,198	4-6	6
West South Central	973	1,013	1,013	937	1,055	1,011	952	1,088	1,023	1,001	963	947	1,033	9,064	8,391	4-6	4
Mountain	349	342	384	343	388	381	372	409	370	364	355	355	370	3,338	3,057	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,502	1,665	1,608	1,528	1,535	1,643	1,633	14,180	13,008	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 1972

(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 1972 from--		9 months 1972 from 9 months 1971	September 1972 from--						
	September 1971	August 1972		September 1971	August 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+8	-5	+10	+10	+2	0.9	0.4	0.5	0.8	0.2
New England	+5	-9	+8	+10	+2	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+4	-3	+7	+4	+2	1.4	0.8	0.8	1.5	0.6
East North Central	+5	-6	+10	+10	+1	2.1	1.1	1.5	1.5	0.6
West North Central	+16	-6	+10	+19	+4	3.2	1.6	1.8	3.1	0.8
South Atlantic	+11	-8	+14	+9	+2	2.2	1.0	1.1	1.7	0.7
East South Central	+13	-2	+12	-1	+5	3.4	1.6	1.9	2.2	0.7
West South Central	+10	-5	+13	+11	+1	2.3	1.2	1.8	2.7	0.6
Mountain	+18	-6	+16	+19	-1	4.4	2.6	2.6	4.6	1.0
Pacific	+12	-2	+13	+17	+2	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+11	-4	+12	+10	+1	1.4	0.7	0.7	1.0	0.3
New England	+12	-8	+12	+11	+2	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+4	-3	+8	+6	+2	2.7	1.3	1.5	1.9	0.8
East North Central	+7	-4	+10	+6	0	3.1	1.6	2.9	1.9	0.9
West North Central	+10	-7	+12	+6	+1	3.9	2.5	1.3	3.8	0.7
South Atlantic	+11	-8	+16	+10	+2	3.1	1.6	2.0	2.5	0.8
East South Central	+8	-4	+10	+10	+1	4.4	2.5	2.9	3.5	0.8
West South Central	+18	-5	+18	+8	0	3.4	1.4	2.8	3.4	0.7
Mountain	+35	-3	+23	+22	-2	6.8	4.4	3.5	5.8	1.2
Pacific	+18	-1	+16	+22	+2	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+6	-5	+8	+9	+3	1.3	0.6	1.0	1.3	0.3
New England	0	-10	+4	+9	+3	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	+4	-3	+6	+3	+1	1.7	1.1	1.1	3.6	0.6
East North Central	+4	-8	+10	+16	+1	2.6	1.4	1.5	2.4	0.6
West North Central	+20	-5	+9	+35	+7	3.9	1.7	2.7	5.4	1.3
South Atlantic	+11	-8	+12	+7	+3	2.7	1.4	1.3	2.3	0.8
East South Central	+17	0	+14	-11	+11	4.0	1.5	2.2	2.6	0.9
West South Central	+2	-6	+8	+17	+4	3.2	1.8	1.9	3.5	1.0
Mountain	+2	-10	+9	+11	+3	5.0	1.9	2.5	6.7	1.9
Pacific	+5	-3	+9	+8	+1	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	0	-11	+11	+7	0	3	2	3	3	1
New England	(S)	-1	+12	(S)	+1	-	4	9	-	1
Middle Atlantic	-13	-13	+5	-3	+2	9	5	7	8	1
East North Central	+3	-3	+10	+3	-1	8	3	4	7	1
West North Central	+6	-15	+8	+4	-2	9	4	5	9	2
South Atlantic	-4	-13	+8	-2	+1	8	3	6	6	3
East South Central	(S)	-10	+10	+31	+1	-	4	6	9	3
West South Central	+14	-16	+19	+17	-2	9	4	5	8	1
Mountain	(S)	-16	+21	(S)	+3	-	6	9	-	2
Pacific	+6	-12	+15	+18	-3	9	3	9	9	2
Electrical supplies, apparatus	+15	-3	+15	+7	+2	3	1	2	2	1
New England	(S)	0	+15	(S)	(S)	-	3	5	-	1
Middle Atlantic	+6	-3	+6	+11	+2	7	4	6	6	1
East North Central	+5	-7	+17	+5	+3	6	2	3	6	1
West North Central	(S)	+2	+8	+10	+3	-	3	6	7	1
South Atlantic	+30	+1	+12	+13	0	7	3	5	5	1
East South Central	(S)	-1	(S)	(S)	0	-	4	-	-	2
West South Central	+9	-7	+22	-7	+2	8	3	4	8	1
Mountain	(S)	0	+18	(S)	+1	-	2	5	-	1
Pacific	+34	-3	+22	+10	+3	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+13	+1	+12	+5	+3	3	2	2	3	1
New England	(S)	+8	(S)	(S)	+2	-	5	-	-	3
Middle Atlantic	+19	+6	+12	0	+9	7	5	6	8	2
East North Central	+10	+4	+11	+20	+1	8	4	4	7	2
West North Central	(S)	-5	+14	(S)	+1	-	5	7	-	2
South Atlantic	0	-9	+3	-3	+4	8	3	9	7	2
East South Central	0	-9	+16	+2	+3	7	2	3	9	2
West South Central	(S)	+10	(S)	(S)	-4	-	3	-	-	3
Mountain	(S)	+2	+15	(S)	0	-	3	5	-	3
Pacific	-2	-1	+2	+5	+1	6	2	8	7	1
Furniture, home furnishings, total	(S)	-9	(S)	(S)	(S)	-	5	-	-	4
New England	+8	-1	+8	+14	-1	7	4	5	6	2
Middle Atlantic	(S)	-4	(S)	(S)	+2	-	4	-	-	2
East North Central	(S)	-2	+18	(S)	+3	-	5	7	-	4
South Atlantic	(S)	-7	+4	(S)	+5	-	5	9	-	3
East South Central	+23	+6	+17	(S)	-2	9	6	4	-	2
West South Central	(S)	-3	+28	(S)	-2	-	6	7	-	4
Mountain	+22	+4	+12	+17	+3	9	4	5	7	2
Pacific	+6	-10	+14	+8	-1	2	1	1	1	1
Hardware	(S)	+2	+8	(S)	-1	-	6	9	-	2
New England	-1	-12	+15	-1	+1	7	4	2	7	1
Middle Atlantic	-12	-8	+2	0	-3	5	3	2	5	1
East North Central	+10	-9	+20	+8	-2	5	3	3	6	1
West North Central	+14	-7	+32	+2	+1	8	3	4	9	2
East South Central	+25	-12	+18	+22	-1	6	4	4	6	1
West South Central	(S)	-12	+15	+12	+2	-	3	4	7	1
Mountain	(S)	(S)	+12	(S)	-1	-	4	7	-	2
Pacific	+24	-11	+19	+27	0	8	2	6	6	1
Plumbing and heating equipment, supplies	+11	-6	+13	+12	0	4	2	2	2	1
New England	(S)	-10	+12	(S)	-5	-	4	6	-	2
Middle Atlantic	+11	-1	+10	+17	0	7	4	5	8	1
East North Central	+5	-5	+8	-3	-3	7	5	4	5	2

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 1972—Continued

(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 1972 from--		9 months 1972 from 9 months 1971	September 1972 from--						
	September 1971	August 1972		September 1971	August 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	-4	+4	+30	-1	-	3	9	8	2
South Atlantic	(S)	-10	+24	+20	+3	-	5	7	8	2
East South Central	(S)	-8	+13	(S)	-1	-	6	7	-	2
West South Central	(S)	-5	+13	+8	0	-	6	5	9	3
Pacific	+2	-8	+12	+24	+5	9	4	4	7	2
Lumber, construction materials, total	+15	-8	+21	+12	0	3	2	2	3	1
New England	(S)	-8	+14	(S)	-7	-	4	6	-	4
Middle Atlantic	-2	-15	+12	+11	-3	8	4	4	7	2
East North Central	+15	-2	+21	+10	+3	8	3	4	6	2
West North Central	+7	-15	+23	+3	-2	9	5	5	8	2
South Atlantic	+18	-10	+27	(S)	+2	9	3	4	-	3
East South Central	(S)	-7	+10	(S)	0	-	5	6	-	2
West South Central	(S)	-10	+35	(S)	+8	-	4	8	-	2
Pacific	+25	-2	+22	(S)	-5	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+7	0	+15	+4	+2	4	3	2	4	1
Middle Atlantic	(S)	0	(S)	+25	+1	-	5	-	7	3
East North Central	(S)	+1	(S)	+3	-1	-	5	-	8	2
South Atlantic	(S)	-2	+9	-4	0	-	5	6	8	2
West South Central	(S)	0	(S)	-3	0	-	5	-	7	2
Pacific	-23	-7	+10	-10	+4	9	6	9	6	2
General-line grocery wholesalers	+2	-9	+8	+5	+3	1	1	1	2	1
New England	(S)	-6	+26	(S)	+7	-	3	3	-	2
Middle Atlantic	+1	-9	+7	-8	+1	5	1	3	7	2
East North Central	+6	-7	+11	+17	0	4	1	2	4	1
West North Central	+9	-7	+8	+11	+10	4	1	3	5	1
South Atlantic	+8	-10	+10	+14	+2	8	2	3	7	2
East South Central	+3	-4	+7	-4	+2	7	2	2	9	1
West South Central	-4	-9	+7	0	+6	6	2	3	7	1
Mountain	+5	-10	+12	+8	-1	5	2	2	6	1
Pacific	-4	-14	+4	+4	+6	5	1	1	5	1
Specialty-line grocery wholesalers	+1	-2	+5	+11	0	4	2	2	4	1
Middle Atlantic	-4	+1	0	+26	+1	5	2	4	5	3
East North Central	+2	-6	+8	(S)	-1	8	3	5	-	4
West North Central	(S)	-5	+9	+32	-2	-	2	7	9	1
South Atlantic	+7	-4	+10	-23	+3	8	3	4	8	2
East South Central	(S)	-2	(S)	(S)	+4	-	2	-	-	4
West South Central	(S)	-1	-4	(S)	+2	-	6	8	-	3
Mountain	(S)	(S)	(S)	(S)	0	-	5	-	-	4
Pacific	(S)	+1	+3	(S)	-4	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+2	-15	+10	+16	+6	3	2	2	4	1
New England	(S)	-16	+18	(S)	(S)	-	6	9	-	-
Middle Atlantic	+6	-21	+4	(S)	+11	8	4	4	-	4
East North Central	+7	-18	+8	+21	-2	8	3	3	7	3
West North Central	(S)	-17	-3	+9	+8	-	3	5	8	3
South Atlantic	+18	-13	+12	+10	+6	8	4	5	9	3
East South Central	(S)	-12	(S)	(S)	0	-	5	-	-	5
West South Central	(S)	-7	+23	(S)	+19	-	3	5	-	3
Mountain	(S)	-4	(S)	(S)	(S)	-	3	-	-	3
Pacific	-13	-12	+10	(S)	+2	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+12	+1	+10	+9	+3	3	2	2	3	1
New England	-6	+1	0	(S)	-2	9	3	5	-	2
Middle Atlantic	+15	+6	+13	(S)	(S)	8	5	5	-	2
East North Central	+17	-1	+13	+21	+8	6	2	4	6	2
West North Central	+12	+4	+7	+11	+6	8	4	4	9	2
South Atlantic	+17	-2	+11	+10	+1	6	4	5	8	2
East South Central	(S)	+1	-1	(S)	+3	-	3	4	-	3
West South Central	+1	+1	+5	+10	+2	6	2	4	7	1
Mountain	(S)	-6	(S)	(S)	-12	-	2	-	-	3
Pacific	+12	0	+13	+8	+5	8	4	7	9	2
Tobacco distributors	+1	-6	+6	+9	+4	2	1	1	3	1
New England	(S)	-11	+10	(S)	(S)	-	2	6	-	2
Middle Atlantic	-4	-6	+3	+12	+1	5	2	2	7	1
East North Central	-5	-7	+2	0	+4	7	2	3	6	2
West North Central	+13	-6	+2	(S)	+5	9	2	4	-	1
South Atlantic	+26	-4	+17	+23	+4	6	2	2	7	1
East South Central	+20	-6	+3	+21	+2	8	2	4	9	3
West South Central	-16	-8	-1	-11	+2	9	1	6	9	1
Mountain	(S)	(S)	+11	(S)	+25	-	3	7	-	1
Pacific	-1	-5	+6	+2	0	7	1	2	9	3
Dry goods, apparel wholesalers	+8	-13	+11	(S)	(S)	5	2	3	8	1
Middle Atlantic	+6	-12	+10	+6	0	6	2	3	7	1
East North Central	(S)	-13	+24	+1	-2	-	6	5	9	2
East South Central	+34	-11	(S)	(S)	0	3	5	-	-	2
West South Central	(S)	(S)	+14	(S)	-1	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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 Office of Management and Budget, Executive Office of the President, as "establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers 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-cary 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 Bureau of Economic Analysis, has adjusted to 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 trends 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 Economic Analysis. Table 9 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[2].....	123.1	118.4	109.3	98.2	89.0	81.3	80.4	83.4	84.1	100.0	112.3	120.2	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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] 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, durggists' 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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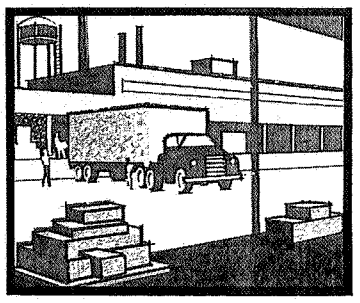


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: December 1972

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October 1972

Sales–October 1972 sales of merchant wholesalers were estimated at $27.0 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, October sales were $26.0 billion, up 2 percent from last month and 16 percent above October 1971. Adjusted August-through-October average sales were 5 percent above the May-through-July period, and were 13 percent above the average for the comparable months of a year ago.

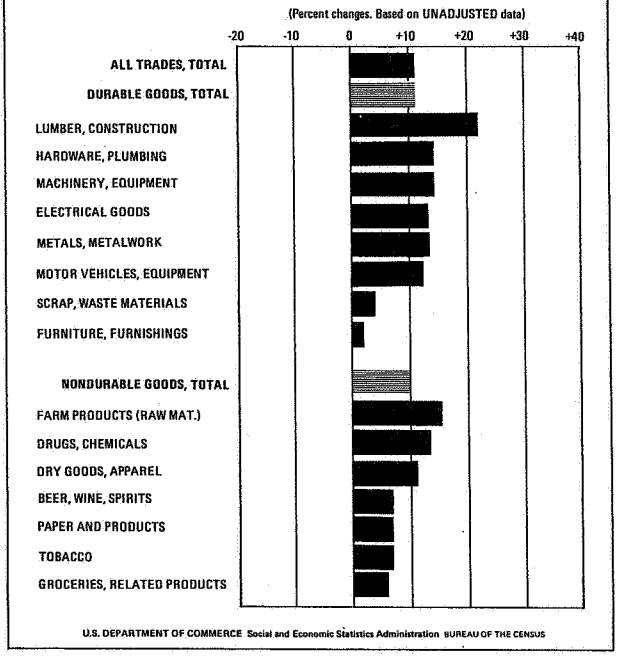
After adjustment, October sales in the durable goods trades increased 1 percent from the previous month and were 16 percent above October 1971. Nondurable goods sales were up 3 percent above the previous month, and were 17 percent above the same month a year ago. Average monthly sales in the durable goods group during the August-through-October period were 6 percent above the prior 3 months and 14 percent above the comparable period a year ago. Three months' average sales for the nondurable goods group were 4 percent above the average for the May-through-July period, and were 13 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 jewelry (10%); paper, paper products (6%); machinery, equipment, supplies (5%); and beer, wine, and spirits (5%). The larger decreases were noted in scrap, waste materials (-11%); and furniture, home furnishings (-3%). Compared with sales a year ago, all trade groups showed increases. The larger gains were reported in farm products, raw materials (50%); metals, metalwork (28%); and jewelry (24%).

Inventories–Total inventories of merchant wholesalers were valued at $31.2 billion at the end of October. After adjustment for seasonal variations, October inventories were up 1 percent from last month and were 11 percent above October 1971. Durable goods stocks remained unchanged from last month, but were 9 percent above October 1971. Nondurable goods stocks increased 2 percent during October and were 14 percent above stocks on hand a year ago.

Based on adjusted data, most trade groups showed increases from their previous months' inventory levels with the larger gains shown in paper, paper products (4%); and tobacco, tobacco products (4%). The largest decrease was reported in furniture, home furnishings (-4%). Changes from year ago levels were more substantial with all trade groups showing increases except furniture, home furnishings (-4%). Among the sharper increases were farm products, raw materials (46%); motor vehicles, automotive equipment (19%); groceries, and related products (14%); and tobacco, tobacco products (14%).

Sales of Merchant Wholesalers in Selected Kinds of Business 10 Months 1972 Compared With 10 Months 1971



Stock-Sales Ratio–The October stock-sales ratio for merchant wholesalers, based on adjusted data, was 119 percent, 2 points below the previous month and 6 points below the October 1971 ratio. The stock-sales ratio for durable goods was 151 percent, down 2 points from the previous month, and 10 points below the October 1971 ratio. The ratio for nondurable goods was 92 percent, virtually unchanged from the September ratio, but 2 points below the October 1971 ratio.

An advance release of October 1972 data was issued on December 6, 1972

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972										1971			Total 10 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,991	22,787	23,356	23,654	245,121	220,346
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,144	25,133	24,014	25,173	21,611	21,844	22,088	230,504	207,683
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,660	10,696	10,666	10,478	114,640	101,275
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,410	2,352	2,186	2,419	2,307	2,374	2,179	2,159	2,066	22,739	20,280
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,218	1,305	1,201	1,275	1,146	1,159	1,004	11,934	10,704
Automotive equipment	904	923	1,045	988	1,074	1,100	1,045	1,119	1,031	1,091	1,003	1,003	884	10,319	9,246
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,564	1,708	1,690	1,773	1,531	1,581	1,554	15,480	13,664
Electrical supplies, apparatus	569	613	671	645	700	742	703	761	740	794	646	677	664	6,939	6,014
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	947	950	979	869	905	890	8,542	7,651
Appliances, TV, radio sets	534	529	591	506	533	577	595	646	639	654	603	625	612	5,802	5,304
Furniture, home furnishings, total	414	452	558	494	509	532	493	562	552	596	577	525	498	5,162	5,072
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	166	159	170	146	(S)	(S)	1,555	1,323
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	346	396	393	426	(S)	382	339	3,608	3,748
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,275	1,170	1,240	1,045	1,042	964	11,203	9,808
Hardware	356	386	427	397	437	453	404	468	426	451	385	395	361	4,205	3,664
General-line hardware	202	219	242	228	242	258	227	272	239	250	225	227	202	2,380	2,099
Plumbing and heating equip., supplies	462	463	520	506	560	583	548	(S)	592	633	539	520	484	5,492	4,828
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	172	183	152	156	122	127	118	1,506	1,316
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,305	1,542	1,427	1,514	1,207	1,171	1,085	13,101	10,746
Lumber, millwork	678	663	803	772	888	907	844	974	928	976	752	743	701	8,433	6,769
Construction materials	373	363	407	436	495	527	462	568	499	538	456	429	384	4,667	3,978
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	3,075	3,059	3,165	2,593	2,614	2,799	29,132	25,630
Construction machinery, equipment	373	421	509	501	538	549	511	558	539	567	454	447	463	5,106	4,420
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,307	1,432	1,435	1,497	1,184	1,236	1,358	13,777	11,880
Professional equipment, supplies	344	384	433	373	412	434	390	419	420	454	389	377	411	4,064	3,770
Service-establishment equipment, supplies	155	(S)	180	175	178	186	170	188	172	179	168	174	172	1,754	1,646
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,086	1,319	1,227	1,282	985	1,000	939	11,722	10,413
Iron, steel, and products	778	776	922	906	991	963	837	1,042	957	1,018	736	770	726	9,189	7,742
Nonferrous metals	229	212	270	235	266	263	248	277	270	264	248	229	213	2,533	2,672
Scrap, waste materials, total	369	390	457	441	454	473	387	446	443	457	378	364	363	4,318	4,155
Iron, steel scrap	210	234	277	268	271	290	236	274	276	273	222	212	210	2,608	2,492
Waste materials	159	156	181	173	184	183	151	172	167	184	156	151	153	1,710	1,663
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,331	12,091	12,690	13,176	130,481	119,071
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,059	12,581	11,922	12,513	10,916	11,178	11,610	115,864	106,422
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,766	5,140	4,820	4,992	4,467	4,637	4,766	47,906	44,207
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,909	2,073	1,891	2,012	1,860	1,904	1,913	19,154	17,691
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,218	1,340	1,306	1,299	1,165	1,220	1,260	12,531	11,845
Confectionery	85	92	100	89	101	99	89	99	103	112	100	96	94	970	927
Meat, meat products	896	849	977	874	991	941	928	992	952	1,002	829	850	917	9,402	8,484
Poultry, poultry products	200	193	219	191	215	221	214	234	216	220	181	203	219	2,123	1,853
Fresh fruits, vegetables	340	333	359	343	408	434	408	401	350	347	332	365	363	3,724	3,407
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,174	1,315	1,235	1,322	1,165	1,273	1,528	12,098	11,270
Beer	432	461	536	499	646	668	629	678	574	570	506	501	531	5,693	5,206
Wine, distilled spirits	552	568	722	589	668	712	545	637	661	752	659	772	996	6,405	6,064
Drugs, chemicals, allied products, total	897	893	997	924	975	996	896	1,041	1,006	1,075	909	914	919	9,698	8,563
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	511	598	602	667	555	551	566	5,599	5,034
General-line drugs	243	229	245	220	240	234	234	263	252	265	239	242	241	2,424	2,280
Paints, varnishes	39	40	48	48	52	53	51	58	52	52	45	44	39	493	439
Other chemicals, allied products	328	336	379	362	380	395	335	385	352	355	312	323	314	3,607	3,120
Tobacco, tobacco products	522	509	567	526	612	602	574	613	597	598	538	544	586	5,720	5,367
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	994	1,352	1,188	1,230	1,060	1,040	971	10,901	9,788
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	5,220	4,723
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	418	(S)	(S)	(S)	(S)	4,054	3,538
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	612	738	697	750	642	640	644	6,778	6,316
Paper	476	479	538	498	548	524	467	566	527	568	485	475	481	5,188	4,879
Stationery, office supplies	151	150	160	149	153	157	145	173	170	182	157	164	164	1,589	1,437
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,347	1,521	1,541	1,818	1,176	1,512	1,566	14,617	12,663
Grain	936	894	970	896	1,104	962	997	1,127	1,127	1,313	789	1,034	1,015	10,325	8,958
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,043	2,382	2,379	2,543	2,135	2,130	2,196	22,763	20,896
Books, magazines, newspapers	142	143	164	143	153	159	168	175	171	176	161	160	159	1,595	1,468

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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.
[2]The automotive group is subject to a high sampling variability of 7 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972										1971		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,901	29,868	30,367	31,202	28,200	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,714	28,466	28,694	29,070	26,727	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,332	18,098	18,166	18,226	16,754	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,842	3,697	3,832	3,873	3,278	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,235	2,204	2,261	2,298	2,036	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,604	2,523	2,615	2,659	2,461	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	979	988	975	1,007	1,049	937	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,616	1,548	1,608	1,611	1,524	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	761	793	784	766	753	779	727	728
Home furnishings, floor coverings	530	551	575	565	561	577	614	599	578	566	616	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,940	1,880	1,898	1,921	1,744	1,703	1,683
Hardware	726	740	759	755	769	789	772	743	755	767	696	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	962	946	922	928	935	862	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,207	1,199	1,173	1,184	1,050	1,040	1,039
Lumber, millwork	696	726	762	782	781	795	772	756	733	740	662	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,127	5,147	5,105	5,065	4,818	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,479	1,522	1,454	1,420	1,326	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,031	2,044	2,080	2,080	1,948	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,079	2,146	2,035	2,030	1,926	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,664	1,761	1,689	1,691	1,616	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,569	11,769	12,201	12,976	11,446	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,382	10,367	10,528	10,844	9,973	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,651	2,674	2,798	2,884	2,554	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,301	1,309	1,366	1,422	1,306	1,321	1,311
Specialty-line groceries	858	833	866	813	902	893	912	923	965	981	827	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,294	1,241	1,290	1,395	1,382	1,311	1,172
Beer	302	299	327	365	360	347	349	328	324	333	305	297	270
Wine, distilled spirits	949	940	912	918	998	1,025	945	913	967	1,062	1,077	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,243	1,254	1,265	1,294	1,173	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	842	856	883	901	836	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	700	696	710	724	664	660	663
Paper	467	459	469	472	480	473	475	473	487	496	445	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972										1971		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	112	119	116	124	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	113	120	115	124	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	165	144	150	144	157	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	153	166	163	150	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	169	188	180	178	178	208
Electrical goods, total	175	172	162	177	171	160	166	148	155	150	161	155	151
Electrical supplies, apparatus	164	151	140	147	143	132	140	128	136	132	142	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	188	164	169	164	175	168	161
Furniture, home furnishings, total	169	159	133	150	145	143	161	140	139	126	135	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	177	151	147	133	(S)	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	172	147	162	155	167	164	175
Hardware	204	192	178	190	176	174	191	159	177	170	181	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	165	173	(S)	157	148	160	163	170
Lumber, construction materials, total	102	110	97	100	89	87	92	78	82	78	87	89	96
Lumber, millwork	103	110	95	101	88	88	92	78	79	76	88	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	162	183	167	167	160	186	183	173
Construction machinery, equipment	363	328	255	287	271	262	289	273	270	250	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	155	143	145	139	165	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	163	166	158	196	194	215
Iron, steel, and products	204	200	173	180	161	164	199	169	176	166	210	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	83	91	90	95	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	82	88	87	91	89	86
Groceries and related products, total	57	57	55	57	53	53	56	52	58	58	57	55	53
General-line groceries	72	73	70	74	65	67	68	63	72	71	70	69	68
Specialty-line groceries	73	69	69	70	71	68	75	69	74	76	71	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	110	94	104	106	119	103	77
Beer	70	65	61	73	56	52	55	48	56	58	60	59	51
Wine, distilled spirits	172	166	126	156	149	144	173	143	146	141	163	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	139	120	126	120	129	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	165	143	147	135	150	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	114	94	102	96	103	103	103
Paper	98	96	87	95	88	90	102	84	92	87	92	95	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: 1971 and 1972

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

Kind of business	1972										1971		
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,394	25,137	25,407	25,952	22,284	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,889	23,621	23,754	24,239	21,141	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,326	11,802	11,918	12,078	10,398	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,124	2,310	2,388	2,318	2,186	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,588	1,607	1,622	1,616	1,414	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	515	533	512	536	519	514	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,163	1,128	1,165	994	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,283	1,354	1,342	1,393	1,135	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,965	2,993	3,140	2,614	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,136	1,236	1,229	1,281	1,015	1,015	967
Scrap, waste materials	401	394	426	418	404	456	413	446	480	425	359	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,068	13,335	13,489	13,874	11,886	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,563	11,819	11,836	12,161	10,743	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,757	4,863	4,849	4,883	4,967	4,467	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,215	1,190	1,239	1,295	1,149	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	989	959	991	1,012	1,020	889	910	888
Tobacco, tobacco products	582	554	564	567	577	567	585	566	585	602	546	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,082	1,198	1,100	1,126	975	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	653	690	687	726	624	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,505	1,516	1,653	1,713	1,143	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,206	2,335	2,330	2,425	2,093	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,056	30,164	30,657	30,985	27,928	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,569	28,427	28,592	28,840	26,455	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,182	17,984	18,239	18,276	16,786	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,804	3,769	3,926	3,924	3,311	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,599	2,528	2,569	2,587	2,401	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	742	777	768	771	739	766	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,921	1,893	1,921	1,956	1,778	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,212	1,198	1,173	1,203	1,067	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,036	5,056	5,126	5,106	4,862	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,087	2,061	2,027	2,055	1,936	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,874	12,180	12,418	12,709	11,142	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,387	10,443	10,353	10,564	9,669	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,686	2,751	2,795	2,850	2,511	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,334	1,289	1,230	1,275	1,244	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,238	1,251	1,255	1,264	1,141	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	670	698	706	736	674	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	120	121	119	125	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	120	120	119	125	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	152	153	151	161	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	174	179	163	164	169	151	155	163
Electrical goods	156	164	165	161	161	166	164	157	158	160	170	167	168
Furniture, home furnishings	142	146	141	143	149	144	146	150	144	142	149	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	172	163	170	168	179	171	170
Lumber, construction materials	81	95	95	96	93	92	94	88	87	86	94	94	91
Machinery, equipment, supplies	181	179	176	171	174	173	171	171	171	163	186	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	167	165	160	193	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	91	92	92	94	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	88	87	87	90	89	92
Groceries and related products	54	54	57	54	56	56	55	57	57	57	56	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	110	108	99	98	108	101	104
Drugs, chemicals, allied products	131	137	129	128	132	125	129	126	124	124	128	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	103	101	103	101	108	105	106

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. [1]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: 1966-1972 (Seasonally Adjusted)

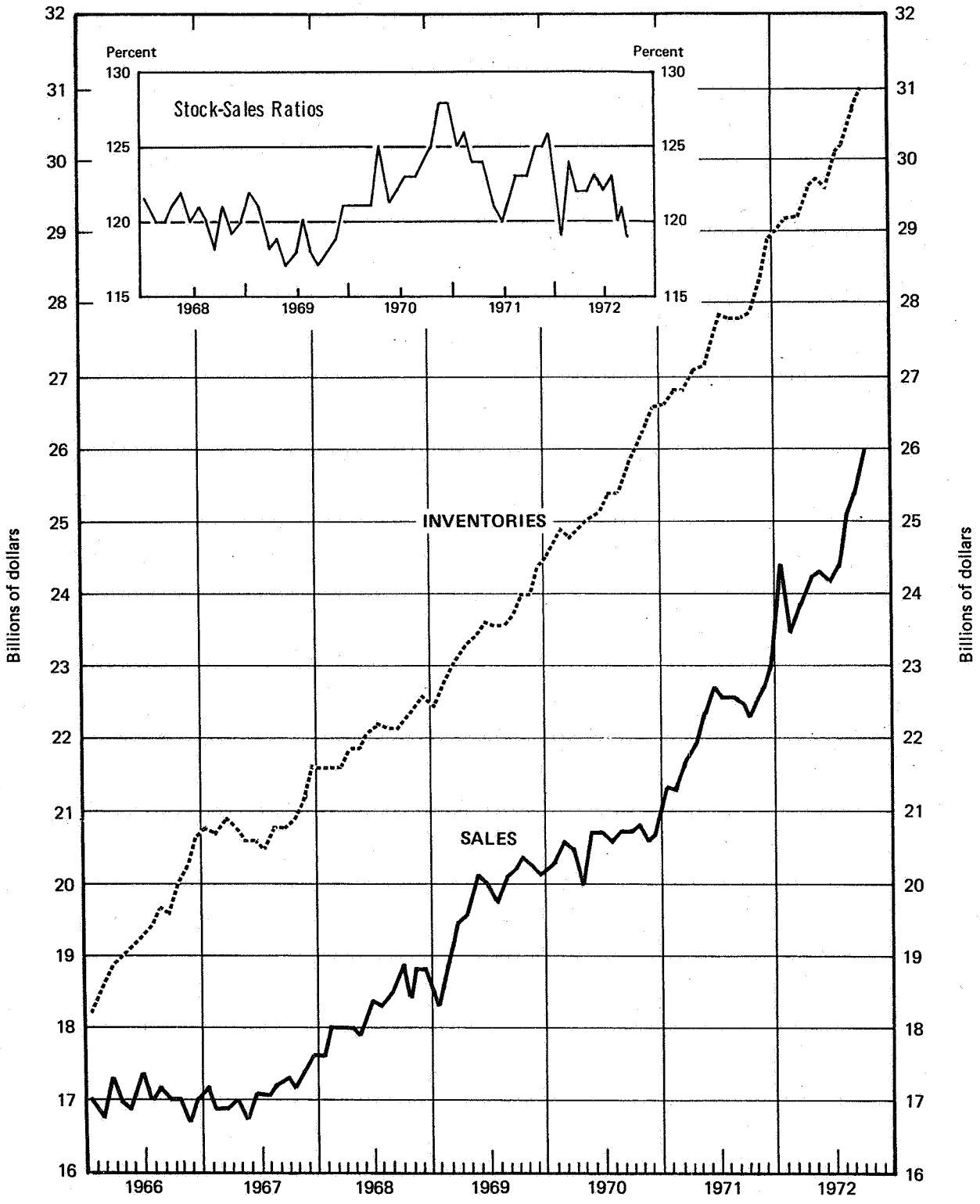


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: October 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	October 1972 from--		10 months 1972 from 10 months 1971	October 1972 from--		October 1972 from--		October 1972 from--	
	October 1971	September 1972		October 1971	September 1972	October 1971	September 1972	October 1971	September 1972
MERCHANT WHOLESALERS, TOTAL	+18	+6	+11	+11	+3	+16	+2	+11	+1
TOTAL (excluding farm products, raw materials)	+17	+5	+11	+9	+1	+15	+2	+9	+1
DURABLE GOODS, TOTAL	+18	+5	+11	+9	0	+16	+1	+9	0
Motor vehicles, automotive equipment, total	+9	+3	+12	+18	+1	+6	-3	+19	0
Automobiles, other motor vehicles	+6	-1	+13	+27	0	-	-	-	-
Automotive equipment, tires, tubes	+11	+6	+11	+13	+2	-	-	-	-
Automotive equipment	+9	+6	+12	+10	+2	-	-	-	-
Electrical goods, total	+16	+5	+13	+8	+2	+14	0	+8	+1
Electrical supplies, apparatus	+20	+7	+15	+12	+4	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+13	+3	+12	+6	0	-	-	-	-
Appliances, TV, radio sets	+8	+2	+9	+1	0	-	-	-	-
Furniture, home furnishings, total	+3	+8	+2	-3	-2	+1	-3	-4	-4
Furniture-household, office	+16	+7	+18	+14	-1	-	-	-	-
Household furniture	+10	+8	+13	+22	+1	-	-	-	-
Office furniture	+23	+5	+21	+6	-3	-	-	-	-
Home furnishings, floor coverings	(S)	+8	(S)	-8	-2	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+18	+6	+14	+10	+1	+17	+3	+10	+2
Hardware	+17	+6	+15	+10	+2	-	-	-	-
General-line hardware	+11	+4	+13	+5	0	-	-	-	-
Plumbing and heating equipment, supplies	+18	+7	+14	+8	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+28	+3	+14	+17	+2	-	-	-	-
Lumber, construction materials, total	+25	+6	+22	+13	+1	+23	+4	+13	+2
Lumber, millwork	+30	+5	+24	+12	+1	-	-	-	-
Construction materials	+18	+8	+17	+14	+1	-	-	-	-
Machinery, equipment, supplies, total	+22	+3	+14	+5	-1	+20	+5	+5	0
Commercial machines, equipment	+17	-1	+14	+7	+1	-	-	-	-
Construction machinery, equipment	+25	+5	+16	+7	-2	-	-	-	-
Industrial machinery, equipment, supplies	+26	+4	+16	+7	0	-	-	-	-
Professional equipment, supplies	+17	+8	+8	+4	+2	-	-	-	-
Surgical, medical, hospital supplies	+12	+6	+7	+6	+3	-	-	-	-
Service-establishment, equipment, supplies	+6	+4	+6	+1	-1	-	-	-	-
Metals, metalwork (except scrap), total	+30	+4	+13	+5	0	+28	+4	+6	+1
Iron, steel, and products	+38	+6	+19	+5	0	-	-	-	-
Nonferrous metals	+6	-2	-5	+9	-2	-	-	-	-
Scrap, waste materials, total[2]	+21	+3	+4	+1	-1	+18	-11	0	-2
Iron, steel scrap	+23	-1	+5	+7	-1	-	-	-	-
Waste materials	+18	+10	+3	-7	-1	-	-	-	-
Jewelry	+29	+19	+18	(S)	(S)	+24	+10	(S)	(S)
NONDURABLE GOODS, TOTAL	+18	+6	+10	+13	+6	+17	+3	+14	+2
TOTAL (excluding farm products, raw materials)	+15	+5	+9	+9	+3	+13	+3	+9	+2
Groceries and related products, total	+12	+4	+6	+13	+3	+11	+2	+14	+2
General-line groceries	+8	+6	+8	+9	+4	-	-	-	-
Voluntary groups	+9	+7	+12	+5	+2	-	-	-	-
Retailer cooperatives	+6	+6	+8	+10	+4	-	-	-	-
Nonaffiliated	+8	+5	+3	+12	+7	-	-	-	-
Specialty-line groceries	+11	-1	+6	+19	+2	-	-	-	-
Confectionery	+12	+8	+5	+4	-1	-	-	-	-
Meats, meat products	+21	+5	+11	+20	+4	-	-	-	-
Poultry, poultry products	+22	+2	+14	+8	0	-	-	-	-
Fresh fruits, vegetables	+5	-1	+9	+14	+6	-	-	-	-
Beer, wine, distilled alcholic beverages, total	+13	+7	+7	+1	+8	+13	+5	+2	+4
Beer	+12	-1	+9	+9	+3	-	-	-	-
Wine, distilled spirits	+14	+14	+6	-1	+10	-	-	-	-
Drugs, chemicals, allied products, total	+18	+7	+13	+10	+2	+15	+1	+11	+1
Drugs, drug proprietaries, druggists' sundries	+20	+11	+11	+8	+2	-	-	-	-
General-line drugs	+11	+5	+6	+3	+4	-	-	-	-
Paints, varnishes	+16	0	+12	+10	0	-	-	-	-
Other chimicals, allied products	+14	+1	+16	+18	+3	-	-	-	-
Tobacco, tobacco products	+11	0	+7	+13	+3	+10	+3	+14	+4
Dry goods, apparel, total	+16	+4	+11	(S)	(S)	+15	+2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+26	+3	+10	(S)	(S)	-	-	-	-
Dry goods, notions	+6	+1	+14	(S)	(S)	-	-	-	-
Piece goods converters	+12	+10	+6	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+17	+8	+7	+9	+2	+16	+6	+9	+4
Paper	+17	+8	+6	+11	+2	-	-	-	-
Stationery, office supplies	+16	+7	+11	+4	+2	-	-	-	-
Farm products (raw materials), total[2]	+55	+18	+15	+45	+27	+50	+4	+46	+4
Cotton	+14	+43	+4	+49	+8	-	-	-	-
Grain	+66	+16	+15	+102	+23	-	-	-	-
Other nondurable goods, total	+19	+7	+9	+9	+3	+16	+4	+9	+3
Amusement, sporting goods,	+2	-16	+14	+14	+2	-	-	-	-
Books, magazines, newspapers	+9	+3	+9	-4	+3	-	-	-	-
Coal	-8	-4	-27	(S)	(S)	-	-	-	-
Farm supplies	+26	+3	+8	+17	+6	-	-	-	-

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

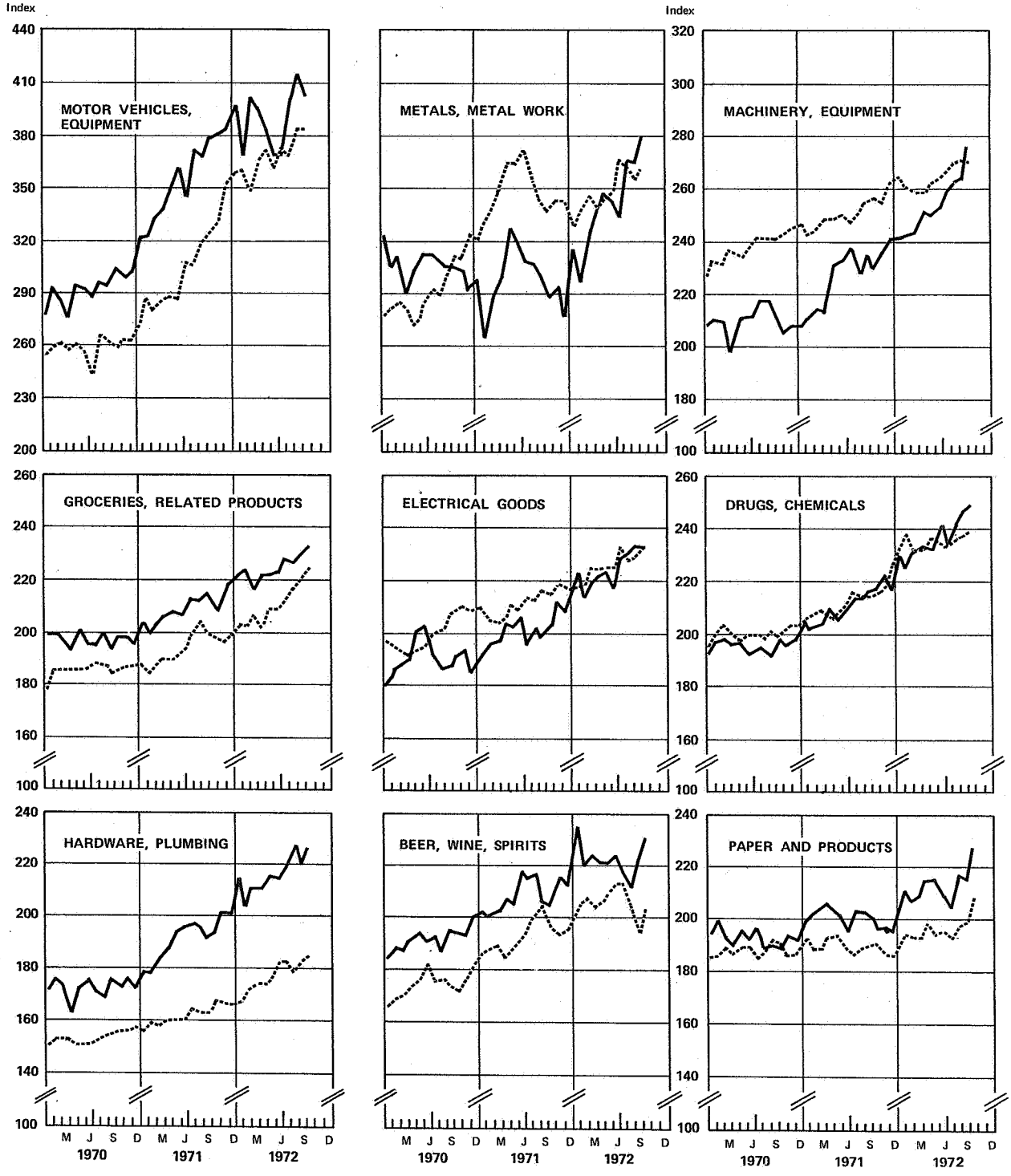
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories .....



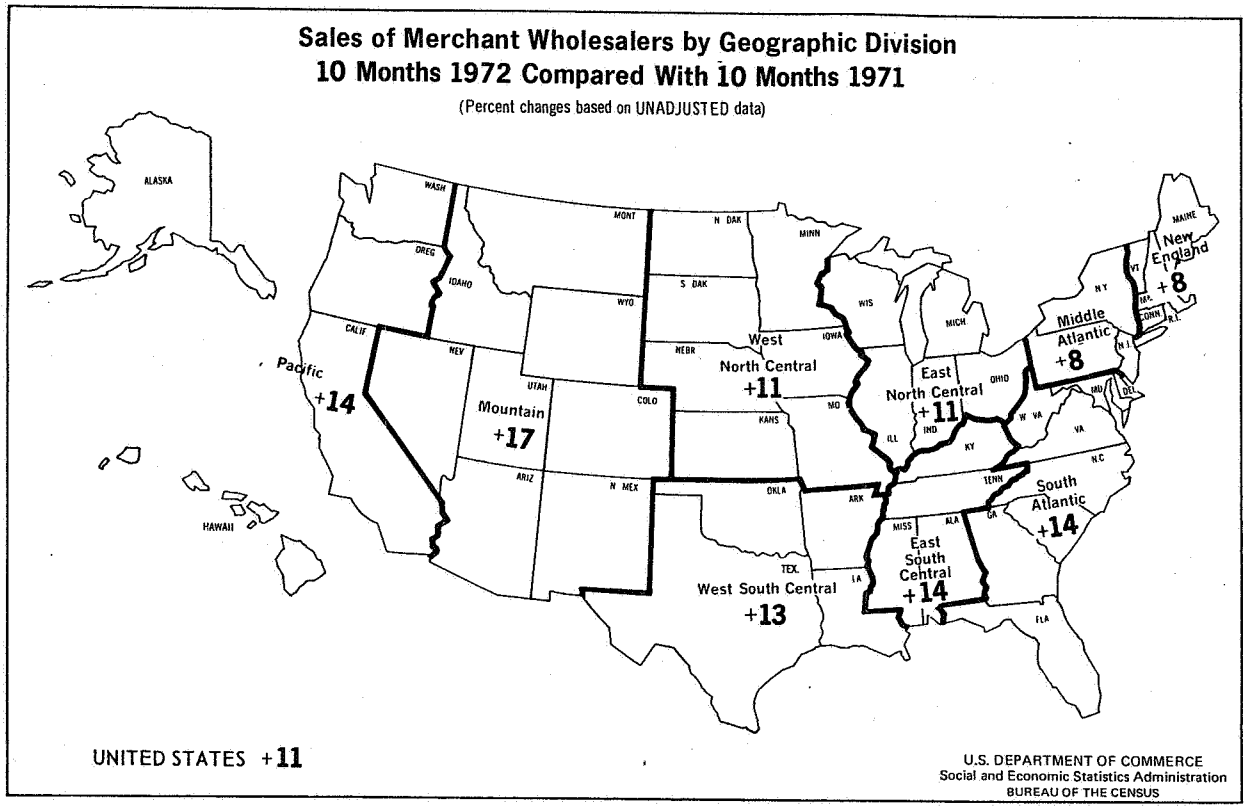


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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	1972										1971			Total 10 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.[1]	Oct.	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,991	22,787	23,356	23,654	245,121	220,346	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,148	1,290	1,158	1,214	1,077	1,132	1,148	11,614	10,743	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,111	7,036	6,915	7,272	6,131	6,137	6,298	65,099	60,250	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,226	4,776	4,510	4,833	4,135	4,194	4,198	43,851	39,578	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,981	2,279	2,108	2,303	1,854	1,896	1,921	20,036	18,034	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,545	2,863	2,644	2,813	2,457	2,482	2,517	26,338	23,073	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,388	1,278	1,423	1,420	1,540	1,210	1,321	1,373	13,537	11,903	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,086	2,359	2,220	2,282	1,963	1,936	2,011	21,693	19,131	2-5	3
Mountain	683	695	804	738	814	832	815	894	852	864	707	707	719	7,989	6,823	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,302	3,734	3,727	3,871	3,253	3,551	3,470	34,963	30,739	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,660	10,696	10,666	10,478	114,640	101,275	1.3-1.6	1.5
New England	453	466	521	504	533	554	490	584	530	574	466	486	481	5,210	4,606	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,585	2,831	2,788	3,031	2,587	2,488	2,470	26,722	24,560	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	2,049	2,322	2,240	2,407	2,043	2,000	1,948	21,302	19,285	2-5	3
West North Central	627	624	715	713	780	795	747	858	799	880	724	706	678	7,537	6,672	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,299	1,511	1,407	1,449	1,278	1,230	1,230	13,625	11,720	3-6	4
East South Central	470	463	543	541	560	614	539	622	603	627	527	507	507	5,582	5,045	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,134	1,271	1,194	1,213	1,000	990	977	11,556	9,778	2-5	3
Mountain	334	352	420	395	425	451	443	485	468	475	352	352	349	4,248	3,410	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,800	2,069	2,062	2,004	1,718	1,907	1,837	18,860	16,196	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,331	12,091	12,690	13,176	130,481	119,071	1.2-1.5	1.2
New England	568	563	662	607	682	691	658	706	627	639	610	646	667	6,404	6,137	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	4,205	4,127	4,241	3,544	3,649	3,829	38,378	35,706	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,177	2,454	2,269	2,426	2,092	2,195	2,249	22,549	20,343	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,234	1,421	1,308	1,423	1,129	1,189	1,243	12,499	11,362	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,246	1,352	1,237	1,364	1,179	1,252	1,287	12,714	11,353	3-5	4
East South Central	793	751	810	726	831	774	740	801	817	913	683	814	866	7,955	6,875	4-6	5
West South Central	973	1,013	1,013	937	1,055	1,011	952	1,088	1,026	1,069	963	947	1,033	10,137	9,353	4-6	4
Mountain	349	342	384	343	388	381	372	409	384	389	355	355	370	3,742	3,412	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,502	1,665	1,665	1,867	1,535	1,643	1,633	16,103	14,544	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 1972

(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 1972 from--		10 months 1972 from 10 months 1971	October 1972 from--						
	October 1971	September 1972		October 1971	September 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+18	+6	+11	+11	+3	0.9	0.4	0.5	0.8	0.2
New England	+13	+5	+8	+7	0	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+19	+5	+8	+7	+1	1.4	0.8	0.8	1.5	0.6
East North Central	+18	+7	+11	+13	+2	2.1	1.1	1.5	1.5	0.6
West North Central	+24	+9	+11	+18	+2	3.2	1.6	1.8	3.1	0.8
South Atlantic	+14	+6	+14	+5	+4	2.2	1.0	1.1	1.7	0.7
East South Central	+27	+8	+14	+4	+10	3.4	1.6	1.9	2.2	0.7
West South Central	+16	+3	+13	+12	+4	2.3	1.2	1.8	2.7	0.6
Mountain	+22	+1	+17	+22	+2	4.4	2.6	2.6	4.6	1.0
Pacific	+19	+4	+14	+18	+3	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+18	+5	+11	+9	0	1.4	0.7	0.7	1.0	0.3
New England	+23	+8	+13	+6	-1	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+17	+9	+9	+6	-1	2.7	1.3	1.5	1.9	0.8
East North Central	+18	+7	+10	+8	+1	3.1	1.6	2.9	1.9	0.9
West North Central	+21	+10	+13	+8	-3	3.9	2.5	1.3	3.8	0.7
South Atlantic	+13	+3	+16	+6	+1	3.1	1.6	2.0	2.5	0.8
East South Central	+19	+4	+11	+2	+1	4.4	2.5	2.9	3.5	0.8
West South Central	+21	+2	+18	+7	0	3.4	1.4	2.8	3.4	0.7
Mountain	+35	+2	+24	+21	+1	6.8	4.4	3.5	5.8	1.2
Pacific	+17	-3	+16	+18	+2	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+18	+6	+10	+13	+6	1.3	0.6	1.0	1.3	0.3
New England	+5	+2	+4	+10	+1	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	+20	+3	+7	+7	+3	1.7	1.1	1.1	3.6	0.6
East North Central	+16	+7	+11	+16	+4	2.6	1.4	1.5	2.4	0.6
West North Central	+26	+9	+10	+31	+6	3.9	1.7	2.7	5.4	1.3
South Atlantic	+16	+10	+12	+2	+9	2.7	1.4	1.3	2.3	0.8
East South Central	+34	+12	+16	+5	+20	4.0	1.5	2.2	2.6	0.9
West South Central	+11	+4	+8	+22	+11	3.2	1.8	1.9	3.5	1.0
Mountain	+9	+1	+10	+25	+3	5.0	1.9	2.5	6.7	1.9
Pacific	+22	+12	+11	+18	+6	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	+11	+6	+11	+13	+2	3	2	3	3	1
New England	(S)	+3	+10	(S)	+1	-	4	9	-	1
Middle Atlantic	+16	+13	+7	+12	+2	9	5	7	8	1
East North Central	+15	+9	+11	+10	+2	8	3	4	7	1
West North Central	+21	+4	+10	+15	-2	9	4	5	9	2
South Atlantic	+2	+6	+8	+2	0	8	3	6	6	3
East South Central	(S)	+2	+7	+2	-1	-	4	6	9	3
West South Central	+1	+5	+17	+2	-1	9	4	5	8	1
Mountain	(S)	-2	+22	(S)	+1	-	6	9	-	2
Pacific	+20	+1	+17	+35	+7	9	3	9	9	2
Electrical supplies, apparatus	+20	+7	+15	+12	+4	3	1	2	2	1
New England	(S)	+5	+18	(S)	0	-	3	5	-	1
Middle Atlantic	+8	+14	+6	+19	+5	7	4	6	6	1
East North Central	+14	+10	+17	+6	+6	6	2	3	6	1
West North Central	(S)	+7	+10	+19	+1	-	3	6	7	1
South Atlantic	+20	+6	+12	+4	+2	7	3	5	5	1
East South Central	(S)	+10	(S)	(S)	-2	-	4	-	-	2
West South Central	+30	-2	+24	+17	+6	8	3	4	8	1
Mountain	(S)	-2	+19	(S)	+3	-	2	5	-	1
Pacific	+33	+5	+23	+12	+7	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+13	+3	+12	+6	0	3	2	2	3	1
New England	(S)	+2	(S)	(S)	+10	-	5	-	-	3
Middle Atlantic	+15	0	+12	+10	-2	7	5	6	8	2
East North Central	+15	+10	+11	+6	-1	8	4	4	7	2
West North Central	(S)	+13	+14	(S)	+1	-	5	7	-	2
South Atlantic	-10	-3	+2	-13	-2	8	3	9	7	2
West South Central	+30	0	+19	+24	0	7	2	3	9	2
Mountain	(S)	-1	(S)	(S)	+7	-	3	-	-	3
Pacific	(S)	+3	+14	(S)	+2	-	3	5	-	3
Furniture, home furnishings, total	+3	+8	+2	-3	-2	6	2	8	7	1
New England	(S)	+23	(S)	(S)	-4	-	5	-	-	4
Middle Atlantic	0	+7	+7	-3	0	7	4	5	6	2
East North Central	(S)	+2	(S)	(S)	-2	-	4	-	-	2
South Atlantic	(S)	+10	+17	(S)	+1	-	5	7	-	4
East South Central	(S)	+9	+10	(S)	+3	-	5	9	-	3
West South Central	+38	+10	+20	(S)	-4	9	6	4	-	2
Mountain	(S)	+18	+32	(S)	-2	-	6	7	-	4
Pacific	+15	+3	+11	-2	-7	9	4	5	7	2
Hardware	+17	+6	+15	+10	+2	2	1	1	1	1
New England	(S)	-1	+8	(S)	-3	-	6	9	-	2
Middle Atlantic	+17	+7	+16	+14	+2	7	4	2	7	1
East North Central	+23	+3	+4	+23	+6	5	3	2	5	1
West North Central	+16	+9	+19	+8	-2	5	3	3	6	1
South Atlantic	+19	+4	+31	+7	+3	8	3	4	9	2
East South Central	+7	+6	+16	-9	+2	6	4	4	6	1
West South Central	(S)	+6	+16	+17	-2	-	3	4	7	1
Mountain	(S)	+15	+13	(S)	-4	-	4	7	-	2
Pacific	+6	+6	+17	+5	-1	8	2	6	6	1
Plumbing and heating equipment, supplies	+18	+7	+14	+8	+1	4	2	2	2	1
New England	(S)	+12	+10	(S)	0	-	4	6	-	2
Middle Atlantic	+20	+7	+11	+8	0	7	4	5	8	1
East North Central	+17	+12	+10	+1	+1	7	5	4	5	2

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 1972--Continued

(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 1972 from--		10 months 1972 from 10 months 1971	October 1972 from--						
	October 1971	September 1972		October 1971	September 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	+7	+3	-12	-3	-	3	9	8	2
South Atlantic	(S)	+10	+24	+24	+3	-	5	7	8	2
East South Central	(S)	0	+16	(S)	0	-	6	7	-	2
West South Central	(S)	+4	+14	+14	-1	-	6	5	9	3
Pacific	+19	+2	+14	+23	-1	9	4	4	7	2
Lumber, construction materials, total	+25	+6	+22	+13	+1	3	2	2	3	1
New England	(S)	+14	+14	(S)	-6	-	4	6	-	4
Middle Atlantic	+14	+7	+13	+7	+4	8	4	4	7	2
East North Central	+26	+5	+21	+14	+1	8	3	4	6	2
West North Central	+29	+7	+24	+20	0	9	5	5	8	2
South Atlantic	+10	-4	+24	(S)	+1	9	3	4	-	3
East South Central	(S)	+12	+36	(S)	(S)	-	5	6	-	2
West South Central	(S)	+6	+37	(S)	-6	-	4	8	-	2
Pacific	+34	+6	+24	(S)	+1	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+26	+4	+16	+7	0	4	3	2	4	1
Middle Atlantic	(S)	+9	(S)	-21	-3	-	5	-	7	3
East North Central	(S)	+3	(S)	+9	-1	-	5	-	8	2
South Atlantic	(S)	-4	+11	+2	+3	-	5	6	8	2
West South Central	(S)	+5	(S)	+5	0	-	5	-	7	2
Pacific	+27	+2	+20	+8	+2	9	6	9	6	2
General-line grocery wholesalers	+8	+6	+8	+9	+4	1	1	1	2	1
New England	(S)	+6	+27	(S)	+4	-	3	3	-	2
Middle Atlantic	+3	+11	+4	+12	+12	5	1	3	7	2
East North Central	+7	+7	+11	+3	-1	4	1	2	4	1
West North Central	+17	+5	+10	+15	+6	4	1	3	5	1
South Atlantic	-8	+4	+7	-10	+3	8	2	3	7	2
East South Central	+25	+4	+9	+18	+6	7	2	2	9	1
West South Central	+5	+3	-7	0	+5	6	2	3	7	1
Mountain	+8	+1	+12	+18	+4	5	2	2	6	1
Pacific	+9	+8	+4	+15	+2	5	1	1	5	1
Specialty-line grocery wholesalers	+11	-1	+6	+19	+2	4	2	2	4	1
Middle Atlantic	+6	-8	+1	+27	+2	5	2	4	5	3
East North Central	+14	-1	+9	(S)	-5	8	3	5	-	4
West North Central	(S)	+4	+6	+4	+7	-	2	7	9	1
South Atlantic	+28	+16	+12	-11	-2	8	3	4	8	2
East South Central	(S)	+6	(S)	(S)	-11	-	2	-	-	4
West South Central	(S)	-10	-4	(S)	+11	-	6	8	-	3
Mountain	(S)	+6	(S)	(S)	-1	-	5	-	-	4
Pacific	(S)	+4	+7	(S)	+4	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+5	-1	+9	+14	+6	3	2	2	4	1
New England	(S)	+2	+18	(S)	(S)	-	6	9	-	-
Middle Atlantic	+4	-3	+4	(S)	+4	8	4	4	-	4
East North Central	+4	+4	+7	+42	+8	8	3	3	7	3
West North Central	(S)	+10	0	+16	+7	-	3	5	8	3
South Atlantic	+13	-4	+12	+8	+5	8	4	5	9	3
East South Central	(S)	+8	(S)	(S)	(S)	-	5	-	-	5
West South Central	(S)	-15	+21	(S)	+2	-	3	5	-	3
Mountain	(S)	(S)	(S)	(S)	-1	-	3	-	-	3
Pacific	-2	+5	+9	(S)	+4	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+20	+11	+11	+8	+2	3	2	2	3	1
New England	+7	+1	+2	(S)	(S)	9	3	5	-	2
Middle Atlantic	+22	+14	+14	(S)	-2	8	5	5	-	2
East North Central	+28	+8	+14	+22	+6	6	2	4	6	2
West North Central	+27	+4	+8	+18	+7	8	4	4	9	2
South Atlantic	+12	+5	+11	+1	-3	6	4	5	8	2
East South Central	(S)	+6	-2	(S)	+10	-	3	4	-	3
West South Central	+4	+2	+5	-5	+2	6	2	4	7	1
Mountain	(S)	-10	(S)	(S)	+1	-	2	-	-	3
Pacific	+34	+33	+16	+17	+2	8	4	7	9	2
Tobacco distributors	+11	0	+7	+13	+3	2	1	1	3	1
New England	(S)	-4	+12	(S)	(S)	-	2	6	-	2
Middle Atlantic	+5	+2	+4	-4	+1	5	2	2	7	1
East North Central	+15	+2	+4	+17	+6	7	2	3	6	2
West North Central	+10	+1	+2	(S)	0	9	2	4	-	1
South Atlantic	+23	-7	+18	+27	+5	6	2	2	7	1
East South Central	-16	+1	-1	-22	+1	8	2	4	9	3
West South Central	+3	+5	0	0	+4	9	1	6	9	1
Mountain	(S)	(S)	+12	(S)	(S)	-	3	7	-	1
Pacific	+17	+1	+8	+17	+2	7	1	2	9	3
Dry goods, apparel wholesalers	+16	+4	+11	(S)	(S)	5	2	3	8	1
Middle Atlantic	+13	+2	+10	(S)	(S)	6	2	3	7	1
East North Central	(S)	+13	+25	(S)	(S)	-	6	5	9	2
East South Central	+71	+3	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+16	(S)	(S)	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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 Office of Management and Budget, Executive Office of the President, as "establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers 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-cary 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 Bureau of Economic Analysis, has adjusted to 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 trends 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 Economic Analysis. Table 9 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972										
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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]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, durggists' 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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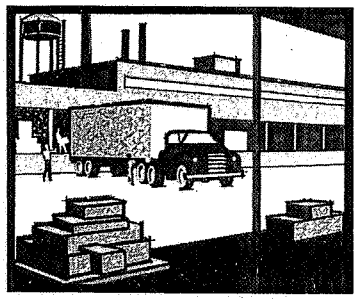


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: January 1973

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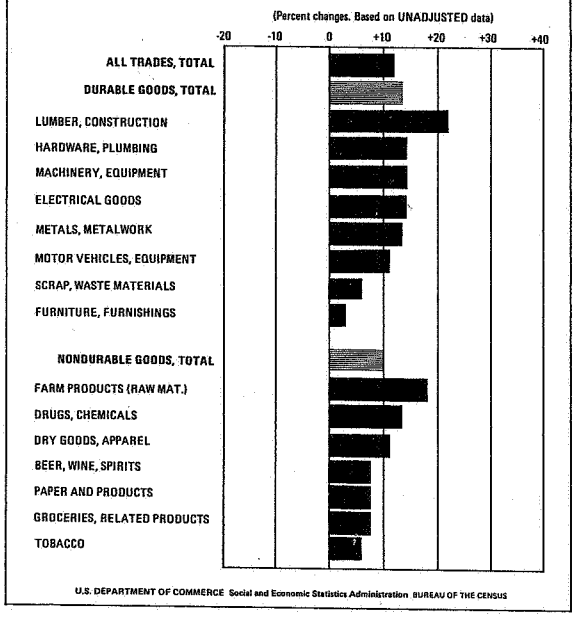
November 1972

Sales–November 1972 sales of merchant wholesalers were estimated at $27.1 billon. After adjustment for seasonal variations and trading day differences, but not for price changes, November sales were $26.1 billion, up 1 percent from last month and 15 percent above November 1971. Adjusted September-through-November average sales were 5 percent above the June-through-August period and were 14 percent above the average for the comparable months a year ago.

After adjustment, November sales in the durable goods trades increased 1 percent from the previous month and were 14 percent above November 1971. Nondurable goods sales were up 2 percent above the previous month, and were 16 percent above the same month a year ago. Average monthly sales in the durable goods group during the September-through-November period were 5 percent above the prior 3 months and 15 percent above the comparable period a year ago. Three month's average sales for the nondurable goods group were 5 percent above the average for the June-through-August period, and were 14 percent above the average for the same period a year ago.

By trade group, comparisons with previous months sales levels reflected mixed trends with 9 trade groups showing gains; 6 indicating declines; and 2 no change. The larger increases were reported in furniture, home furnishings (6%); scrap, waste material (6%); electrical goods (5%); and beer, wine, and spirits (5%). The larger decreases were noted in motor vehicles, automotive equipment (-5%); and metals, metalwork (-5%). Compared with sales a year ago, all trade groups showed increases. The larger gains being reported in farm products, raw materials (45%); lumber, construction materials (28%); and jewelry (25%).

Sales of Merchant Wholesalers in Selected Kinds of Business 11 Months 1972 Compared With 11 Months 1971



Inventories–Total inventories of merchant wholesalers were valued at $31.6 billion at the end of November. After adjustment for seasonal variations, November inventories were up 0.7 percent from last month and were 11 percent above November 1971. Durable goods stocks were up 2 percent from last month and were 10 percent above November 1971. Nondurable goods stocks decreased 1 percent during November but were 11 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, 6 indicating declines, and 1 no change. The largest increase was noted in lumber, construction materials (4%), while the larger declines were shown in farm products, raw materials (-5%); groceries and related products (-2 %); and drugs, chemicals (-2%). Changes from year-ago levels were more substantial, with all trade groups showing increases. Among the sharper increases were farm products, raw materials (25%); hardware, plumbing, heating equipment (15%); and lumber, construction materials (14%).

Stock-Sales Ratio–The November stock sales ratio for merchant wholesalers, based on adjusted data, was 120 percent virtually unchanged from the previous month but 4 points below the ratio for November 1971. The stock sales ratio for durable goods was 154 percent, down 2 points from the previous month, and 6 points below the November 1971 ratio. The ratio for nondurable goods was 90 percent, 3 points below both the October and November 1971 ratios.

An advance release of November 1972 data was issued on January 10, 1973

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Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

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

Kind of business	1972											1971		Total 11 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.	1972	1971
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,823	27,090	23,356	23,654	272,050	243,703
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,144	25,133	24,014	24,990	24,948	21,844	22,088	255,277	229,527
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,604	12,228	10,666	10,478	126,818	111,942
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,410	2,352	2,186	2,419	2,307	2,353	2,160	2,159	2,066	24,879	22,439
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,218	1,305	1,201	1,278	1,181	1,159	1,004	13,118	11,863
Automotive equipment	904	923	1,045	988	1,074	1,100	1,045	1,119	1,031	1,105	1,031	1,003	884	11,364	10,250
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,564	1,708	1,690	1,805	1,872	1,581	1,554	17,388	15,245
Electrical supplies, apparatus	569	613	671	645	700	742	703	761	740	805	773	677	664	7,723	6,691
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	947	950	1,000	1,098	905	890	9,665	8,556
Appliances, TV, radio sets	534	529	591	506	533	577	595	646	639	679	745	625	612	6,574	5,931
Furniture, home furnishings, total	414	452	558	494	509	532	493	562	552	599	594	525	498	5,760	5,597
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	166	159	172	(S)	(S)	(S)	1,729	1,466
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	346	396	393	427	423	382	339	4,031	4,131
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,275	1,170	1,248	1,212	1,042	964	12,424	10,850
Hardware	356	386	427	397	437	453	404	468	426	459	466	395	361	4,679	4,059
General-line hardware	202	219	242	228	242	258	227	272	239	256	263	227	202	2,649	2,325
Plumbing and heating equip., supplies	462	463	520	506	560	583	548	(S)	592	636	608	520	484	6,102	5,349
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	172	183	152	153	139	127	118	1,642	1,442
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,305	1,542	1,427	1,532	1,486	1,171	1,085	14,605	11,918
Lumber, millwork	678	663	803	772	888	907	844	974	928	992	952	743	701	9,402	7,511
Construction materials	373	363	407	436	495	527	462	568	499	540	534	429	384	5,203	4,406
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	3,075	3,059	3,101	3,023	2,614	2,799	32,091	28,244
Construction machinery, equipment	373	421	509	501	538	549	511	558	539	543	511	447	463	5,593	4,867
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,307	1,432	1,435	1,442	1,436	1,236	1,358	15,158	13,115
Professional equipment, supplies	344	384	433	373	412	434	390	419	420	448	420	377	411	4,477	4,148
Service-establishment equipment, supplies	155	(S)	180	175	178	186	170	188	172	181	182	174	172	1,938	1,819
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,086	1,319	1,227	1,239	1,169	1,000	939	12,849	11,396
Iron, steel, and products	778	776	922	906	991	963	837	1,042	957	977	896	770	726	10,044	8,512
Nonferrous metals	229	212	270	235	266	263	248	277	270	262	274	229	213	2,805	2,901
Scrap, waste materials, total	369	390	457	441	454	473	387	446	443	466	446	364	363	4,773	4,519
Iron, steel scrap	210	234	277	268	271	290	236	274	276	285	269	212	210	2,889	2,705
Waste materials	159	156	181	173	184	183	151	172	167	181	176	151	153	1,884	1,814
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,219	14,862	12,690	13,176	145,232	131,761
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,059	12,581	11,922	12,386	12,720	11,178	11,610	128,458	117,595
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,766	5,140	4,820	4,940	5,079	4,637	4,766	52,932	48,859
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,909	2,073	1,891	1,962	2,032	1,904	1,913	21,136	19,594
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,218	1,340	1,306	1,313	1,366	1,220	1,260	13,911	13,065
Confectionery	85	92	100	89	101	99	89	99	103	114	109	96	94	1,081	1,023
Meat, meat products	896	849	977	874	991	941	928	992	952	977	962	850	917	10,339	9,334
Poultry, poultry products	200	193	219	191	215	221	214	234	216	223	239	203	219	2,365	2,056
Fresh fruits, vegetables	340	333	359	343	408	434	408	401	350	352	371	365	363	4,100	3,771
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,174	1,315	1,235	1,296	1,434	1,273	1,528	13,507	12,543
Beer	432	461	536	499	646	668	629	678	574	547	554	501	531	6,224	5,707
Wine, distilled spirits	552	568	722	589	668	712	545	637	661	749	880	772	996	7,283	6,836
Drugs, chemicals, allied products, total	897	893	997	924	975	996	896	1,041	1,006	1,082	1,023	914	919	10,729	9,477
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	511	598	602	663	618	551	566	6,212	5,584
General-line drugs	243	229	245	220	240	234	234	263	252	264	250	242	241	2,673	2,522
Paints, varnishes	39	40	48	48	52	53	51	58	52	51	46	44	39	538	483
Other chemicals, allied products	328	336	379	362	380	395	335	385	352	368	359	323	314	3,979	3,443
Tobacco, tobacco products	522	509	567	526	612	602	574	613	597	579	590	544	586	6,291	5,911
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	994	1,352	1,188	1,219	1,147	1,040	971	12,037	10,829
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	547	(S)	(S)	5,757	5,213
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	418	421	(S)	(S)	(S)	4,470	3,938
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	612	738	697	733	729	640	644	7,490	6,955
Paper	476	479	538	498	548	524	467	566	527	555	540	475	481	5,716	5,354
Stationery, office supplies	151	150	160	149	153	157	145	173	170	178	189	164	164	1,774	1,601
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,347	1,521	1,541	1,833	2,142	1,512	1,566	16,774	14,175
Grain	936	894	970	896	1,104	962	997	1,127	1,127	1,302	1,625	1,034	1,015	11,939	9,992
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,043	2,382	2,379	2,537	2,718	2,130	2,196	25,472	23,026
Books, magazines, newspapers	142	143	164	143	153	159	168	175	171	179	184	160	159	1,763	1,624

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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.
[2]The automotive group is subject to a high sampling variability of 7 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972											1971	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,901	29,868	30,367	31,255	31,631	28,493	28,828
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,714	28,466	28,694	29,172	29,293	26,706	26,956
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,332	18,098	18,166	18,250	18,461	16,759	16,987
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,842	3,697	3,832	3,803	3,856	3,424	3,632
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,235	2,204	2,261	2,274	2,282	2,068	2,094
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,604	2,523	2,615	2,683	2,622	2,457	2,354
Electrical supplies, apparatus	932	925	944	951	999	979	988	975	1,007	1,034	1,041	940	916
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,616	1,548	1,608	1,650	1,581	1,517	1,438
Furniture, home furnishings, total	699	717	744	740	739	761	793	784	766	771	775	727	728
Home furnishings, floor coverings	530	551	575	565	561	577	614	599	578	587	588	558	558
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,940	1,880	1,898	1,955	1,965	1,703	1,683
Hardware	726	740	759	755	769	789	772	743	755	772	767	670	672
Plumbing and heating equipment, supplies	837	887	901	903	933	962	946	922	928	966	979	850	825
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,207	1,199	1,173	1,181	1,195	1,040	1,039
Lumber, millwork	696	726	762	782	781	795	772	756	733	730	750	668	662
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,127	5,147	5,105	5,107	5,238	4,777	4,851
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,479	1,522	1,454	1,431	1,491	1,298	1,345
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,031	2,044	2,080	2,049	2,110	1,941	1,999
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,079	2,146	2,035	1,972	2,033	1,935	2,016
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,664	1,761	1,689	1,631	1,695	1,626	1,693
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,569	11,769	12,201	13,005	13,170	11,733	11,841
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,382	10,367	10,528	10,922	10,832	9,947	9,969
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,651	2,674	2,798	2,889	2,865	2,559	2,537
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,301	1,309	1,366	1,405	1,395	1,321	1,311
Specialty-line groceries	858	833	866	813	902	893	912	923	965	997	981	814	814
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,294	1,241	1,290	1,409	1,399	1,311	1,172
Beer	302	299	327	365	360	347	349	328	324	336	313	297	270
Wine, distilled spirits	949	940	912	918	998	1,025	945	913	967	1,073	1,086	1,014	902
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,243	1,254	1,265	1,299	1,274	1,181	1,190
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	842	856	883	901	871	826	821
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	700	696	710	712	715	660	663
Paper	467	459	469	472	480	473	475	473	487	486	492	450	450

See footnotes below table 3.

Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

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

Kind of business	1972											1971	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	112	119	116	117	122	122
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	113	120	117	117	122	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	165	144	150	145	151	157	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	153	166	162	178	159	176
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	169	188	178	193	178	208
Electrical goods, total	175	172	162	177	171	160	166	148	155	149	140	155	151
Electrical supplies, apparatus	164	151	140	147	143	132	140	128	136	128	135	139	138
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	188	164	169	165	144	168	161
Furniture, home furnishings, total	169	159	133	150	145	143	161	140	139	129	130	139	146
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	177	151	147	138	139	146	164
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	172	147	162	157	162	164	175
Hardware	204	192	178	190	176	174	191	159	177	168	164	170	186
Plumbing and heating equipment, supplies	181	192	173	178	167	165	173	(S)	157	152	161	163	170
Lumber, construction materials, total	102	110	97	100	89	87	92	78	82	77	80	89	96
Lumber, millwork	103	110	95	101	88	88	92	78	79	74	79	90	94
Machinery, equipment, supplies, total	202	186	164	177	164	162	183	167	167	165	173	183	173
Construction machinery, equipment	363	328	255	287	271	262	289	273	270	264	292	291	290
Industrial machinery, equipment, supplies	168	151	137	147	136	139	155	143	145	142	147	157	147
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	163	166	159	174	194	215
Iron, steel, and products	204	200	173	180	161	164	199	169	176	167	189	211	233
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	83	91	91	89	92	90
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	82	88	88	85	89	86
Groceries and related products, total	57	57	55	57	53	53	56	52	58	58	56	55	53
General-line groceries	72	73	70	74	65	67	68	63	72	72	69	69	68
Specialty-line groceries	73	69	69	70	71	68	75	69	74	76	72	67	64
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	110	94	104	109	98	103	77
Beer	70	65	61	73	56	52	55	48	56	61	56	59	51
Wine, distilled spirits	172	166	126	156	149	144	173	143	146	143	123	131	90
Drugs, chemicals, allied products, total	134	139	123	132	127	124	139	120	126	120	124	129	129
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	165	143	147	136	141	150	145
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	114	94	102	97	98	103	103
Paper	98	96	87	95	88	90	102	84	92	88	91	95	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: 1971 and 1972

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

Kind of business	1972											1971	
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,394	25,137	25,407	25,779	26,148	22,739	22,994
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,889	23,621	23,754	24,051	24,354	21,505	21,573
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,326	11,802	11,918	12,016	12,081	10,583	10,629
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,124	2,310	2,388	2,298	2,193	2,190	2,207
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,588	1,607	1,622	1,645	1,732	1,469	1,452
Furniture, home furnishings	517	503	521	516	500	515	533	512	536	521	550	484	498
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,163	1,128	1,173	1,182	1,030	1,031
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,283	1,354	1,342	1,409	1,480	1,159	1,190
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,965	2,993	3,076	3,091	2,695	2,747
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,136	1,236	1,229	1,238	1,181	1,015	967
Scrap, waste materials	401	394	426	418	404	456	413	446	480	433	459	371	374
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,068	13,335	13,489	13,763	14,067	12,156	12,365
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,563	11,819	11,836	12,035	12,273	10,922	10,944
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,757	4,863	4,849	4,883	4,915	4,936	4,582	4,645
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,215	1,190	1,239	1,269	1,330	1,202	1,192
Drugs, chemicals, allied products	942	921	948	959	951	989	959	991	1,012	1,027	1,016	910	888
Tobacco, tobacco products	582	554	564	567	577	567	585	566	585	582	586	546	532
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,082	1,198	1,100	1,116	1,088	991	1,045
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	653	690	687	710	699	623	622
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,505	1,516	1,653	1,728	1,794	1,234	1,421
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,206	2,335	2,330	2,416	2,618	2,068	2,020
Inventories ADJUSTED for seasonal variations													
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,056	30,164	30,657	31,032	31,253	28,237	28,916
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,569	28,427	28,592	28,936	29,258	26,647	27,359
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,182	17,984	18,239	18,296	18,618	16,899	17,254
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,804	3,769	3,926	3,853	3,852	3,397	3,596
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,599	2,528	2,569	2,610	2,593	2,447	2,437
Furniture, home furnishings	732	734	734	736	743	742	777	768	771	757	781	724	738
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,921	1,893	1,921	1,991	2,034	1,765	1,755
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,212	1,198	1,173	1,200	1,243	1,095	1,083
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,036	5,056	5,126	5,148	5,286	4,816	4,965
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,087	2,061	2,027	1,996	2,060	1,962	1,969
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,874	12,180	12,418	12,736	12,635	11,338	11,662
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,387	10,443	10,353	10,640	10,640	9,748	10,105
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,686	2,751	2,795	2,855	2,798	2,499	2,514
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,334	1,289	1,230	1,288	1,322	1,220	1,236
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,238	1,251	1,255	1,269	1,242	1,147	1,194
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	670	698	706	724	715	657	658
Stock-sales ratios based on ADJUSTED data													
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	120	121	120	120	124	126
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	120	120	120	120	124	127
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	152	153	152	154	160	162
Motor vehicles, automotive equipment	161	175	154	165	173	174	179	163	164	168	176	155	163
Electrical goods	156	164	165	161	161	166	164	157	158	159	150	167	168
Furniture, home furnishings	142	146	141	143	149	144	146	150	144	145	142	150	148
Hardware, plumbing, heating equipment	160	173	170	169	168	175	172	163	170	170	172	171	170
Lumber, construction materials	81	95	95	96	93	92	94	88	87	85	84	94	91
Machinery, equipment, supplies	181	179	176	171	174	173	171	171	171	167	171	179	181
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	167	165	161	174	193	204
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	91	92	93	90	93	94
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	88	87	88	87	89	92
Groceries and related products	54	54	57	54	56	56	55	57	57	58	57	55	54
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	110	108	99	101	99	101	104
Drugs, chemicals, allied products	131	137	129	128	132	125	129	126	124	124	122	126	134
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	103	101	103	102	102	105	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.

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

Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1966-1972 (Seasonally Adjusted)

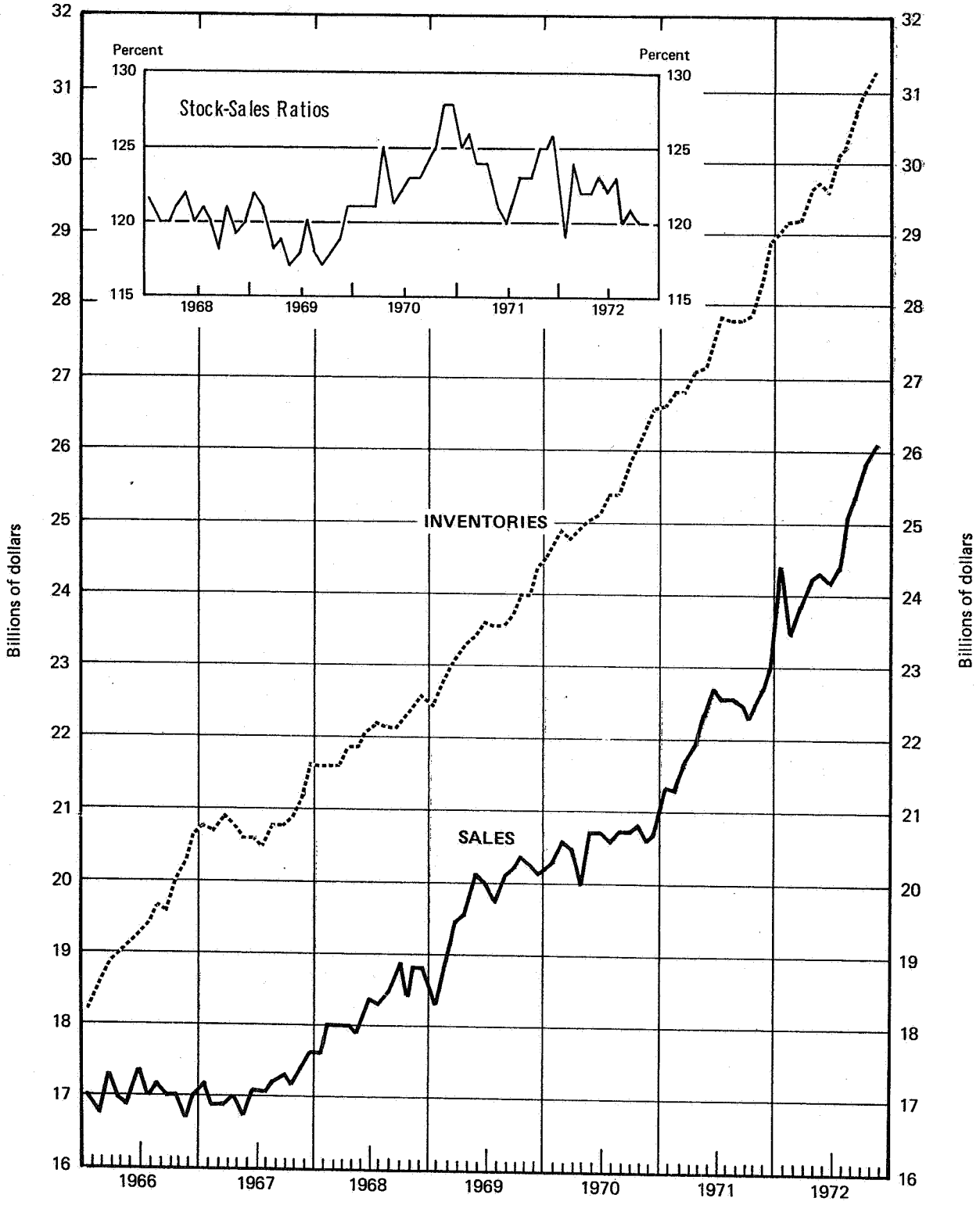


Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: November 1972

Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	November 1972 from--		11 months 1972 from 11 months 1971	November 1972 from--		November 1972 from--		November 1972 from--	
	November 1971	October 1972		November 1971	October 1972	November 1971	October 1972	November 1971	October 1972
MERCHANT WHOLESALERS, TOTAL	+16	+1	+12	+11	+1	+15	+1	+11	+1
TOTAL (excluding farm products, raw materials)	+14	0	+11	+10	0	+13	+1	+10	+1
DURABLE GOODS, TOTAL	+15	-3	+13	+10	0	+14	+1	+10	+2
Motor vehicles, automotive equipment, total	0	-8	+11	+12	+1	0	-5	+13	0
Automobiles, other motor vehicles	-2	-9	+11	+16	+3	-	-	-	-
Automotive equipment, tires, tubes	+2	-8	+10	+10	0	-	-	-	-
Automotive equipment	+3	-7	+11	+8	0	-	-	-	-
Electrical goods, total	+18	+4	+14	+7	-2	+18	+5	+6	-1
Electrical supplies, apparatus	+14	-4	+15	+11	+1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+21	+10	+13	+4	-4	-	-	-	-
Appliances, TV, radio sets	+19	+10	+11	+4	-4	-	-	-	-
Furniture, home furnishings, total	+13	-1	+3	+7	0	+14	+6	+8	+3
Furniture-household, office	+20	0	+18	+11	+2	-	-	-	-
Household furniture	+17	-2	+14	+22	+5	-	-	-	-
Office furniture	+23	+1	+21	-2	-2	-	-	-	-
Home furnishings, floor coverings	+11	-1	(S)	+5	0	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+16	-3	+14	+15	0	+15	+1	+15	+2
Hardware	+18	+1	+15	+14	-1	-	-	-	-
General-line hardware	+16	+3	+14	+15	0	-	-	-	-
Plumbing and heating equipment, supplies	+17	-4	+14	+15	+1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+10	-9	+14	+19	+1	-	-	-	-
Lumber, construction materials, total	+27	-3	+22	+15	+1	+28	+5	+14	+4
Lumber, millwork	+28	-4	+25	+12	+3	-	-	-	-
Construction materials	+24	-1	+18	+20	-1	-	-	-	-
Machinery, equipment, supplies, total	+16	-3	+14	+10	+2	+15	0	+10	+3
Commercial machines, equipment	+19	-1	+15	+13	+4	-	-	-	-
Construction machinery, equipment	+14	-6	+15	+15	+4	-	-	-	-
Industrial machinery, equipment, supplies	+16	0	+16	+9	+3	-	-	-	-
Professional equipment, supplies	+11	-6	+8	+5	0	-	-	-	-
Surgical, medical, hospital supplies	+10	-5	+7	+9	+2	-	-	-	-
Service-establishment equipment, supplies	+5	+1	+6	-3	-3	-	-	-	-
Metals, metalwork (except scrap), total	+17	-6	+13	+5	+3	+16	-5	+5	+3
Iron, steel, and products	+16	-8	+18	+4	+4	-	-	-	-
Nonferrous metals	+19	+4	-3	+9	-1	-	-	-	-
Scrap, waste materials, total[2]	+22	-4	+6	+7	+2	+24	+6	+7	+3
Iron, steel scrap	+27	-6	+7	+18	+5	-	-	-	-
Waste materials	+16	-3	+4	-10	-2	-	-	-	-
Jewelry	+26	+2	+20	(S)	(S)	+25	-4	(S)	(S)
NONDURABLE GOODS, TOTAL	+17	+4	+10	+12	+1	+16	+2	+11	-1
TOTAL (excluding farm products, raw materials)	+14	+3	+9	+9	-1	+12	+2	+9	0
Groceries and related products, total	+10	+3	+8	+12	-1	+8	0	+12	-2
General-line groceries	+7	+4	+8	+6	-1	-	-	-	-
Voluntary groups	+8	+4	+11	+6	0	-	-	-	-
Retailer cooperatives	+7	+4	+8	+8	0	-	-	-	-
Nonaffiliated	+5	+2	+2	+4	-1	-	-	-	-
Specialty-line groceries	+12	+4	+6	+21	-2	-	-	-	-
Confectionery	+14	-4	+6	+12	0	-	-	-	-
Meats, meat products	+13	-2	+11	+19	+3	-	-	-	-
Poultry, poultry products	+18	+7	+15	+9	-5	-	-	-	-
Fresh fruits, vegetables	+2	+5	+9	+12	0	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	+13	+11	+8	+7	-1	+11	+5	+8	+3
Beer	+10	+1	+9	+5	-1	-	-	-	-
Wine, distilled spirits	+14	+17	+6	+7	+1	-	-	-	-
Drugs, chemicals, allied products, total	+12	-6	+13	+8	-2	+12	-1	+8	-2
Drugs, drug proprietaries, druggists' sundries	+12	-7	+11	+5	-3	-	-	-	-
General-line drugs	+3	-5	+6	0	-3	-	-	-	-
Paints, varnishes	+4	-11	+11	+5	-2	-	-	-	-
Other chemicals, allied products	+11	-2	+16	+16	+2	-	-	-	-
Tobacco, tobacco products	+8	+2	+6	+9	+1	+7	+1	+9	-1
Dry goods, apparel, total	+10	-6	+11	(S)	(S)	+10	-3	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+12	-11	+10	(S)	(S)	-	-	-	-
Dry goods, notions	+5	+1	+14	(S)	(S)	-	-	-	-
Piece goods converters	+21	0	+8	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+14	-1	+8	+8	0	+11	-1	+9	-1
Paper	+14	-3	+7	+9	+1	-	-	-	-
Stationery, office supplies	+15	+6	+11	+6	-2	-	-	-	-
Farm products (raw materials), total[2]	+42	+17	+18	+31	+12	+45	+4	+25	-5
Cotton	-2	+41	+3	+15	+47	-	-	-	-
Grain	+57	+25	+19	+76	+8	-	-	-	-
Other nondurable goods, total	+28	+7	+11	+10	0	+27	+8	+9	+1
Amusement, sporting goods	+33	+25	+15	+15	0	-	-	-	-
Books, magazines, newspapers	+18	+2	+10	-7	-1	-	-	-	-
Coal	+36	+14	-24	(S)	(S)	-	-	-	-
Farm supplies	+22	-6	+9	+14	+1	-	-	-	-

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

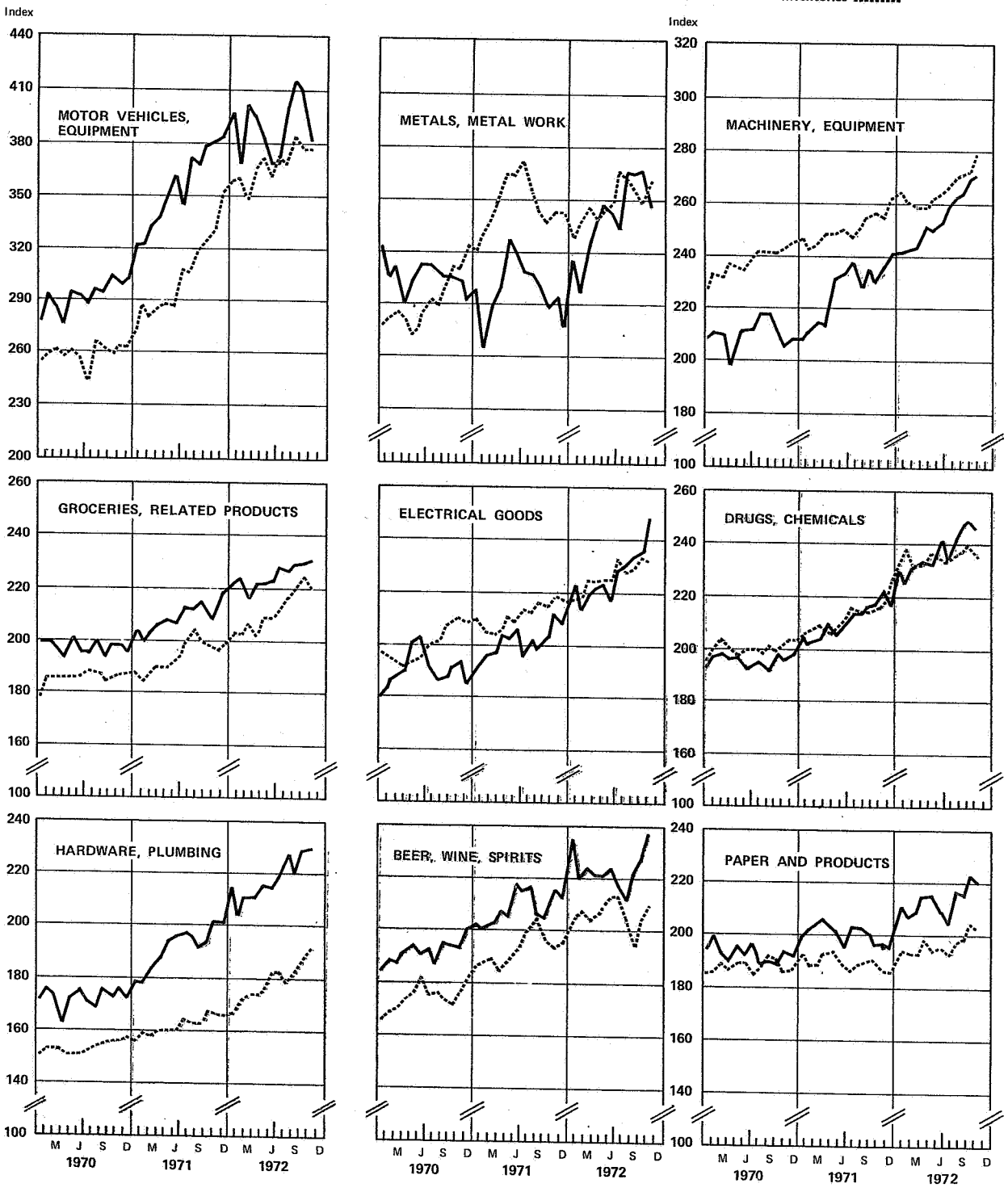
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——— Inventories - - - - - -



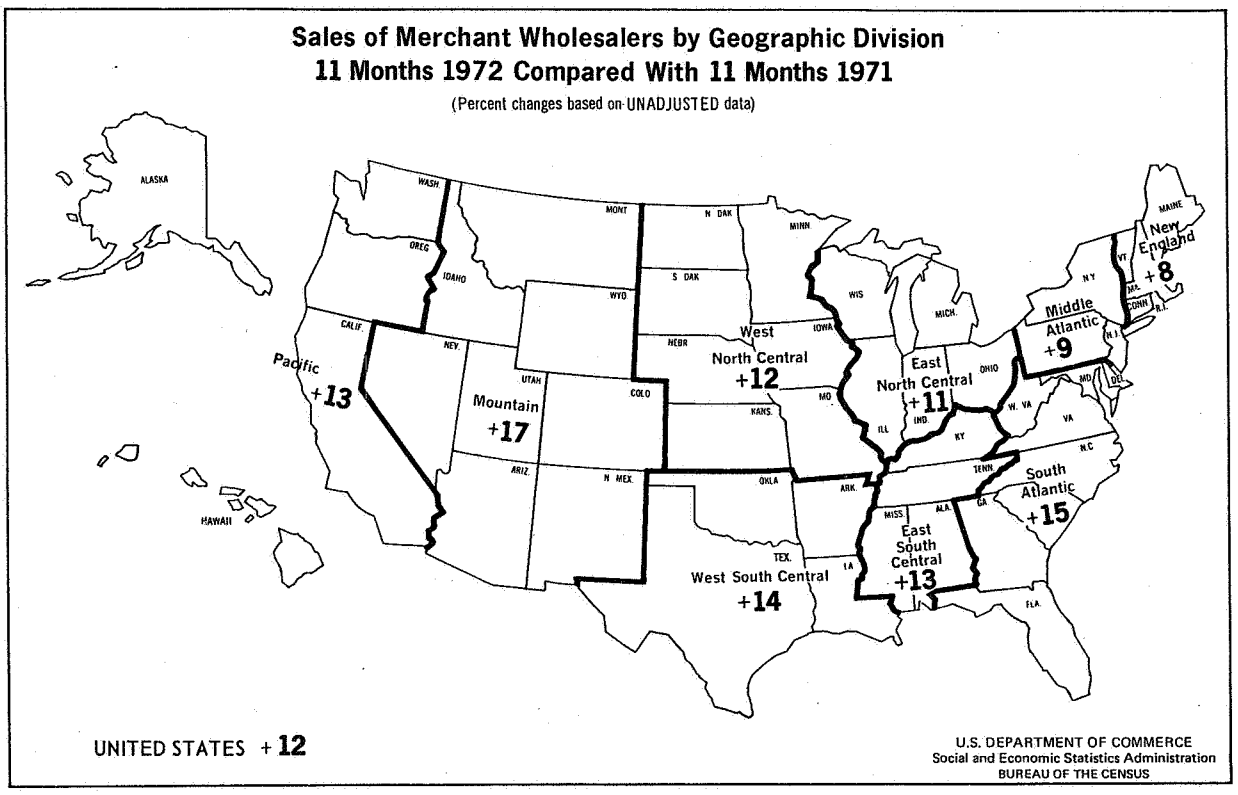


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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	1972											1971		Total 11 months		Sampling error of the estimate	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.[1]	Nov.	Dec.	1972	1971	Range	Median
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,823	27,090	23,356	23,654	272,050	243,703	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,148	1,290	1,158	1,205	1,243	1,132	1,148	12,848	11,875	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,111	7,036	6,915	7,217	7,371	6,137	6,298	72,415	66,387	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,226	4,776	4,510	4,732	4,744	4,194	4,198	48,494	43,782	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,981	2,279	2,108	2,246	2,347	1,896	1,921	22,328	19,930	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,545	2,863	2,644	2,920	2,945	2,482	2,517	29,390	25,556	2-3	3
East South Central	1,263	1,214	1,353	1,286	1,392	1,388	1,278	1,423	1,420	1,509	1,505	1,321	1,373	15,011	13,224	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,086	2,359	2,220	2,314	2,202	1,936	2,011	23,926	21,068	2-5	3
Mountain	683	695	804	738	814	832	815	894	852	847	846	707	719	8,819	7,529	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,302	3,734	3,727	3,835	3,890	3,551	3,470	38,820	34,290	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,604	12,228	10,666	10,478	126,818	111,942	1.3-1.6	1.5
New England	453	466	521	504	533	554	490	584	530	580	587	486	481	5,802	5,092	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,585	2,831	2,788	3,005	2,921	2,488	2,470	29,618	27,049	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	2,049	2,322	2,240	2,362	2,269	2,000	1,948	23,526	21,234	2-5	3
West North Central	627	624	715	713	780	795	747	858	799	861	831	706	678	8,350	7,378	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,299	1,511	1,407	1,472	1,445	1,230	1,230	15,092	12,950	3-6	4
East South Central	470	463	543	541	560	614	539	622	603	627	579	507	507	6,161	5,553	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,134	1,271	1,194	1,220	1,128	990	977	12,691	10,768	2-5	3
Mountain	334	352	420	395	425	451	443	485	468	464	453	352	349	4,691	3,762	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,800	2,069	2,062	2,014	2,015	1,907	1,837	20,888	18,103	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,219	14,862	12,690	13,176	145,232	131,761	1.2-1.5	1.2
New England	568	563	662	607	682	691	658	706	627	625	656	646	667	7,045	6,783	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	4,205	4,127	4,212	4,449	3,649	3,829	42,798	39,342	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,177	2,454	2,269	2,370	2,474	2,195	2,249	24,867	22,552	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,234	1,421	1,308	1,385	1,516	1,189	1,243	13,978	12,551	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,246	1,352	1,237	1,448	1,500	1,252	1,287	14,298	12,605	3-5	4
East South Central	793	751	810	726	831	774	740	801	817	882	926	814	866	8,851	7,672	4-6	5
West South Central	973	1,013	1,013	937	1,055	1,011	952	1,088	1,026	1,094	1,074	947	1,033	11,235	10,390	4-6	4
Mountain	349	342	384	343	388	381	372	409	384	383	392	355	370	4,128	3,767	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,502	1,665	1,665	1,821	1,874	1,643	1,633	17,932	16,187	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 1972

(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 1972 from--		11 months 1972 from 11 months 1971	November 1972 from--						
	November 1971	October 1972		November 1971	October 1972					
	A	B	C	D	E	A	B	C	D	E
MERCHANT WHOLESALERS, TOTAL	+16	+1	+12	+11	+1	0.9	0.4	0.5	0.8	0.2
New England	+10	+3	+8	+5	0	4.4	1.5	2.3	3.6	0.4
Middle Atlantic	+20	+2	+9	+7	0	1.4	0.8	0.8	1.5	0.6
East North Central	+13	0	+11	+11	+1	2.1	1.1	1.5	1.5	0.6
West North Central	+24	+4	+12	+15	+1	3.2	1.6	1.8	3.1	0.8
South Atlantic	+19	+1	+15	+14	+2	2.2	1.0	1.1	1.7	0.7
East South Central	+14	0	+13	+3	+4	3.4	1.6	1.9	2.2	0.7
West South Central	+14	-5	+14	+19	+2	2.3	1.2	1.8	2.7	0.6
Mountain	+20	0	+17	+14	0	4.4	2.6	2.6	4.6	1.0
Pacific	+10	+1	+13	+13	+2	3.6	1.5	1.4	3.3	0.8
Durable goods, total	+15	-3	+13	+10	0	1.4	0.7	0.7	1.0	0.3
New England	+21	+1	+14	+6	0	7.7	2.7	3.2	3.7	0.9
Middle Atlantic	+17	-3	+10	+6	+1	2.7	1.3	1.5	1.9	0.8
East North Central	+13	-4	+11	+8	0	3.1	1.6	2.9	1.9	0.9
West North Central	+18	-4	+13	+7	+1	3.9	2.5	1.3	3.8	0.7
South Atlantic	+17	-2	+16	+18	+2	3.1	1.6	2.0	2.5	0.8
East South Central	+14	-8	+11	+10	0	4.4	2.5	2.9	3.5	0.8
West South Central	+14	-8	+17	+13	+1	3.4	1.4	2.8	3.4	0.7
Mountain	+29	-2	+25	+13	0	6.8	4.4	3.5	5.8	1.2
Pacific	+6	0	+15	+13	+3	6.7	2.0	1.4	3.1	1.5
Nondurable goods, total	+17	+4	+10	+12	+1	1.3	0.6	1.0	1.3	0.3
New England	+2	+5	+4	+4	+1	5.0	1.9	3.4	6.5	1.6
Middle Atlantic	+22	+6	+9	+7	-2	1.7	1.1	1.1	3.6	0.6
East North Central	+13	+4	+11	+17	+2	2.6	1.4	1.5	2.4	0.6
West North Central	+27	+9	+11	+23	+1	3.9	1.7	2.7	5.4	1.3
South Atlantic	+20	+4	+13	+8	+1	2.7	1.4	1.3	2.3	0.8
East South Central	+14	+5	+15	-4	+8	4.0	1.5	2.2	2.6	0.9
West South Central	+13	-2	+9	+29	+4	3.2	1.8	1.9	3.5	1.0
Mountain	+10	+2	+10	+19	+1	5.0	1.9	2.5	6.7	1.9
Pacific	+14	+3	+11	+15	+2	3.2	1.4	1.9	5.1	1.6
Automotive equipment, tire, tubes	+2	-8	+10	+10	0	3	2	3	3	1
New England	(S)	-8	+6	(S)	(S)	-	4	9	-	1
Middle Atlantic	+11	-5	+7	+8	+2	9	5	7	8	1
East North Central	-4	-8	+9	0	+1	8	3	4	7	1
West North Central	-5	-9	+8	0	0	9	4	5	9	2
South Atlantic	+15	-1	+9	+28	-1	8	3	6	6	3
East South Central	(S)	-7	+5	+5	+1	-	4	6	9	3
West South Central	0	-24	+17	+13	-1	9	4	5	8	1
Mountain	(S)	-7	+20	(S)	+1	-	6	9	-	2
Pacific	+6	-4	+15	+22	-1	9	3	9	9	2
Electrical supplies, apparatus	+14	-4	+15	+11	+1	3	1	2	2	1
New England	(S)	-2	+17	(S)	-2	-	3	5	-	1
Middle Atlantic	+17	-5	+8	+24	0	7	4	6	6	1
East North Central	+20	+3	+18	+8	-1	6	2	3	6	1
West North Central	(S)	-6	+7	-1	+2	-	3	6	7	1
South Atlantic	+13	-3	+12	+6	+3	7	3	5	5	1
East South Central	(S)	-10	(S)	(S)	+2	-	4	-	-	2
West South Central	+19	-10	+23	+24	+3	8	3	4	8	1
Mountain	(S)	(S)	+16	(S)	+5	-	2	5	-	1
Pacific	+8	-8	+22	-4	0	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+21	+10	+13	+4	-4	3	2	2	3	1
New England	(S)	+20	(S)	(S)	-4	-	5	-	-	3
Middle Atlantic	+31	+8	+14	+7	-4	7	5	6	8	2
East North Central	+21	+8	+12	+1	-11	8	4	4	7	2
West North Central	(S)	+10	+16	(S)	+8	-	5	7	-	2
South Atlantic	+8	+10	+3	-5	-5	8	3	9	7	2
West South Central	+30	+9	+19	+14	-3	7	2	3	9	2
Mountain	(S)	+16	(S)	(S)	+5	-	3	-	-	3
Pacific	(S)	+12	+15	(S)	-3	-	3	5	-	3
Furniture, home furnishings, total	+13	-1	+3	+7	0	6	2	8	7	1
New England	(S)	0	(S)	(S)	-11	-	5	-	-	4
Middle Atlantic	+10	-4	+8	+2	+1	7	4	5	6	2
East North Central	(S)	-2	(S)	(S)	0	-	4	-	-	2
South Atlantic	(S)	+7	+18	(S)	+2	-	5	7	-	4
East South Central	(S)	-6	+8	(S)	0	-	5	9	-	3
West South Central	+36	-2	+21	(S)	+3	9	6	4	-	2
Mountain	(S)	-6	+29	(S)	-4	-	6	7	-	4
Pacific	+16	+4	+12	+4	0	9	4	5	7	2
Hardware	+18	+1	+15	+14	-1	2	1	1	1	1
New England	(S)	(S)	+6	(S)	(S)	-	6	9	-	2
Middle Atlantic	+20	+4	+17	+17	0	7	4	2	7	1
East North Central	+16	+1	+5	+13	0	5	3	2	5	1
West North Central	+13	0	+18	+6	-2	5	3	3	6	1
South Atlantic	+33	+8	+31	+28	-2	8	3	4	9	2
East South Central	+28	-8	+20	+32	0	6	4	4	6	1
West South Central	(S)	(S)	+14	(S)	(S)	-	3	4	7	1
Mountain	(S)	-8	+13	(S)	+1	-	4	7	-	2
Pacific	+14	+8	+18	+12	-2	8	2	6	6	1
Plumbing and heating equipment, supplies	+17	-4	+14	+15	+1	4	2	2	2	1
New England	(S)	+1	+11	(S)	(S)	-	4	6	-	2
Middle Atlantic	+18	-3	+11	+15	+1	7	4	5	8	1
East North Central	+13	-6	+11	+2	0	7	5	4	5	2

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 1972—Continued

(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 1972 from--		11 months 1972 from 11 months 1971	November 1972 from--						
	November 1971	October 1972		November 1971	October 1972					
	A	B	C	D	E	A	B	C	D	E
Plumbing and heating equipment, supplies--Continued										
West North Central	(S)	-14	+8	+20	-1	-	3	9	8	2
South Atlantic	(S)	+3	+24	+31	+6	-	5	7	8	2
East South Central	(S)	-19	+14	(S)	-2	-	6	7	-	2
West South Central	(S)	-11	+14	+34	+2	-	6	5	9	3
Pacific	(S)	(S)	+13	+20	-1	9	4	4	7	2
Lumber, construction materials, total	+27	-3	+22	+15	+1	3	2	2	3	1
New England	(S)	+12	+22	(S)	-1	-	4	6	-	4
Middle Atlantic	+3	-10	+12	+7	0	8	4	4	7	2
East North Central	+12	-8	+19	+10	0	8	3	4	6	2
West North Central	+17	-8	+23	+7	-2	9	5	5	8	2
South Atlantic	+16	+2	+24	(S)	+4	9	3	4	-	3
East South Central	(S)	-6	+33	(S)	(S)	-	5	6	-	2
West South Central	(S)	(S)	+36	(S)	-3	-	4	8	-	2
Pacific	+60	+2	+29	(S)	+6	7	5	5	-	4
Industrial machinery, equipment supplies distribution	+16	0	+16	+9	+3	4	3	2	4	1
Middle Atlantic	(S)	+4	(S)	+8	+4	-	5	-	7	3
East North Central	(S)	-4	(S)	+2	+1	-	5	-	8	2
South Atlantic	(S)	-1	+11	+13	+4	-	5	6	8	2
West South Central	(S)	0	(S)	+44	+3	-	5	-	7	2
Pacific	+14	-2	+19	+4	+2	9	6	9	6	2
General-line grocery wholesalers	+7	+4	+8	+6	-1	1	1	1	2	1
New England	(S)	+1	+21	(S)	-4	-	3	3	-	2
Middle Atlantic	+5	+6	+4	+8	-1	5	1	3	7	2
East North Central	+12	0	+11	+14	-1	4	1	2	4	1
West North Central	+16	+4	+10	+10	-3	4	1	3	5	1
South Atlantic	-11	-1	+6	-2	+5	8	2	3	7	2
East South Central	+6	+3	+8	+1	0	7	2	2	9	1
West South Central	+22	+9	+8	+11	-4	6	2	3	7	1
Mountain	+9	+4	+11	+3	+1	5	2	2	6	1
Pacific	+4	+5	+4	+4	-2	5	1	1	5	1
Specialty-line grocery wholesalers	+12	+4	+6	+21	-2	4	2	2	4	1
Middle Atlantic	+19	+9	+3	+36	-3	5	2	4	5	3
East North Central	+8	+2	+8	(S)	-2	8	3	5	-	4
West North Central	(S)	+3	+8	-3	-4	-	2	7	9	1
South Atlantic	+36	+12	+15	-2	-6	8	3	4	8	2
East South Central	(S)	0	(S)	(S)	+2	-	2	-	-	4
West South Central	(S)	+1	-3	(S)	-7	-	6	8	-	3
Mountain	(S)	0	(S)	(S)	-9	-	5	-	-	4
Pacific	(S)	-4	+8	(S)	+10	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+2	+5	+9	+12	0	3	2	2	4	1
New England	(S)	+9	+17	(S)	(S)	-	6	9	-	-
Middle Atlantic	-7	+10	+3	(S)	+11	8	4	4	-	4
East North Central	0	+6	+7	+30	-4	8	3	3	7	3
West North Central	(S)	+6	-1	-7	-5	-	3	5	8	3
South Atlantic	+12	+5	+12	+2	+1	8	4	5	9	3
East South Central	(S)	+12	(S)	(S)	(S)	-	5	-	-	5
West South Central	(S)	+4	+18	(S)	+4	-	3	5	-	3
Mountain	(S)	+8	(S)	(S)	+2	-	3	-	-	3
Pacific	-3	-2	+7	(S)	-4	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+12	-7	+11	+5	-3	3	2	2	3	1
New England	-9	-6	+1	(S)	+1	9	3	5	-	2
Middle Atlantic	+17	-15	+14	(S)	-2	8	5	5	-	2
East North Central	+17	0	+14	+22	-3	6	2	4	6	2
West North Central	+1	+4	+6	-8	-8	8	4	4	9	2
South Atlantic	+5	-4	+10	0	-3	6	4	5	8	2
East South Central	(S)	-2	0	(S)	-2	-	3	4	-	3
West South Central	+7	+2	+5	0	-2	6	2	4	7	1
Mountain	(S)	-7	(S)	(S)	-6	-	2	-	-	3
Pacific	+25	-12	+17	+4	-5	8	4	7	9	2
Tobacco distributors	+8	+2	+6	+9	+1	2	1	1	3	1
New England	(S)	+6	+12	(S)	(S)	-	2	6	-	2
Middle Atlantic	+4	+2	+4	-3	0	5	2	2	7	1
East North Central	+6	0	+4	+10	+2	7	2	3	6	2
West North Central	0	+4	+1	(S)	+1	9	2	4	-	1
South Atlantic	+18	+3	+18	+17	+1	6	2	2	7	1
East South Central	+7	0	+2	+2	+2	8	2	4	9	3
West South Central	+4	+2	0	0	-2	9	1	6	9	1
Mountain	(S)	(S)	+13	(S)	(S)	-	3	7	-	1
Pacific	+9	0	+7	(S)	(S)	7	1	2	9	3
Dry goods, apparel wholesalers	+10	-6	+11	(S)	(S)	5	2	3	8	1
Middle Atlantic	+9	-7	+10	(S)	(S)	6	2	3	7	1
East North Central	(S)	-6	+23	(S)	(S)	-	6	5	9	2
East South Central	+35	+2	(S)	(S)	(S)	3	5	-	-	2
West South Central	(S)	(S)	+13	(S)	(S)	-	-	4	-	2

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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1972.

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 Office of Management and Budget, Executive Office of the President, as "establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers 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-cary 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 Bureau of Economic Analysis, has adjusted to 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 trends 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 Economic Analysis. Table 9 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971												1972											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Seasonal and trading day adjustment factors for sales																							
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.6	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	96.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
	Seasonal adjustment factors for inventories																							
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.2	100.8	102.4	102.6	99.8	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.5	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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]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, durggists' 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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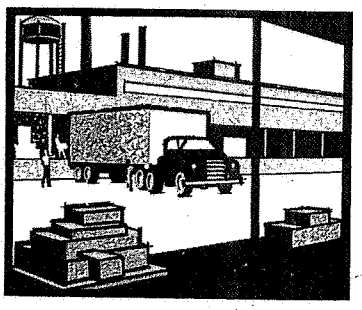


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

Monthly Wholesale Trade

Sales and Inventories



U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

Issued: February 1973

BW-72-12

December 1972

Annual Sales—Annual 1972 sales of merchant wholesalers were estimated at $298.1 billion, up $30.8 billion (12%) over 1971 sales. The durable goods trades, with sales of $138.3 billion in 1972, were up $16.0 billion (13%), while the nondurable goods trades, with sales of $159.8 billion, were up $14.8 billion (10%) in the same period. Increases over 1971 sales were reported in all trade groups. Among the trade groups showing the larger gains were lumber, construction materials (22%), farm products, raw materials (20%), and jewelry (20%).

All geographic divisions experienced sales gains in 1972, ranging from 8 percent in the New England Division to 17 percent in the Mountain Division. The Middle Atlantic Division, with annual sales of $79.5 billion, reported the largest dollar volume increase-$6.8 billion (9%) above 1971 sales.

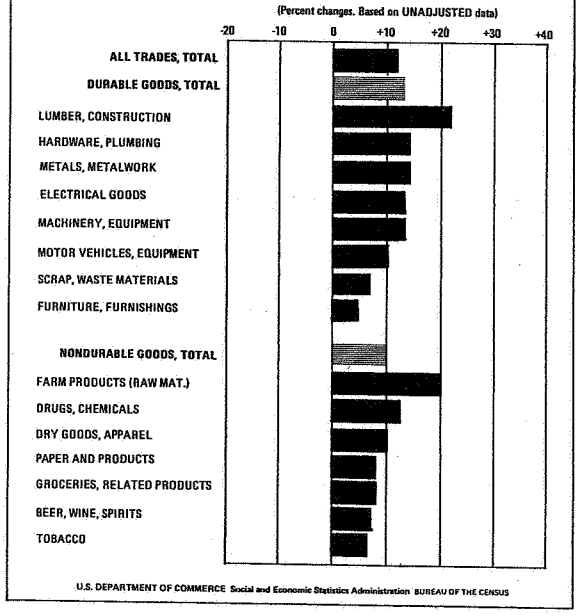
A table showing annual sales and year-end inventories, by major kinds of business groups from 1962 to 1972 is included on page 2 of this publication. Sales of all merchant wholesalers increased 96 percent between 1962 and 1972. Durable goods trades showed an increase of 114 percent in the same period, while nondurable goods trades were up 82 percent. The principal gains between 1962 and 1972 were registered by motor vehicles, automotive equipment (191%); metals, metalwork (130%); and machinery, equipment supplies (111%). The smallest increase was in tobacco, tobacco products (49%). These data have not been adjusted for price changes.

December Sales—December 1972 sales of merchant wholesalers were estimated at $26.0 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, December sales were $26.9 billion, up 3 percent from last month and 17 percent above December 1971. Adjusted October-through-December sales were 5 percent above the July-through-September period, and were 16 percent above the average sales for the comparable months of a year ago.

After adjustment, December sales in the durable goods trades were up 2 percent from the previous month and 17 percent above December 1971. Nondurable goods sales increased 3 percent from November and were 17 percent above December 1971.

Inventories—Total inventories of merchant wholesalers were valued at $31.9 billion at the end of December. After adjustment for seasonal variations, December inventories were up 2 percent from November and 10 percent above the year ago level. Durable goods stocks were up 1 percent from last month and 9 percent above December 1971. Nondurable goods stocks were up 2 percent from November and were 11 percent above stocks on hand a year ago.

Sales of Merchant Wholesalers in Selected Kinds of Business 12 Months 1972 Compared With 12 Months 1971



Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 7 trade groups showing gains, 2 indicating declines, and 6 no change. The largest increase was noted in farm products, raw materials (11%), while the largest decline was shown in scrap, waste materials (-2%). Changes from year-ago levels were more substantial, with all trade groups showing increases. Among the sharper increases were farm products, raw materials (42%); lumber, construction materials (18%); and hardware, plumbing, heating equipment (16%).

Stock-Sales Ratio—The December stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 118 percent, 1 point below November, and 8 points below the ratio for December 1971. The stock sales ratio for durable goods was 151 percent, down 2 points from the previous month and 11 points below the December 1971 ratio. The ratio for nondurable goods was 90 percent, virtually unchanged from the previous month, but 4 points below the December 1971 ratio.

An advance release of December 1972 data was issued on February 6, 1973

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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: 1962-1972

(Millions of dollars)

Kind of business	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972[1]
ANNUAL SALES											
MERCHANT WHOLESALERS, TOTAL	152,082	160,578	174,329	187,141	203,751	205,187	219,943	236,708	246,643	267,357	298,111
TOTAL (excluding farm products, raw materials)	139,682	147,448	160,887	173,348	188,425	190,551	206,855	223,351	232,306	251,616	279,164
DURABLE GOODS, TOTAL	64,541	68,696	75,722	82,691	91,026	90,447	100,012	109,578	111,778	122,420	138,349
Motor vehicles, automotive equipment	9,269	10,477	11,426	12,243	13,307	14,195	16,696	18,493	20,203	24,506	26,951
Electrical goods	9,818	10,248	11,328	12,518	13,909	14,112	14,969	15,748	15,809	16,800	19,081
Furniture, home furnishings	3,421	3,597	3,931	3,803	4,225	4,440	4,905	5,422	5,343	6,096	6,322
Hardware, plumbing, heating equipment	6,842	7,159	7,594	8,366	8,937	8,875	9,804	10,748	10,643	11,813	13,483
Lumber, construction materials	8,271	9,202	9,442	9,758	9,512	8,614	10,427	11,750	10,836	13,003	15,834
Machinery, equipment, supplies	16,596	17,162	19,190	20,711	23,859	23,836	25,466	28,093	28,515	31,044	35,057
Metals, metalwork (except scrap)	6,136	6,364	7,383	8,990	9,957	9,692	10,998	11,794	12,625	12,353	14,090
Scrap, waste materials	3,149	3,403	4,160	4,777	5,215	4,560	4,708	5,542	5,986	4,882	5,211
NONDURABLE GOODS, TOTAL	87,541	91,882	98,607	104,450	112,724	114,740	119,930	127,130	134,865	144,937	159,762
TOTAL (excluding farm products, raw materials)	75,141	78,752	85,164	90,656	97,398	100,103	106,843	113,772	120,529	129,196	140,815
Groceries and related products	31,024	32,436	35,295	37,541	39,882	41,287	44,131	47,771	50,430	53,610	58,048
Beer, wine, distilled alcoholic beverages	7,928	8,369	9,080	9,380	9,954	10,427	11,088	11,913	12,862	14,071	15,000
Drugs, chemicals, allied products	5,918	6,209	6,668	7,267	7,788	8,074	8,830	9,369	9,619	10,397	11,681
Tobacco, tobacco products	4,619	4,762	4,920	4,992	5,240	5,357	5,612	5,752	6,118	6,498	6,873
Dry goods, apparel	7,349	7,407	8,180	8,766	9,450	9,772	10,271	10,157	10,391	11,799	13,010
Paper, paper products, excluding wallpaper	4,660	4,837	5,274	5,546	6,266	6,236	6,707	7,296	7,317	7,600	8,187
Farm products (raw materials)	12,400	13,130	13,443	13,794	15,327	14,542	13,364	13,357	14,336	15,741	18,947
Other nondurable goods	13,643	14,732	15,747	17,164	18,593	18,876	20,203	21,514	23,792	25,222	28,015
YEAR-END INVENTORIES											
MERCHANT WHOLESALERS, TOTAL	14,817	15,959	16,856	18,121	20,520	21,607	22,487	24,365	26,622	28,828	31,913
TOTAL (excluding farm products, raw materials)	13,580	14,406	15,365	16,556	18,659	19,612	20,874	22,678	24,370	26,956	29,218
DURABLE GOODS, TOTAL	8,391	8,874	9,557	10,297	11,805	12,308	13,245	14,376	15,318	16,987	18,574
Motor vehicles, automotive equipment	1,374	1,503	1,685	1,844	2,078	2,181	2,371	2,579	2,714	3,632	3,847
Electrical goods	1,280	1,331	1,358	1,477	1,749	1,875	1,901	2,143	2,252	2,354	2,561
Furniture, home furnishings	420	433	439	482	528	555	603	666	708	728	827
Hardware, plumbing, heating equipment	1,030	1,076	1,115	1,214	1,272	1,344	1,422	1,493	1,588	1,683	1,950
Lumber, construction materials	716	761	786	837	816	862	923	965	955	1,039	1,232
Machinery, equipment, supplies	2,287	2,404	2,640	2,835	3,371	3,509	3,753	4,188	4,541	4,851	5,238
Metals, metalwork (except scrap)	914	991	1,140	1,236	1,400	1,495	1,672	1,717	1,917	2,016	2,193
NONDURABLE GOODS, TOTAL	6,426	7,085	7,299	7,824	8,715	9,299	9,242	9,989	11,304	11,841	13,339
TOTAL (excluding farm products, raw materials)	5,189	5,532	5,808	6,259	6,854	7,304	7,629	8,302	9,052	9,969	10,644
Groceries and related products	1,451	1,637	1,732	1,831	1,974	2,066	2,137	2,279	2,388	2,537	2,902
Beer, wine, distilled alcoholic beverages	662	685	721	730	781	872	913	961	1,073	1,172	1,243
Drugs, chemicals, allied products	631	676	700	752	830	871	945	1,038	1,068	1,190	1,289
Paper, paper products, excluding wallpaper	409	441	459	461	564	584	597	637	665	663	722
STOCK-SALES RATIOS BASED ON MONTHLY AVERAGE SALES[2]											
MERCHANT WHOLESALERS, TOTAL	117	119	116	116	121	126	123	124	129	129	128
TOTAL (excluding farm products, raw materials)	117	117	115	115	119	124	121	122	126	129	126
DURABLE GOODS, TOTAL	156	155	151	149	136	163	159	157	164	166	161
Motor vehicles, automotive equipment	178	172	177	181	187	184	170	167	161	178	171
Electrical goods	156	156	144	142	151	159	152	163	171	168	161
Furniture, home furnishings	147	144	134	152	150	150	148	147	159	143	157
Hardware, plumbing, heating equipment	181	180	176	174	171	182	174	167	179	171	173
Lumber, construction materials	104	99	100	103	102	120	106	99	106	96	93
Machinery, equipment, supplies	165	168	165	164	170	177	177	179	191	188	179
Metals, metalwork (except scrap)	179	187	185	165	169	185	182	175	182	196	187
NONDURABLE GOODS, TOTAL	88	92	89	90	94	97	92	94	101	98	100
TOTAL (excluding farm products, raw materials)	83	84	82	83	84	88	86	88	90	93	91
Groceries and related products	56	60	59	58	59	60	58	57	57	57	60
Beer, wine, distilled alcoholic beverages	100	98	95	93	94	100	99	97	100	100	99
Drugs, chemicals, allied products	128	131	126	124	128	129	128	133	133	137	132
Paper, paper products, excluding wallpaper	105	109	104	100	108	112	107	105	109	105	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 1972 sales.
[2]Stock-Sales Ratios computed on a basis of average sales and year-end inventories.

Sales of Merchant Wholesalers by Kind of Business: 1962 and 1972

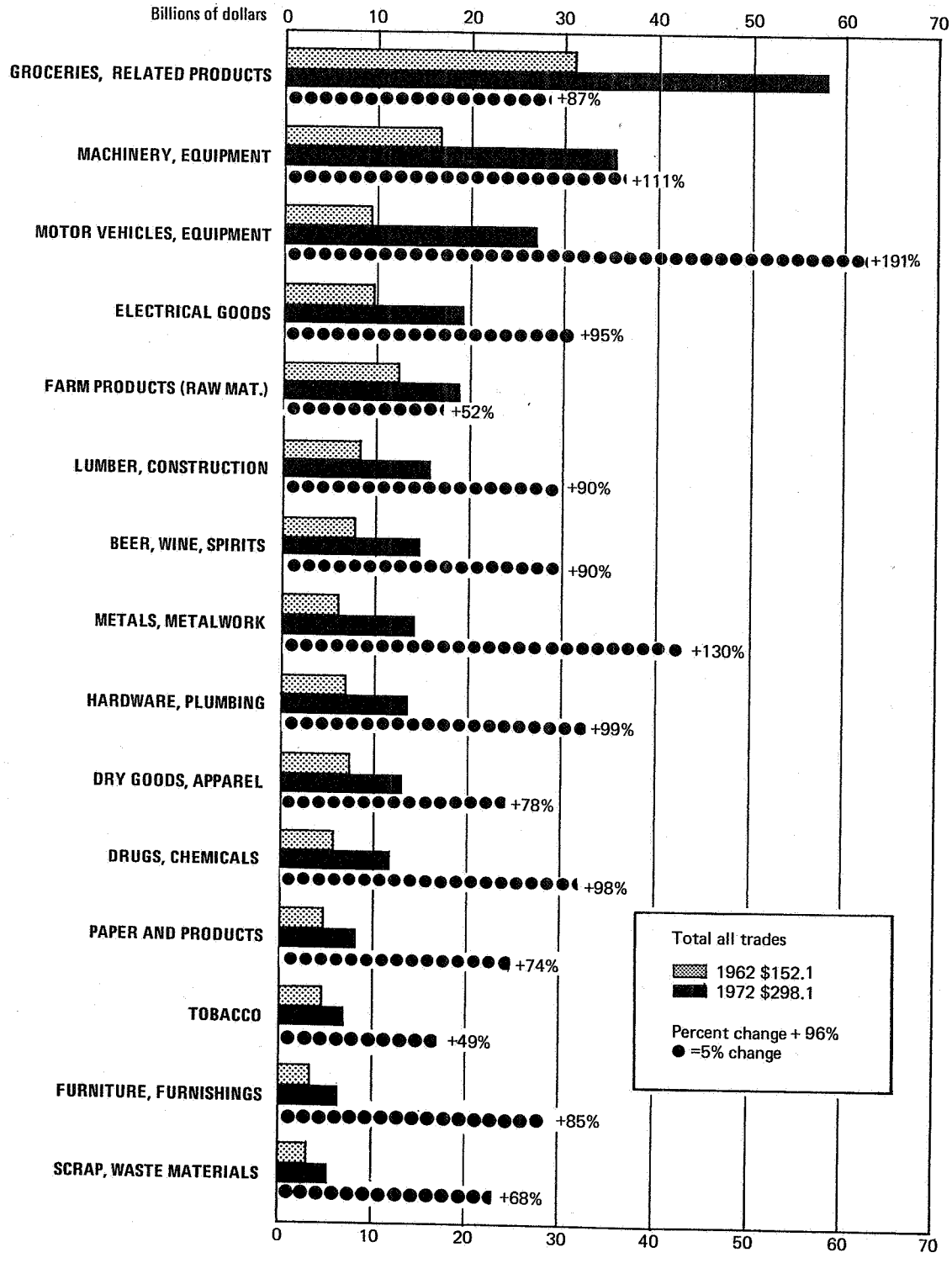


Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972

(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.	
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	23,654	267,357
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	22,088	251,616
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	10,478	122,420
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	2,066	24,506
Automotive equipment, tires, tubes	860	895	1,011	1,086	1,083	1,165	1,149	1,154	1,155	1,146	1,159	1,004	12,867
Automotive equipment	762	789	876	919	923	999	980	996	1,000	1,003	1,003	884	11,134
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	1,554	16,800
Electrical supplies, apparatus	492	515	577	596	591	663	628	645	646	661	677	664	7,354
Electrical appliances, TV, radio sets, electronic parts, equipment	688	704	799	711	679	801	745	803	851	869	905	890	9,466
Appliances, TV, radio sets	462	485	552	490	466	564	527	568	589	603	625	612	6,543
Furniture, home furnishings, total	381	411	525	486	495	549	518	567	563	577	525	498	6,096
Furniture-household, office	110	114	133	131	124	140	133	148	144	146	(S)	(S)	1,625
Home furnishings, floor coverings	(S)	297	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	382	339	4,471
Hardware, plumbing, heating equipment, supplies, total	773	810	938	987	985	1,097	1,043	1,071	1,059	1,045	1,042	964	11,813
Hardware	303	326	380	370	357	391	367	387	399	385	395	361	4,420
General-line hardware	167	186	216	208	199	222	213	226	234	225	227	202	2,528
Plumbing and heating equipment, supplies	381	390	437	480	487	538	517	532	528	539	520	484	5,833
Air conditioning, refrigeration equipment, supplies	89	94	121	137	141	169	158	153	132	122	127	118	1,561
Lumber, construction materials, total	715	786	977	1,059	1,072	1,233	1,176	1,281	1,241	1,207	1,171	1,085	13,003
Lumber, millwork	443	485	632	657	657	774	747	825	798	752	743	701	8,213
Construction materials	272	301	345	402	415	459	429	455	443	456	429	384	4,790
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	2,799	31,044
Construction machinery, equipment	311	343	442	498	479	492	490	457	453	454	447	463	5,330
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	1,358	14,474
Professional equipment, supplies	319	335	397	353	373	431	370	395	409	389	377	411	4,559
Service-establishment equipment, supplies	143	142	167	168	159	176	167	177	178	168	174	172	1,991
Metals, metalwork (except scrap), total	952	874	1,082	1,087	1,109	1,150	1,040	1,078	1,058	985	1,000	939	12,353
Iron, steel, and products	728	646	800	812	836	864	752	797	771	736	770	726	9,238
Nonferrous metals	224	228	(S)	(S)	274	286	(S)	(S)	(S)	248	229	213	3,114
Scrap, waste materials, total	396	407	481	474	455	448	374	384	359	378	364	363	4,882
Iron, steel scrap	239	253	299	285	271	270	226	220	207	222	212	210	2,915
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	13,176	144,937
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	11,610	129,196
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	4,766	53,610
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	1,913	21,507
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	14,326
Confectionery	83	83	96	92	89	96	91	96	100	100	96	94	1,118
Meat, meat products	802	741	886	827	897	890	865	839	908	829	850	917	10,251
Poultry, poultry products	179	166	184	182	188	195	190	192	197	181	203	219	2,275
Fresh fruits, vegetables	288	268	331	332	355	404	414	347	337	332	365	363	4,134
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	1,528	14,071
Beer	385	399	480	496	546	628	607	600	559	506	501	531	6,238
Wine, distilled spirits	474	503	626	595	601	690	608	673	636	659	772	996	7,833
Drugs, chemicals, allied products, total	789	769	879	869	821	872	839	899	916	909	914	919	10,397
Drugs, drug proprietaries, sundries	487	459	520	504	468	494	480	524	543	555	551	566	6,151
General-line drugs	222	206	239	228	211	227	224	242	244	239	242	241	2,764
Paints, varnishes	33	35	42	44	45	49	48	50	47	45	44	39	522
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	586	6,498
Dry goods, apparel, total	899	919	996	911	851	1,003	935	1,120	1,095	1,060	1,040	971	11,799
Apparel and accessories, hosiery, lingerie, footwear	425	(S)	475	421	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	5,660
Dry goods, notions	330	326	347	334	318	374	(S)	(S)	(S)	(S)	(S)	(S)	4,317
Paper, paper products, excluding wallpaper, total	591	573	664	641	618	644	615	659	668	642	640	644	7,600
Paper	451	436	513	502	484	504	479	514	512	485	475	481	5,835
Stationery, office supplies	140	136	152	139	135	140	137	145	156	157	164	164	1,765
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	1,566	15,741
Grain	916	873	1,057	806	959	909	868	885	896	789	1,034	1,015	11,006
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	2,196	25,222
Amusement, sporting goods	223	(S)	328	322	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	4,010
Books, magazines, newspapers	129	136	147	140	138	154	165	163	158	165	160	159	1,783

See footnotes at end of table.

Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1971 and 1972—Continued

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

Kind of business	1972												Total 12 mos. 1972
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]	
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,823	27,154	26,003	298,111
TOTAL (exc. farm products, raw materials)	20,320	20,652	23,513	21,778	23,756	24,020	22,144	25,133	24,014	24,990	24,983	23,859	279,164
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,604	12,301	11,460	138,349
Motor vehicles, automotive equipment, total[2]	2,038	1,993	2,379	2,279	2,410	2,352	2,186	2,419	2,307	2,353	2,204	2,029	26,951
Automotive equipment, tires, tubes	1,026	1,036	1,201	1,144	1,254	1,274	1,218	1,305	1,201	1,278	1,205	1,089	14,231
Automotive equipment	904	923	1,045	988	1,074	1,100	1,045	1,119	1,031	1,105	1,044	948	12,327
Electrical goods, total	1,362	1,385	1,537	1,388	1,484	1,589	1,564	1,708	1,690	1,805	1,852	1,716	19,081
Electrical supplies, apparatus	569	613	671	645	700	742	703	761	740	805	764	742	8,456
Electrical appliances, TV, radio sets, electronic parts, equipment	793	772	865	743	784	847	861	947	950	1,000	1,088	974	10,625
Appliances, TV, radio sets	534	529	591	506	533	577	595	646	639	679	726	643	7,198
Furniture, home furnishings, total	414	452	558	494	509	532	493	562	552	599	604	553	6,322
Furniture-household, office	(S)	135	(S)	(S)	156	(S)	(S)	166	159	172	(S)	(S)	1,909
Home furnishings, floor coverings	(S)	317	(S)	344	353	359	346	396	393	427	434	371	4,413
Hardware, plumbing, heating equipment, supplies, total	924	956	1,087	1,050	1,162	1,215	1,124	1,275	1,170	1,248	1,205	1,066	13,483
Hardware	356	386	427	397	437	453	404	468	426	459	469	388	5,071
General-line hardware	202	219	242	228	242	258	227	272	239	256	265	205	2,856
Plumbing and heating equipment supplies	462	463	520	506	560	583	548	(S)	592	636	(S)	(S)	6,645
Air conditioning, refrigeration equipment, supplies	105	107	140	147	165	179	172	183	152	153	(S)	(S)	1,767
Lumber, construction materials, total	1,051	1,026	1,211	1,208	1,383	1,434	1,305	1,542	1,427	1,532	1,486	1,229	15,834
Lumber, millwork	678	663	803	772	888	907	844	974	928	992	978	809	10,237
Construction materials	373	363	407	436	495	527	462	568	499	540	509	419	5,597
Machinery, equipment, supplies, total	2,429	2,612	2,975	2,823	3,067	3,127	2,800	3,075	3,059	3,101	3,031	2,958	35,057
Construction machinery, equipment	373	421	509	501	538	549	511	558	539	543	509	519	6,109
Industrial machinery, equipment, supplies	1,211	1,257	1,388	1,341	1,478	1,431	1,307	1,432	1,435	1,442	1,462	1,410	16,594
Professional equipment, supplies	344	384	433	373	412	434	390	419	420	448	419	423	4,899
Service-establishment equipment, supplies	155	(S)	180	175	178	186	170	188	172	181	181	172	2,109
Metals, metalwork (except scrap), total	1,006	988	1,192	1,140	1,257	1,226	1,086	1,319	1,227	1,239	1,205	1,204	14,090
Iron, steel, and products	778	776	922	906	991	963	837	1,042	957	977	935	922	11,006
Nonferrous metals	229	212	270	235	266	263	248	277	270	262	(S)	282	3,084
Scrap, waste materials, total	369	390	457	441	454	473	387	446	443	466	444	440	5,211
Iron, steel scrap	210	234	277	268	271	290	236	274	276	285	269	265	3,154
Waste materials	159	156	181	173	184	183	151	172	167	181	175	175	2,057
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,219	14,853	14,543	159,762
TOTAL (exc. farm products, raw materials)	10,592	10,701	11,945	10,800	11,857	11,893	11,059	12,581	11,922	12,386	12,682	12,399	140,815
Groceries and related products, total	4,509	4,447	4,865	4,445	4,978	4,943	4,786	5,140	4,820	4,940	5,146	5,049	58,048
General-line groceries	1,810	1,774	1,955	1,788	2,000	1,941	1,909	2,073	1,891	1,962	2,056	2,010	23,170
Specialty-line groceries	1,178	1,205	1,255	1,159	1,264	1,307	1,218	1,340	1,306	1,313	1,374	1,336	15,256
Confectionery	85	92	100	89	101	99	89	99	103	114	109	93	1,174
Meat, meat products	896	849	977	874	991	941	928	992	952	977	1,001	998	11,376
Poultry, poultry products	200	193	219	191	215	221	214	234	216	223	236	240	2,602
Fresh fruits, vegetables	340	333	359	343	408	434	408	401	350	352	369	373	4,471
Beer, wine, distilled alcoholic beverages, total	984	1,028	1,258	1,088	1,314	1,379	1,174	1,315	1,235	1,296	1,391	1,537	15,000
Beer	432	461	536	499	646	668	629	678	574	547	548	541	6,751
Wine, distilled spirits	552	568	722	589	668	712	545	637	661	749	850	996	8,249
Drugs, chemicals, allied products, total	897	893	997	924	975	996	896	1,041	1,006	1,082	1,014	963	11,681
Drugs, drug proprietaries, sundries	530	516	570	514	543	548	511	598	602	663	609	589	6,820
General-line drugs	243	229	245	220	240	234	234	263	252	264	253	237	2,913
Paints, varnishes	39	40	48	48	52	53	51	58	52	51	47	39	577
Other chemicals, allied products	328	336	279	362	380	395	335	385	352	368	358	335	4,313
Tobacco, tobacco products	522	509	567	526	612	602	574	613	597	579	585	588	6,873
Dry goods, apparel, total	996	1,017	1,116	942	993	1,074	994	1,352	1,188	1,219	1,140	981	13,010
Apparel and accessories, hosiery, lingerie, footwear	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	556	(S)	6,237
Dry goods, notions	(S)	394	419	(S)	(S)	(S)	(S)	(S)	418	421	402	341	4,795
Paper, paper products, excluding wallpaper, total	626	628	698	647	701	681	612	738	697	733	729	697	8,187
Paper	476	479	538	498	548	524	467	566	527	555	539	518	6,233
Stationery, office supplies	151	150	160	149	153	157	145	173	170	178	190	179	1,954
Farm products (raw materials), total	1,437	1,360	1,425	1,267	1,534	1,369	1,347	1,521	1,541	1,833	2,171	2,144	18,947
Grain	936	894	970	896	1,104	962	997	1,127	1,127	1,302	1,622	1,563	13,498
Other nondurable goods, total	2,057	2,179	2,445	2,228	2,285	2,218	2,043	2,382	2,379	2,537	2,677	2,584	28,015
Books, magazines, newspapers	142	143	164	143	153	159	168	175	171	179	184	176	1,959

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to total 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]The automotive group is subject to a high sampling variability of 9 percent.

Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

(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]
	1972											
MERCHANT WHOLESALERS, TOTAL	29,064	29,079	29,289	29,608	29,669	29,648	29,901	29,868	30,367	31,255	31,665	31,913
TOTAL (excluding farm products, raw materials)	27,103	27,259	27,527	27,966	28,272	28,465	28,714	28,466	28,694	29,172	29,331	29,218
DURABLE GOODS, TOTAL	17,041	17,171	17,412	17,740	17,855	18,003	18,332	18,098	18,166	18,250	18,471	18,574
Motor vehicles, automotive equipment, total	3,632	3,688	3,652	3,802	3,783	3,732	3,842	3,697	3,832	3,803	3,847	3,847
Automotive equipment, tires, tubes	2,139	2,129	2,165	2,166	2,223	2,184	2,235	2,204	2,261	2,274	2,270	2,299
Electrical goods, total	2,385	2,387	2,490	2,456	2,532	2,547	2,604	2,523	2,615	2,683	2,623	2,561
Electrical supplies, apparatus	932	925	944	951	999	979	988	975	1,007	1,034	1,029	1,017
Electrical appliances, TV, radio sets, electronic parts, equipment	1,452	1,462	1,546	1,504	1,532	1,568	1,616	1,548	1,608	1,650	1,594	1,543
Furniture, home furnishings, total	698	717	744	740	739	761	793	784	766	771	807	827
Home furnishings, floor coverings	530	551	575	565	561	577	614	599	578	587	613	629
Hardware, plumbing, heating equipment, supplies, total	1,757	1,828	1,867	1,881	1,921	1,970	1,940	1,880	1,898	1,955	1,943	1,950
Hardware	726	740	759	755	769	789	772	743	755	772	752	761
Plumbing and heating equipment, supplies	837	887	901	903	933	962	946	922	928	966	979	972
Lumber, construction materials, total	1,076	1,130	1,175	1,207	1,226	1,242	1,207	1,199	1,173	1,181	1,180	1,232
Lumber, millwork	696	726	762	782	781	795	772	756	733	730	736	790
Machinery, equipment, supplies, total	4,906	4,852	4,890	4,996	5,018	5,065	5,127	5,147	5,105	5,107	5,226	5,238
Construction machinery, equipment	1,357	1,382	1,404	1,437	1,457	1,441	1,479	1,522	1,454	1,431	1,478	1,458
Industrial machinery, equipment, supplies	2,037	1,895	1,908	1,972	2,006	1,995	2,031	2,044	2,080	2,049	2,124	2,147
Metals, metalwork (except scrap), total	1,909	1,882	1,934	1,981	1,961	1,972	2,079	2,146	2,035	1,972	2,092	2,193
Iron, steel, and products	1,591	1,549	1,599	1,633	1,592	1,579	1,664	1,761	1,689	1,631	1,760	1,862
NONDURABLE GOODS, TOTAL	12,023	11,908	11,877	11,868	11,814	11,646	11,569	11,769	12,201	13,005	13,194	13,339
TOTAL (excluding farm products, raw materials)	10,063	10,088	10,115	10,225	10,418	10,462	10,382	10,367	10,528	10,922	10,860	10,644
Groceries and related products, total	2,587	2,556	2,662	2,555	2,644	2,614	2,651	2,674	2,798	2,889	2,925	2,902
General-line groceries	1,303	1,294	1,361	1,316	1,302	1,295	1,301	1,309	1,366	1,405	1,422	1,396
Specialty-line groceries	858	833	866	813	902	893	912	923	965	997	1,010	1,007
Beer, wine, distilled alcoholic beverages, total	1,251	1,240	1,239	1,283	1,358	1,372	1,294	1,241	1,290	1,409	1,346	1,243
Beer	302	299	327	365	360	347	349	328	324	336	315	272
Wine, distilled spirits	949	940	912	918	998	1,025	945	913	967	1,073	1,031	971
Drugs, chemicals, allied products, total	1,200	1,240	1,225	1,225	1,236	1,231	1,243	1,254	1,265	1,299	1,293	1,286
Drugs, drug proprietaries, druggists' sundries	831	853	825	822	841	830	842	856	883	901	884	872
Paper, paper products (excluding wallpaper), total	679	674	682	690	694	702	700	696	710	712	720	726
Paper	467	459	469	472	480	473	475	473	487	486	494	496
	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	28,828
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	26,956
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	16,987
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	3,632
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	2,094
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	2,354
Electrical supplies, apparatus	869	861	861	873	907	895	900	898	928	937	940	916
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	1,438
Furniture, home furnishings, total	696	714	762	762	784	795	810	790	755	779	727	728
Home furnishings, floor coverings	540	557	603	599	(S)	630	646	619	585	616	558	558
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	1,683
Hardware	678	692	692	703	703	689	681	675	680	696	670	672
Plumbing and heating equipment, supplies	772	807	820	829	843	858	868	843	824	862	850	825
Lumber, construction materials, total	992	1,022	1,028	1,031	1,038	1,067	1,050	1,058	1,062	1,050	1,040	1,039
Lumber, millwork	614	636	635	660	652	681	653	663	672	662	668	662
Machinery, equipments, supplies, total	4,567	4,570	4,622	4,786	4,759	4,779	4,767	4,849	4,821	4,818	4,777	4,851
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	1,345
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	1,999
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	2,016
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	1,693
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	11,841
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	9,969
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	2,537
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	1,311
Specialty-line groceries	792	760	767	774	789	802	834	868	832	827	814	814
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	1,172
Beer	288	293	329	350	362	348	346	321	312	305	297	270
Wine, distilled spirits	837	831	812	800	859	899	861	896	1,028	1,077	1,014	902
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	1,190
Drugs, drug proprietaries, druggists' sundries	733	738	752	737	757	753	771	790	809	836	826	821
Paper, paper products (excluding wallpaper), total	671	659	664	669	685	678	672	665	673	664	660	663
Paper	457	445	451	456	464	453	454	448	457	445	450	450

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: 1971 and 1972

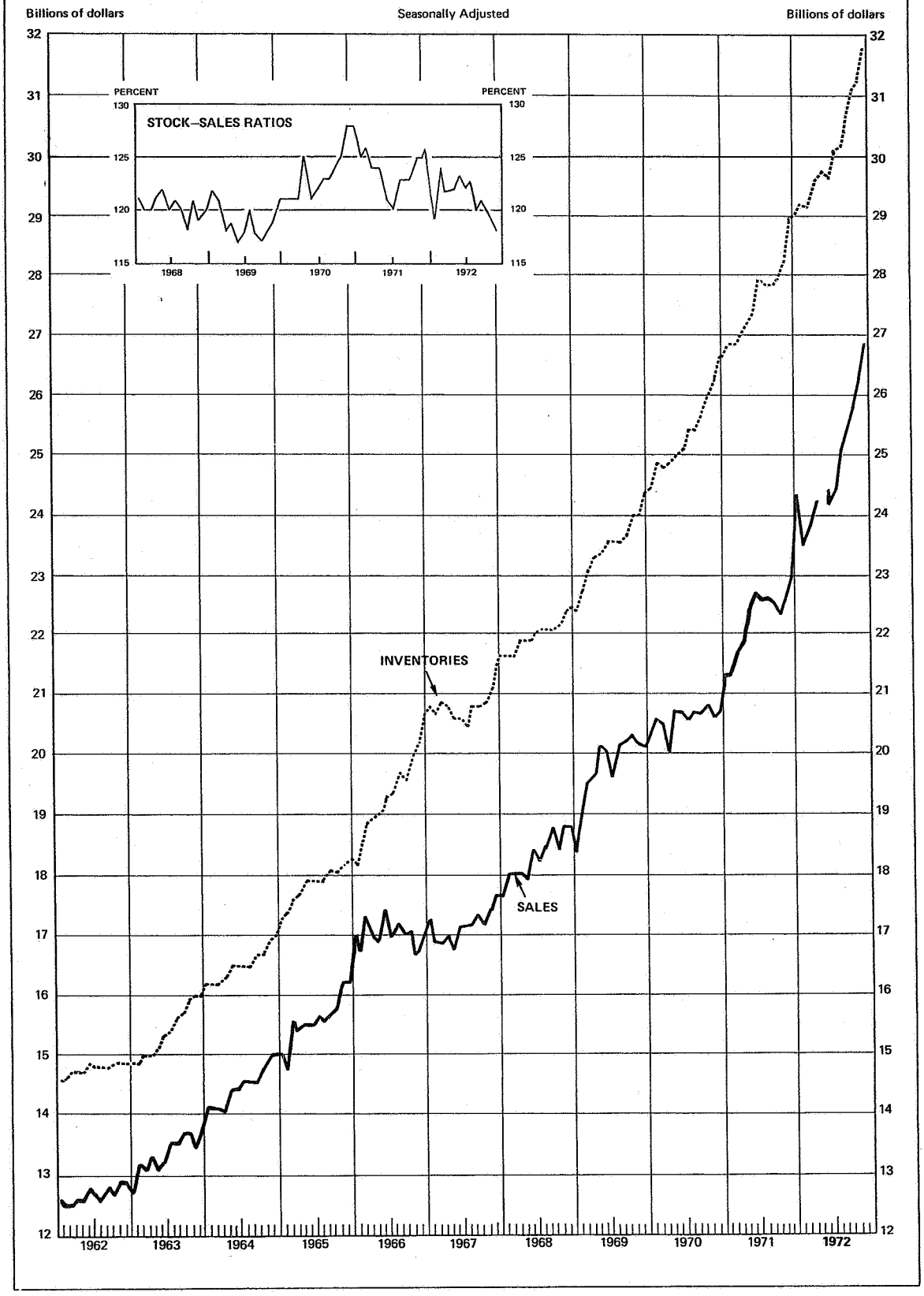
(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

Kind of business	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[1]
	1972											
MERCHANT WHOLESALERS, TOTAL	134	132	118	128	117	117	127	112	119	116	116	123
TOTAL (excluding farm products, raw materials)	133	132	118	128	119	118	130	113	120	117	117	122
DURABLE GOODS, TOTAL	175	172	152	162	150	148	165	144	150	145	150	162
Motor vehicles, automotive equipment, total	178	182	160	167	157	159	176	153	166	162	175	190
Automotive equipment, tires, tubes	208	206	180	189	177	171	184	169	188	178	188	211
Electrical goods, total	175	172	162	177	171	160	166	148	155	149	142	149
Electrical supplies, apparatus	164	151	140	147	143	132	140	128	136	128	135	137
Electrical appliances, TV, radio sets, electronic parts, equipment	183	189	179	203	196	185	188	164	169	165	146	159
Furniture, home furnishings, total	169	159	133	150	145	143	161	140	139	129	134	150
Home furnishings, floor coverings	(S)	174	(S)	164	159	161	177	151	147	138	141	170
Hardware, plumbing, heating equipment, supplies, total	190	191	172	179	165	162	172	147	162	157	161	183
Hardware	204	192	178	190	176	174	191	159	177	168	160	196
Plumbing and heating equipment, supplies	181	192	173	178	167	165	173	(S)	157	152	(S)	(S)
Lumber, construction materials, total	102	110	97	100	89	87	92	78	82	77	79	100
Lumber, millwork	103	110	95	101	88	88	92	78	79	74	75	98
Machinery, equipment, supplies, total	202	186	164	177	164	162	183	167	167	165	172	177
Construction machinery, equipment	363	328	255	287	271	262	289	273	270	264	290	281
Industrial machinery, equipment, supplies	168	151	137	147	136	139	155	143	145	142	145	152
Metals, metalwork (except scrap), total	190	190	162	174	156	161	191	163	166	159	174	182
Iron, steel, and products	204	200	173	180	161	164	199	169	176	167	188	202
NONDURABLE GOODS, TOTAL	100	99	89	98	88	88	93	83	91	91	89	92
TOTAL (excluding farm products, raw materials)	95	94	85	95	88	88	94	82	88	88	86	86
Groceries and related products, total	57	57	55	57	53	53	56	52	58	58	57	57
General-line groceries	72	73	70	74	65	67	68	63	72	72	69	69
Specialty-line groceries	73	69	69	70	71	68	75	69	74	76	73	75
Beer, wine, distilled alcoholic beverages, total	127	121	98	118	103	99	110	94	104	109	97	81
Beer	70	65	61	73	56	52	55	48	56	61	58	50
Wine, distilled spirits	172	166	126	156	149	144	173	143	146	143	121	98
Drugs, chemicals, allied products, total	134	139	123	132	127	124	139	120	126	120	128	133
Drugs, drug proprietaries, druggists' sundries	157	165	145	160	155	152	165	143	147	136	145	148
Paper, paper products, excluding wallpaper, total	108	107	98	107	99	103	114	94	102	97	99	104
Paper	98	96	87	95	88	90	102	84	92	88	92	96
	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	162
Motor vehicles, automotive equipment, total	168	175	150	143	140	130	150	143	149	150	159	176
Automotive equipment, tires, tubes	213	214	195	180	184	175	182	179	178	178	178	208
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	138
Electrical appliances, TV, radio sets, electronic parts, equipment	209	203	175	199	216	184	198	183	178	175	168	161
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	175
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	170
Lumber, construction materials, total	139	130	105	97	97	87	89	83	86	87	89	96
Lumber, millwork	139	131	101	101	99	88	87	80	84	88	90	94
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	290
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	215
Iron, steel, and products	214	236	196	210	201	193	236	227	219	210	211	233
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	68
Specialty-line groceries	74	73	64	65	69	65	69	68	64	71	67	64
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	129
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	103
Paper	101	102	88	91	96	90	95	87	89	92	95	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: 1962-1972



Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1970, 1971, and 1972

1957-59 Monthly average = 100

Based on data adjusted for seasonal variations and trading day differences

Sales ——————

Inventories - - - - - - - -

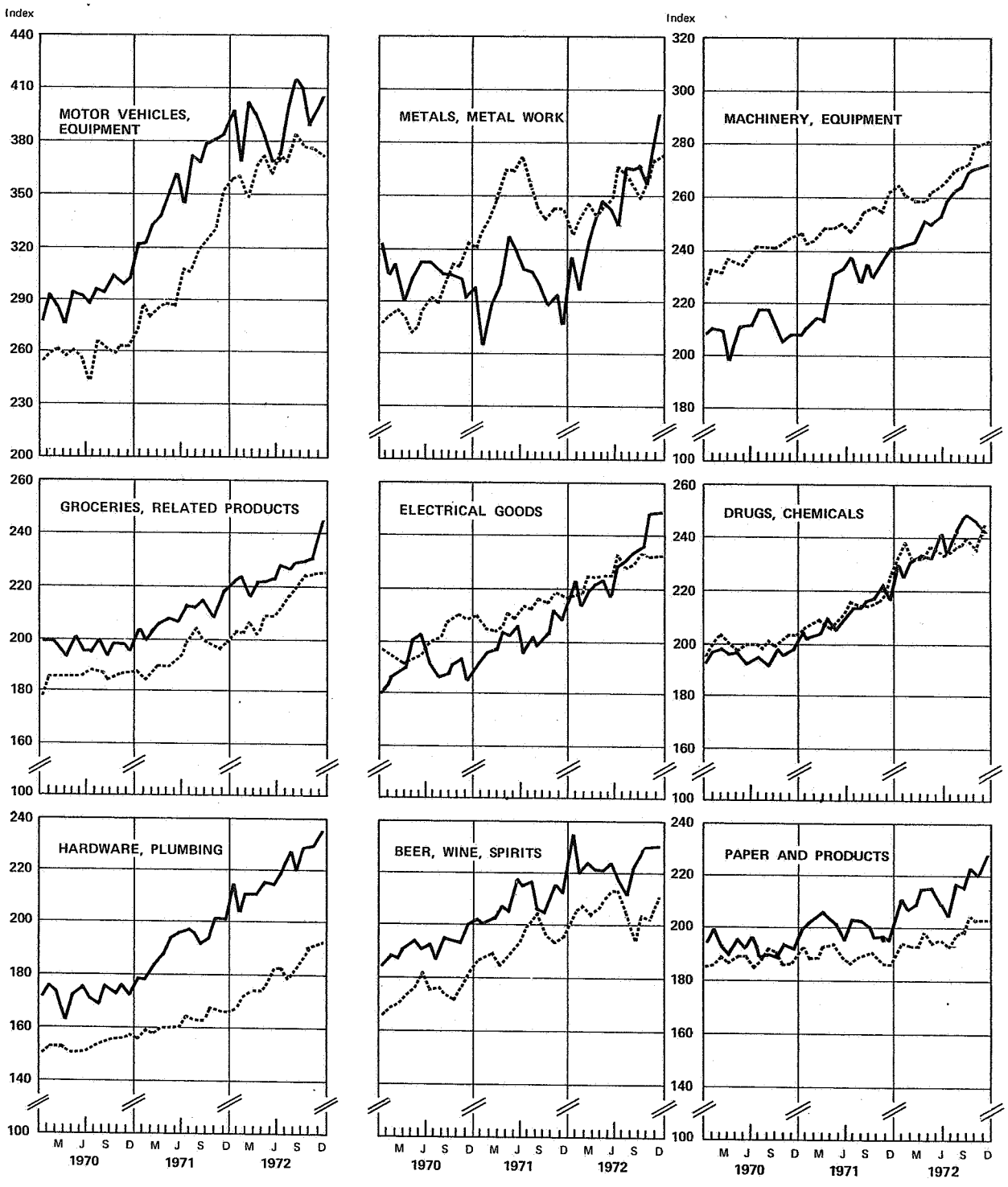


Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1971 and 1972

(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.
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	22,994
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	21,573
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	10,629
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	2,207
Electrical goods	1,339	1,354	1,361	1,408	1,405	1,434	1,359	1,404	1,385	1,414	1,469	1,452
Furniture, home furnishings	467	473	505	482	519	539	555	533	517	514	484	498
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	1,190
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	2,747
Metals, metalwork (except scrap)	1,025	933	995	1,039	1,120	1,090	1,062	1,054	1,037	1,015	1,015	967
Scrap, waste materials	421	425	435	441	446	423	407	400	379	359	371	374
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	12,365
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	10,944
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	4,645
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	1,192
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	532
Dry goods, apparel	991	998	955	934	934	988	978	1,013	990	975	991	1,045
Paper, paper products, excluding wallpaper	633	625	639	649	640	623	644	643	637	624	623	622
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	1,421
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	2,020
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	28,916
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	27,359
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	17,254
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	3,596
Electrical goods	2,352	2,335	2,270	2,297	2,350	2,314	2,372	2,362	2,418	2,401	2,447	2,437
Furniture, home furnishings	730	726	754	758	792	781	796	779	758	766	724	738
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	1,755
Lumber, construction materials	1,007	1,024	1,023	1,005	994	1,030	1,057	1,057	1,054	1,067	1,095	1,083
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	4,965
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	1,969
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	11,662
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	9,758	10,105
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	2,514
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	1,236
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	1,194
Paper, paper products, excluding wallpaper	681	668	665	680	682	665	658	670	671	674	657	658
Stock-sales ratios based on ADJUSTED data												
MERCHANT WHOLESALERS, TOTAL	125	126	124	124	121	120	123	123	123	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	162
Motor vehicles, automotive equipment	150	158	150	151	146	141	159	147	153	151	155	163
Electrical goods	176	172	167	163	167	161	175	168	175	170	167	168
Furniture, home furnishings	156	153	149	157	153	145	143	146	147	149	150	148
Hardware, plumbing, heating equipment	180	181	177	174	170	169	171	170	174	179	171	170
Lumber, construction materials	112	108	104	99	95	92	94	91	92	94	94	91
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	204
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	134
Paper, paper products, excluding wallpaper	108	107	104	105	107	107	102	104	105	108	105	106

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: 1971 and 1972—Continued

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

Kind of business	1972											
	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	24,351	23,533	23,884	24,170	24,260	24,230	24,394	25,137	25,407	25,779	26,212	26,872
TOTAL (excluding farm products, raw materials)	22,905	22,107	22,564	22,714	22,775	22,761	22,889	23,621	23,754	24,051	24,394	24,824
DURABLE GOODS, TOTAL	11,225	10,696	11,157	11,246	11,256	11,248	11,326	11,802	11,918	12,016	12,155	12,422
Motor vehicles, automotive equipment	2,287	2,127	2,319	2,279	2,197	2,123	2,124	2,310	2,388	2,298	2,238	2,322
Electrical goods	1,555	1,488	1,525	1,547	1,554	1,508	1,588	1,607	1,622	1,645	1,713	1,716
Furniture, home furnishings	517	503	521	516	500	515	533	512	536	521	559	606
Hardware, plumbing, heating equipment	1,103	1,047	1,083	1,085	1,105	1,102	1,116	1,163	1,128	1,173	1,176	1,207
Lumber, construction materials	1,349	1,186	1,220	1,225	1,281	1,292	1,283	1,354	1,342	1,409	1,480	1,416
Machinery, equipment, supplies	2,760	2,758	2,783	2,866	2,848	2,885	2,950	2,965	2,993	3,076	3,099	3,120
Metals, metalwork (except scrap)	1,085	1,029	1,111	1,154	1,181	1,167	1,136	1,236	1,229	1,238	1,217	1,327
Scrap, waste materials	401	394	426	418	404	456	413	446	480	433	457	498
NONDURABLE GOODS, TOTAL	13,126	12,837	12,727	12,924	13,004	12,982	13,068	13,335	13,489	13,763	14,057	14,450
TOTAL (excluding farm products, raw materials)	11,680	11,411	11,407	11,468	11,519	11,513	11,563	11,819	11,836	12,035	12,239	12,402
Groceries and related products	4,747	4,777	4,633	4,709	4,741	4,747	4,863	4,849	4,883	4,915	5,001	5,205
Beer, wine, distilled alcoholic beverages	1,316	1,232	1,255	1,236	1,236	1,249	1,215	1,190	1,239	1,269	1,290	1,292
Drugs, chemicals, allied products	942	921	948	959	951	989	959	991	1,012	1,027	1,007	994
Tobacco, tobacco products	582	554	564	567	577	567	585	566	585	582	581	573
Dry goods, apparel	1,113	1,031	1,052	1,050	1,037	1,052	1,082	1,198	1,100	1,116	1,082	1,103
Paper, paper products, excluding wallpaper	671	658	666	688	685	665	653	690	687	710	699	721
Farm products (raw materials)[2]	1,446	1,426	1,319	1,456	1,485	1,469	1,505	1,516	1,653	1,728	1,818	2,048
Other nondurable goods	2,309	2,237	2,289	2,260	2,292	2,234	2,206	2,335	2,330	2,416	2,579	2,514
Inventories ADJUSTED for seasonal variations												
MERCHANT WHOLESALERS, TOTAL	29,049	29,181	29,174	29,574	29,729	29,641	30,056	30,164	30,657	31,032	31,289	31,779
TOTAL (excluding farm products, raw materials)	27,479	27,660	27,556	27,889	28,144	28,181	28,569	28,427	28,592	28,936	29,298	29,572
DURABLE GOODS, TOTAL	17,287	17,354	17,357	17,542	17,733	17,780	18,182	17,984	18,239	18,296	18,628	18,809
Motor vehicles, automotive equipment	3,676	3,712	3,566	3,757	3,802	3,691	3,804	3,769	3,926	3,853	3,843	3,805
Electrical goods	2,425	2,438	2,510	2,496	2,509	2,507	2,599	2,528	2,569	2,610	2,594	2,621
Furniture, home furnishings	732	734	734	736	743	742	777	768	771	757	814	846
Hardware, plumbing, heating equipment	1,764	1,808	1,839	1,835	1,861	1,926	1,921	1,893	1,921	1,991	2,011	2,038
Lumber, construction materials	1,098	1,125	1,162	1,179	1,186	1,194	1,212	1,198	1,173	1,200	1,228	1,282
Machinery, equipment, supplies	5,007	4,936	4,900	4,908	4,963	5,005	5,036	5,056	5,126	5,148	5,273	5,350
Metals, metalwork (except scrap)	1,894	1,928	1,988	1,946	1,981	1,998	2,087	2,061	2,027	1,996	2,120	2,129
NONDURABLE GOODS, TOTAL	11,762	11,827	11,816	12,032	11,996	11,861	11,874	12,180	12,418	12,736	12,661	12,970
TOTAL (excluding farm products, raw materials)	10,192	10,306	10,198	10,347	10,411	10,401	10,387	10,443	10,353	10,640	10,670	10,763
Groceries and related products	2,582	2,571	2,623	2,563	2,655	2,657	2,686	2,751	2,795	2,855	2,856	2,865
Beer, wine, distilled alcoholic beverages	1,300	1,305	1,284	1,299	1,321	1,333	1,334	1,289	1,230	1,288	1,272	1,324
Drugs, chemicals, allied products	1,230	1,260	1,226	1,230	1,254	1,238	1,238	1,251	1,255	1,269	1,260	1,289
Paper, paper products, excluding wallpaper	689	684	683	698	686	695	670	698	706	724	720	722
Stock-sales ratios based on ADJUSTED data												
MERCHANT WHOLESALERS, TOTAL	119	124	122	122	123	122	123	120	121	120	119	118
TOTAL (excluding farm products, raw materials)	120	125	122	123	124	124	125	120	120	120	120	119
DURABLE GOODS, TOTAL	154	162	156	156	158	158	161	152	153	152	153	151
Motor vehicles, automotive equipment	161	175	154	165	173	174	179	163	164	168	172	164
Electrical goods	156	164	165	161	161	166	164	157	158	159	151	153
Furniture, home furnishings	142	146	141	143	149	144	146	150	144	145	146	140
Hardware, plumbing, heating equipment	160	173	170	169	168	175	172	163	170	170	171	169
Lumber, construction materials	81	95	95	96	93	92	94	88	87	85	83	91
Machinery, equipment, supplies	181	179	176	171	174	173	171	171	171	167	170	171
Metals, metalwork (except scrap)	175	187	179	169	168	171	184	167	165	161	174	160
NONDURABLE GOODS, TOTAL	90	92	93	93	92	91	91	91	92	93	90	90
TOTAL (excluding farm products, raw materials)	87	90	89	90	90	90	90	88	87	88	87	87
Groceries and related products	54	54	57	54	56	56	55	57	57	58	57	55
Beer, wine, distilled alcoholic beverages	99	106	102	105	107	107	110	108	99	101	99	102
Drugs, chemicals, allied products	131	137	129	128	132	125	129	126	124	124	125	130
Paper, paper products, excluding wallpaper	103	104	103	101	100	105	103	101	103	102	103	100

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 1972

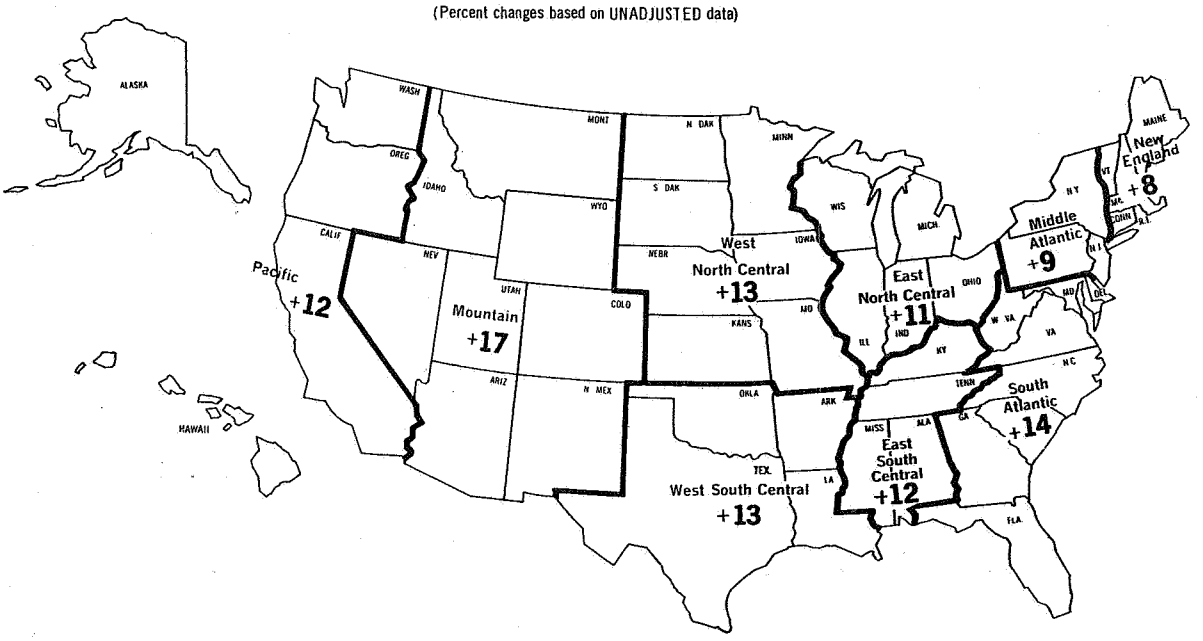
Kind of business	Unadjusted					Adjusted[1]			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	December 1972 from--		12 months 1972 from 12 months 1971	December 1972 from--		December 1972 from--		December 1972 from--	
	December 1971	November 1972		December 1971	November 1972	December 1971	November 1972	December 1971	November 1972
MERCHANT WHOLESALERS, TOTAL	+10	-4	+12	+11	+1	+17	+3	+10	+2
TOTAL (excluding farm products, raw materials)	+8	-5	+11	+8	0	+15	+2	+8	+1
DURABLE GOODS, TOTAL	+9	-7	+13	+9	0	+17	+2	+9	+1
Motor vehicles, automotive equipment, total	-2	-8	+10	+6	0	+5	+4	+6	-1
Automobiles, other motor vehicles	-12	-6	+9	+1	-2	-	-	-	-
Automotive eqipment, tires, tubes	+8	-10	+11	+10	+1	-	-	-	-
Automotive equipment	+7	-9	+11	+8	+2	-	-	-	-
Electrical goods, total	+10	-7	+13	+9	-2	+18	0	+8	0
Electrical supplies, apparatus	+12	-3	+15	+11	-1	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment	+9	-10	+12	+7	-3	-	-	-	-
Appliances, TV, radio sets	+5	-12	+10	+4	-2	-	-	-	-
Furniture, home furnishings, total	+11	-8	+5	+14	+2	+22	+8	+15	+4
Furniture-household, office	+14	+7	+17	+16	+2	-	-	-	-
Household furniture	+8	-2	+14	+20	+3	-	-	-	-
Office furniture	+21	+15	+21	+12	+1	-	-	-	-
Home furnishings, floor coverings	+9	-14	(S)	+13	+3	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total	+11	-12	+14	+16	0	+17	+3	+16	+1
Hardware	+8	-17	+15	+13	+1	-	-	-	-
General-line hardware	+1	-23	+13	+9	+1	-	-	-	-
Plumbing and heating equipment, supplies	+13	-9	+14	+18	-1	-	-	-	-
Air conditioning, refrigeration equipment, supplies	+9	-4	+13	+16	+2	-	-	-	-
Lumber, construction materials, total	+13	-17	+22	+18	+4	+19	-4	+18	+4
Lumber, millwork	+15	-17	+25	+19	+7	-	-	-	-
Construction materials	+9	-18	+17	+17	-1	-	-	-	-
Machinery, equipment, supplies, total	+6	-2	+13	+8	0	+14	+1	+8	+1
Commercial machines, equipment	+5	-15	+14	+18	+2	-	-	-	-
Construction machinery, equipment	+12	+2	+15	+8	-1	-	-	-	-
Industrial machinery, equipment, supplies	+4	-4	+15	+7	+1	-	-	-	-
Professional equipment, supplies	+3	+1	+7	+7	-2	-	-	-	-
Surgical, medical, hospital supplies	+9	+5	+8	+13	-2	-	-	-	-
Service-establishment equipment, supplies	0	-5	+6	-4	-2	-	-	-	-
Metals, metalwork (except scrap), total	+28	0	+14	+9	+5	+37	+9	+8	0
Iron, steel, and products	+27	-1	+19	+10	+6	-	-	-	-
Nonferrous metal	+32	+4	0	+3	0	-	-	-	-
Scrap, waste materials, total[2]	+21	-1	+7	+3	+1	+33	+9	0	-2
Iron, steel scrap	+26	-2	+8	+8	+1	-	-	-	-
Waste materials	+15	0	+4	-7	+1	-	-	-	-
Jewelry	+27	-2	+20	(S)	(S)	+29	-3	(S)	(S)
NONDURABLE GOODS, TOTAL	+10	-2	+10	+13	+1	+17	+3	+11	+2
TOTAL (excluding farm products, raw materials)	+7	-2	+9	+7	-2	+13	+1	+7	+1
Groceries and related products, total	+6	-2	+8	+14	-1	+12	+4	+14	0
General-line groceries	+5	-2	+8	+6	-2	-	-	-	-
Voluntary groups	+4	-2	+10	+2	-2	-	-	-	-
Retailer cooperatives	+10	-2	+8	+12	-2	-	-	-	-
Nonaffiliated	+3	-3	+3	+9	-1	-	-	-	-
Specialty-line groceries	+6	-3	+6	+24	0	-	-	-	-
Confectionery	-1	-14	+5	+8	0	-	-	-	-
Meats, meat products	+9	0	+11	+27	+3	-	-	-	-
Poultry, poultry products	+9	+1	+14	+15	-2	-	-	-	-
Fresh fruits, vegetables	+3	+1	+8	+19	-3	-	-	-	-
Beer, wine, distilled alcoholic beverages, total	0	+10	+7	+6	-8	+8	0	+7	+4
Beer	+2	0	+8	0	-14	-	-	-	-
Wine, distilled spirits	0	+17	+5	+8	-6	-	-	-	-
Drugs, chemicals, allied products, total	+5	-5	+12	+8	-1	+12	-1	+8	+2
Drugs, drug proprietaries, druggists' sundries	+4	-3	+10	+6	-2	-	-	-	-
General-line drugs	-2	-6	+5	+2	-2	-	-	-	-
Paints, varnishes	0	-16	+11	+2	+2	-	-	-	-
Other chemicals, allied products	+7	-6	+15	+14	+1	-	-	-	-
Tobacco, tobacco products	0	0	+6	+9	-6	+8	-1	+10	0
Dry goods, apparel, total	+1	-14	+10	(S)	(S)	+6	+2	(S)	(S)
Apparel and accessories, hosiery, lingerie, footwear	+5	-16	+10	(S)	(S)	-	-	-	-
Dry goods, notions	-10	-15	+11	(S)	(S)	-	-	-	-
Piece goods converters	+17	-7	+8	(S)	(S)	-	-	-	-
Paper, paper products, excluding wallpaper, total	+8	-4	+8	+9	+1	+16	+3	+10	0
Paper	+8	-4	+7	+10	0	-	-	-	-
Stationery, office supplies	+9	-6	+11	+8	+2	-	-	-	-
Farm products (raw materials), total[2]	+37	-1	+20	+44	+15	+44	+13	+42	+11
Cotton	-24	-15	0	+34	+45	-	-	-	-
Grain	+54	-4	+23	+108	+9	-	-	-	-
Other nondurable goods, total	+18	-4	+11	+6	-2	+24	-3	+5	0
Amusement, sporting goods	+16	-16	+15	+15	-5	-	-	-	-
Books, magazines, newspapers	+10	-4	+8	-8	+1	-	-	-	-
Coal	-22	-17	-23	(S)	(S)	-	-	-	-
Farm supplies	+8	-4	+9	+9	+8	-	-	-	-

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 of Merchant Wholesalers by Geographic Division
12 Months 1972 Compared With 12 Months 1971

(Percent changes based on UNADJUSTED data)



UNITED STATES +12

U.S. DEPARTMENT OF COMMERCE
Social and Economic Statistics Administration
BUREAU OF THE CENSUS

Geographic Distribution of Wholesale Sales: 1972

(Sales in billions of dollars)

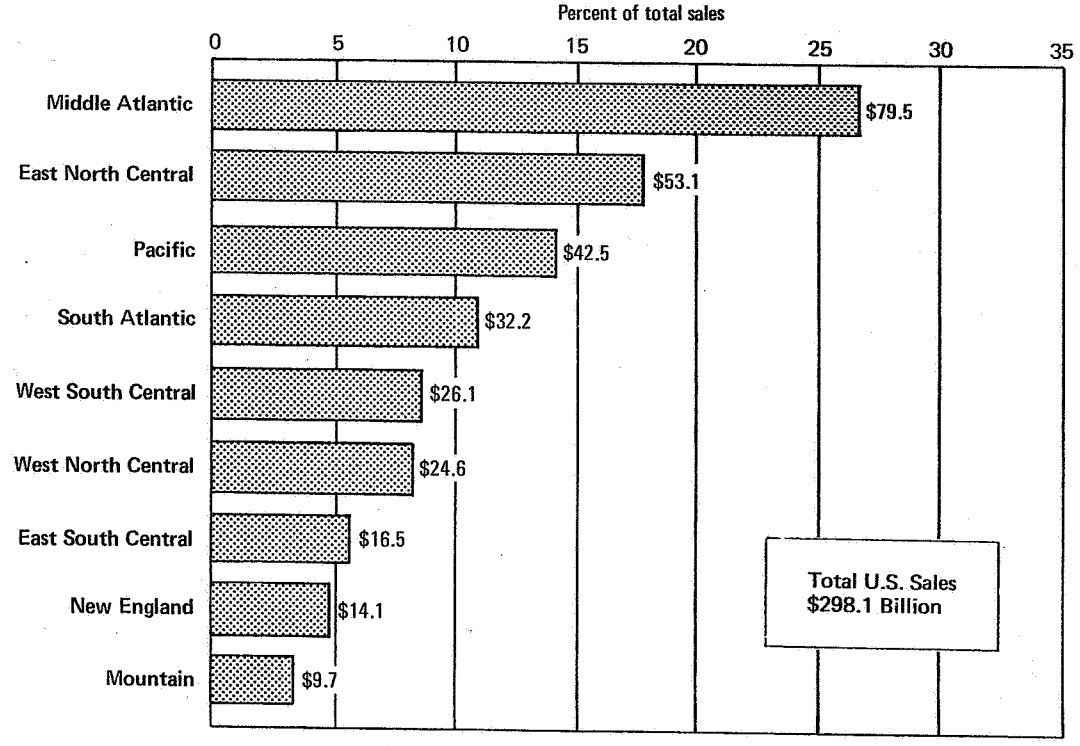


Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1971 and 1972

(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.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.[2]	Total 12 months	Sampling error of the estimate	
														Range	Median
	1972														
MERCHANT WHOLESALERS, TOTAL	21,756	22,012	24,938	23,044	25,290	25,389	23,491	26,654	25,555	26,823	27,154	26,003	298,111	0.8-0.9	0.8
New England	1,021	1,029	1,183	1,111	1,215	1,245	1,148	1,290	1,158	1,205	1,279	1,211	14,094	3-4	4
Middle Atlantic	5,790	5,959	6,632	6,007	6,578	6,799	6,111	7,036	6,915	7,217	7,366	7,049	79,460	1-2	2
East North Central	3,869	3,873	4,430	4,149	4,640	4,545	4,226	4,776	4,510	4,732	4,782	4,573	53,104	2-2	2
West North Central	1,753	1,701	1,973	1,870	2,050	2,019	1,981	2,279	2,108	2,246	2,373	2,277	24,630	2-3	2
South Atlantic	2,313	2,447	2,761	2,479	2,675	2,797	2,545	2,863	2,644	2,920	2,929	2,786	32,159	2-3	3
East South Central	1,263	1,214	1,353	1,266	1,392	1,388	1,278	1,423	1,420	1,509	1,499	1,450	16,455	4-6	5
West South Central	1,924	2,056	2,196	2,057	2,267	2,245	2,086	2,359	2,220	2,314	2,176	2,161	26,061	2-5	3
Mountain	683	695	804	738	814	832	815	894	852	847	857	837	9,666	3-5	4
Pacific	3,139	3,038	3,607	3,366	3,661	3,517	3,302	3,734	3,727	3,835	3,894	3,660	42,482	2-4	3
DURABLE GOODS, TOTAL	9,725	9,951	11,567	10,977	11,898	12,127	11,085	12,552	12,092	12,604	12,301	11,460	138,349	1.3-1.6	1.5
New England	453	466	521	504	533	554	490	584	530	580	584	543	6,342	4-6	5
Middle Atlantic	2,217	2,327	2,757	2,536	2,803	2,845	2,585	2,831	2,788	3,005	2,950	2,683	32,329	2-4	3
East North Central	1,838	1,822	2,125	2,032	2,208	2,258	2,049	2,322	2,240	2,362	2,300	2,147	25,705	2-5	3
West North Central	627	624	715	713	780	795	747	858	799	861	825	763	9,106	4-7	5
South Atlantic	1,175	1,221	1,381	1,304	1,410	1,468	1,299	1,511	1,407	1,472	1,439	1,320	16,406	3-6	4
East South Central	470	463	543	541	560	614	539	622	603	627	558	536	6,676	5-7	6
West South Central	951	1,043	1,183	1,120	1,212	1,234	1,134	1,271	1,194	1,220	1,136	1,110	13,809	2-5	3
Mountain	334	352	420	395	425	451	443	485	468	464	462	436	5,134	5-8	5
Pacific	1,662	1,631	1,923	1,833	1,967	1,907	1,800	2,069	2,062	2,014	2,049	1,923	22,842	3-6	4
NONDURABLE GOODS, TOTAL	12,031	12,061	13,371	12,067	13,392	13,262	12,406	14,102	13,463	14,219	14,853	14,543	159,762	1.2-1.5	1.2
New England	568	563	662	607	682	691	658	706	627	625	695	668	7,752	6-8	6
Middle Atlantic	3,573	3,632	3,874	3,471	3,775	3,954	3,526	4,205	4,127	4,212	4,417	4,366	47,131	2-2	2
East North Central	2,031	2,051	2,305	2,117	2,432	2,286	2,177	2,454	2,269	2,370	2,481	2,425	27,399	2-4	3
West North Central	1,126	1,077	1,258	1,158	1,270	1,224	1,234	1,421	1,308	1,385	1,548	1,514	15,523	3-5	3
South Atlantic	1,139	1,226	1,380	1,175	1,264	1,329	1,246	1,352	1,237	1,448	1,490	1,466	15,753	3-5	4
East South Central	793	751	810	726	831	774	740	801	817	882	941	914	9,779	4-6	5
West South Central	973	1,013	1,013	937	1,055	1,011	952	1,088	1,026	1,094	1,041	1,050	12,253	4-6	4
Mountain	349	342	384	343	388	381	372	409	384	383	395	401	4,532	3-6	5
Pacific	1,478	1,407	1,683	1,533	1,693	1,610	1,502	1,665	1,665	1,821	1,845	1,737	19,640	2-5	4
	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	23,654	267,357	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	1,148	13,023	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	6,298	72,690	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	4,198	48,033	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	1,921	21,850	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	2,517	28,073	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	1,373	14,597	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	2,011	23,078	2-5	3
Mountain	571	580	682	689	667	736	736	742	713	707	707	719	8,248	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	3,470	37,760	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	10,478	122,420	1.3-1.6	1.5
New England	393	391	444	461	484	520	459	506	481	466	486	481	5,573	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	2,470	29,519	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	1,948	23,232	2-5	3
West North Central	530	541	659	688	669	714	694	726	725	724	706	678	8,056	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	14,181	3-6	4
East South Central	418	414	470	511	524	569	496	565	552	527	507	507	6,060	5-7	6
West South Central	795	843	961	986	987	1,078	1,029	1,067	1,030	1,000	990	977	11,745	2-5	3
Mountain	251	283	349	354	324	384	385	379	349	352	352	349	4,111	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	1,837	19,941	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	13,176	144,937	1.2-1.5	1.2
New England	545	541	637	623	582	638	655	670	636	610	646	667	7,450	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	3,829	43,171	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	2,249	24,802	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	1,243	13,794	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	1,287	13,893	3-5	4
East South Central	653	604	739	679	706	694	709	709	683	683	814	866	8,537	4-6	5
West South Central	893	907	952	913	936	962	897	930	1,001	963	947	1,033	11,333	4-6	4
Mountain	320	297	332	335	343	352	351	362	364	355	355	370	4,137	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	1,633	17,820	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: 1972, 1971, and 1970

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 1972 from 1971																			
MERCHANT WHOLESALERS, TOTAL.....	+12	+8	+9	+11	+13	+14	+12	+13	+17	+12	0.4	1.4	0.8	1.4	1.3	0.8	1.6	1.3	2.5	1.5
DURABLE GOODS, TOTAL.....	+13	+14	+10	+11	+13	+16	+10	+18	+25	+14	0.8	2.0	1.5	2.5	1.4	2.0	1.8	2.1	3.3	2.3
Motor vehicles, automotive equipment...	+10	+4	+5	+9	+13	+15	+3	+17	+35	+8	1	6	4	3	6	4	8	4	5	5
Electrical goods.....	+13	+17	+10	+13	+13	+9	+19	+19	+11	+19	1	4	4	2	4	4	5	7	9	4
Furniture, home furnishings.....	+5	-2	+8	(S)	+7	+18	+8	+20	+30	+12	7	9	3	-	4	4	9	4	4	4
Hardware, plumbing, heating equipment..	+14	+9	+13	+8	+13	+26	+17	+14	+18	+14	1	2	3	2	3	3	3	4	3	3
Lumber, construction materials.....	+22	+21	+13	+18	+21	+22	+10	+31	+37	+28	2	3	3	4	4	4	9	5	8	4
Machinery, equipment, supplies.....	+13	+17	+14	+8	+15	+14	+10	+17	+24	+8	1	5	2	4	4	3	4	6	8	3
Metals, metalwork (except scrap).....	+14	+19	+3	+24	+14	+14	(S)	+13	(S)	+24	2	9	3	4	5	5	-	5	-	7
Scrap, waste materials.....	+7	+19	+2	+15	-15	+3	-5	+1	(S)	+30	2	7	4	3	3	6	8	3	-	7
NONDURABLE GOODS, TOTAL.....	+10	+4	+9	+10	+12	+13	+14	+8	+10	+10	0.7	2.3	0.9	1.2	2.1	1.5	2.1	1.7	2.0	1.5
Groceries and related products.....	+8	+6	+5	+10	+10	+12	+13	+8	+13	+6	1	4	2	1	3	2	4	1	2	1
Beer, wine, distilled alcoholic beverages	+7	+6	+4	+4	+10	+12	+4	+13	+8	+4	1	4	2	2	5	3	6	4	5	2
Drugs, chemicals, allied products.....	+12	+4	+13	+22	+6	+10	+6	+10	+14	+11	2	5	4	3	7	3	3	4	6	4
Tobacco, tobacco products.....	+6	+11	+3	+3	+2	+16	+2	-2	+12	+7	1	5	2	2	2	5	3	5	9	2
Dry goods, apparel.....	+10	0	+9	+22	+4	(S)	+10	+13	(S)	+16	2	8	2	5	4	-	7	4	-	5
Paper, paper products, excl. wallpaper.	+8	+7	+4	+5	+6	+23	+15	+7	+15	+7	1	3	2	2	3	3	4	4	8	2
Farm products (raw materials).....	+20	(S)	+30	+19	+21	+13	+22	+8	(S)	+10	2	-	2	8	2	7	3	9	-	5
Other nondurable goods.....	+11	(S)	+11	+9	+10	+16	+19	+6	+3	+21	3	-	4	4	6	5	5	4	7	4
	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

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, by Geographic Divisions for Selected Kinds of Business: December 1972

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

Kind of business and geographic division[1]	Percent change in-- Sales: December 1972 from-- December 1971	Sales: December 1972 from-- November 1972	Sales: 12 months 1972 from 12 months 1971	Inventories: December 1972 from-- December 1971	Inventories: December 1972 from-- November 1972	Sampling errors of the ratio corresponding to the percent change in columns--[2] A	B	C	D	E
	A	B	C	D	E					
MERCHANT WHOLESALERS, TOTAL	+10	-4	+12	+11	+1	0.9	0.4	0.4	0.8	0.2
New England	+5	-5	+8	+4	-2	4.4	1.5	1.4	3.6	0.4
Middle Atlantic	+12	-4	+9	+6	-1	1.4	0.8	0.8	1.5	0.6
East North Central	+9	-4	+11	+11	0	2.1	1.1	1.4	1.5	0.6
West North Central	+18	-4	+13	+20	+2	3.2	1.6	1.3	3.1	0.8
South Atlantic	+11	-5	+14	+15	+1	2.2	1.0	0.8	1.7	0.7
East South Central	+6	-3	+12	+2	+5	3.4	1.6	1.6	2.2	0.7
West South Central	+7	-1	+13	+15	+2	2.3	1.2	1.3	2.7	0.6
Mountain	+16	-2	+17	+25	0	4.4	2.6	2.5	4.6	1.0
Pacific	+5	-6	+12	+9	0	3.6	1.5	1.5	3.3	0.8
Durable goods, total	+9	-7	+13	+9	0	1.4	0.7	0.8	1.0	0.3
New England	+13	-7	+14	+1	-2	7.7	2.7	2.0	3.7	0.9
Middle Atlantic	+9	-9	+10	+8	-1	2.7	1.3	1.5	1.9	0.8
East North Central	+10	-7	+11	+9	+1	3.1	1.6	2.5	1.9	0.9
West North Central	+12	-7	+13	+7	+1	3.9	2.5	1.4	3.8	0.7
South Atlantic	+7	-8	+16	+15	0	3.1	1.6	2.0	2.5	0.8
East South Central	+6	-4	+10	+4	+1	4.4	2.5	1.8	3.5	0.8
West South Central	+14	-2	+18	+10	+1	3.4	1.4	2.1	3.4	0.7
Mountain	+25	-6	+25	+25	+1	6.8	4.4	3.3	5.8	1.2
Pacific	+5	-6	+14	+7	+1	6.7	2.0	2.3	3.1	1.5
Nondurable goods, total	+10	-2	+10	+13	+1	1.3	0.6	0.7	1.3	0.3
New England	0	-4	+4	+7	-2	5.0	1.9	2.3	6.5	1.6
Middle Atlantic	+14	-1	+9	+4	0	1.7	1.1	0.9	3.6	0.6
East North Central	+8	-2	+10	+15	-2	2.6	1.4	1.2	2.4	0.6
West North Central	+22	-2	+12	+33	+4	3.9	1.7	2.1	5.4	1.3
South Atlantic	+14	-2	+13	+15	+1	2.7	1.4	1.5	2.3	0.8
East South Central	+6	-3	+14	0	+9	4.0	1.5	2.1	2.6	0.9
West South Central	+2	+1	+8	+24	+3	3.2	1.8	1.7	3.5	1.0
Mountain	+8	+2	+10	+25	-1	5.0	1.9	2.0	6.7	1.9
Pacific	+6	-6	+10	+12	-1	3.2	1.4	1.5	5.1	1.6
Automotive equipment, tire, tubes	+8	-10	+11	+10	+1	3	2	2	3	1
New England	(S)	-19	(S)	(S)	+2	-	4	-	-	1
Middle Atlantic	+7	-16	+7	+6	0	9	5	6	8	1
East North Central	+22	-8	+11	+15	+1	8	3	3	7	1
West North Central	+18	-10	+10	+16	+2	9	4	4	9	2
South Atlantic	-2	-20	+8	+14	+3	8	3	7	6	3
East South Central	(S)	-10	+5	0	+6	-	4	2	9	3
West South Central	0	-6	+16	+8	+1	9	4	4	8	1
Mountain	(S)	-1	+19	(S)	0	-	6	3	-	2
Pacific	+15	+2	+15	+8	0	9	3	7	9	2
Electrical supplies, apparatus	+12	-3	+15	+11	-1	3	1	2	2	1
New England	(S)	-6	+14	(S)	-2	-	3	4	-	1
Middle Atlantic	+10	+3	+7	+8	-3	7	4	4	6	1
East North Central	+4	-7	+16	+6	-1	6	2	2	6	1
West North Central	(S)	-8	+11	+31	-2	-	3	4	7	1
South Atlantic	+14	-3	+13	+13	-1	7	3	4	5	1
East South Central	(S)	+3	+29	(S)	0	-	4	8	-	2
West South Central	+5	-4	+21	+13	0	8	3	4	8	1
Mountain	(S)	-7	+16	(S)	+4	-	2	6	-	1
Pacific	+26	-2	+23	+9	-2	7	3	6	6	1
Electrical appliances, TV, radio sets, electronic parts equipment	+9	-10	+12	+7	-3	3	2	2	3	1
New England	(S)	-10	+19	(S)	-3	-	5	6	-	3
Middle Atlantic	0	-22	+12	-5	-8	7	5	6	8	2
East North Central	+9	-2	+11	+5	-3	8	4	4	7	2
West North Central	(S)	-10	+15	(S)	-4	-	5	7	-	2
South Atlantic	+16	-6	+5	+11	-5	8	3	7	7	2
West South Central	+9	+1	+17	-2	0	7	2	3	9	2
Mountain	(S)	-19	(S)	(S)	+10	-	3	-	-	3
Pacific	(S)	-10	+16	(S)	+3	-	3	6	-	3
Furniture, home furnishings, total	+11	-8	+5	+14	+2	6	2	7	7	1
New England	(S)	+3	-2	(S)	-7	-	5	9	-	4
Middle Atlantic	+6	-10	+8	+12	0	7	4	3	6	2
East North Central	(S)	-6	(S)	(S)	+6	-	4	-	-	2
South Atlantic	(S)	-8	+18	(S)	+2	-	5	4	-	4
East South Central	(S)	-2	+8	(S)	-1	-	5	4	-	3
West South Central	+21	-20	+20	(S)	-1	9	6	4	-	2
Mountain	(S)	-15	+30	(S)	+2	-	6	4	-	4
Pacific	+6	-9	+12	+12	+9	9	4	4	7	2
Hardware	+8	-17	+15	+13	+1	2	1	1	1	1
New England	(S)	-4	+7	(S)	(S)	-	6	8	-	2
Middle Atlantic	+17	-15	+16	+20	0	7	4	5	7	1
East North Central	+2	-24	+6	+20	+2	5	3	2	5	1
West North Central	0	-22	+16	+8	+2	5	3	2	6	1
South Atlantic	+4	-16	+27	+4	+3	8	3	3	9	2
East South Central	-1	-23	+17	+15	-1	6	4	3	6	1
West South Central	(S)	-13	+14	+5	-2	-	3	3	7	1
Mountain	(S)	+2	+18	(S)	0	-	4	3	-	2
Pacific	+10	-14	+17	+15	+3	8	2	4	6	1
Plumbing and heating equipment, supplies	+13	-9	+14	+18	-1	4	2	2	2	1
New England	(S)	-2	+10	(S)	0	-	4	3	-	2
Middle Atlantic	-15	-14	+8	-4	-2	7	4	4	8	1
East North Central	+20	-14	+11	+22	-2	7	5	3	5	2

See footnotes at end of table.

Table 7B. Percent Changes in Sales and Inventories of Merchant Wholesalers, and Sampling Errors, by Geographic Divisions for Selected Kinds of Business: December 1972—Continued

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

Kind of business and geographic division[1]	Percent change in-- Sales: December 1972 from-- December 1971	Sales: December 1972 from-- November 1972	Sales: 12 months 1972 from 12 months 1971	Inventories: December 1972 from-- December 1971	Inventories: December 1972 from-- November 1972	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)	-9	+10	+31	+1	-	3	6	8	2
South Atlantic	(S)	-9	+25	+43	0	-	5	5	8	2
East South Central	(S)	-8	+15	(S)	-4	-	6	5	-	2
West South Central	(S)	+4	+13	+20	-4	-	6	4	9	3
Pacific	+13	-2	+13	+24	+1	9	4	4	7	2
Lumber, construction materials, total	+13	-17	+22	+18	+4	3	2	2	3	1
New England	(S)	-16	+21	(S)	-2	-	4	3	-	4
Middle Atlantic	+14	-14	+13	+22	0	8	4	3	7	2
East North Central	+8	-18	+18	+16	+9	8	3	4	6	2
West North Central	+1	-22	+21	+19	+5	9	5	4	8	2
South Atlantic	-3	-16	+22	(S)	+4	9	3	4	-	3
East South Central	(S)	-10	+31	(S)	0	-	5	5	-	2
West South Central	(S)	-22	+37	(S)	+10	-	4	8	-	2
Pacific	+23	-22	+28	(S)	+6	7	5	4	-	4
Industrial machinery, equipment supplies distribution	+4	-4	+15	+7	+1	4	3	3	4	1
Middle Atlantic	(S)	+7	(S)	-9	-3	-	5	-	7	3
East North Central	(S)	-8	+11	+3	+4	-	5	5	8	2
South Atlantic	(S)	-9	+9	+6	+1	-	5	3	8	2
West South Central	(S)	(S)	(S)	+18	-3	-	5	-	7	2
Pacific	+23	+5	+20	+14	+2	9	6	8	6	2
General-line grocery wholesalers	+5	-2	+8	+6	-2	1	1	1	2	1
New England	(S)	+2	+23	(S)	+3	-	3	3	-	2
Middle Atlantic	+5	-4	+4	+21	-1	5	1	2	7	2
East North Central	+1	-1	+10	-4	-4	4	1	1	4	1
West North Central	+12	-1	+10	+10	+2	4	1	3	5	1
South Atlantic	+8	-2	+7	+16	-2	8	2	3	7	2
East South Central	+7	-2	+8	+2	-7	7	2	2	9	1
West South Central	-2	-8	+7	-5	-4	6	2	1	7	1
Mountain	+20	+4	+12	+22	0	5	2	2	6	1
Pacific	-2	-4	+3	+3	0	5	1	1	5	1
Specialty-line grocery wholesalers	+6	-3	+6	+24	0	4	2	1	4	1
Middle Atlantic	+7	+2	+3	+31	0	5	2	3	5	3
East North Central	-1	-1	+8	(S)	-4	8	3	4	-	4
West North Central	(S)	-8	+11	+41	+2	-	2	6	9	1
South Atlantic	+27	-14	+15	+9	-4	8	3	4	8	2
East South Central	(S)	-1	(S)	(S)	+3	-	2	-	-	4
West South Central	(S)	-2	-2	(S)	-1	-	6	5	-	3
Mountain	(S)	+3	+19	(S)	+6	-	5	7	-	4
Pacific	(S)	-3	+8	(S)	-3	-	7	5	-	3
Fresh fruit, vegetable wholesalers	+3	+1	+8	+19	-3	3	2	1	4	1
New England	(S)	-1	+16	(S)	(S)	-	6	8	-	-
Middle Atlantic	+4	-5	+3	(S)	-4	8	4	3	-	4
East North Central	+15	+11	+8	+25	-7	8	3	3	7	3
West North Central	(S)	+1	0	+14	-3	-	3	5	8	3
South Atlantic	+18	+2	+13	+25	-4	8	4	4	9	3
East South Central	(S)	+3	+1	(S)	-6	-	5	7	-	5
West South Central	(S)	+2	+16	(S)	-2	-	3	3	-	3
Mountain	(S)	-4	(S)	(S)	-6	-	3	-	-	3
Pacific	-18	-2	+5	(S)	+1	8	4	4	-	4
Drug wholesalers (general and specialty lines)	+4	-3	+10	+6	-2	3	2	2	3	1
New England	-10	-15	0	(S)	+1	9	3	6	-	2
Middle Atlantic	-1	-17	+12	(S)	-2	8	5	4	-	2
East North Central	+23	+17	+15	+20	-6	6	2	3	6	2
West North Central	-3	-12	+6	-3	-6	8	4	3	9	2
South Atlantic	+2	+24	+10	+29	+9	6	4	4	8	2
East South Central	(S)	-5	+1	(S)	-5	-	3	5	-	3
West South Central	+5	-2	+5	+5	-3	6	2	4	7	1
Mountain	(S)	-6	+13	(S)	-4	-	2	7	-	3
Pacific	-2	-23	+15	-10	0	8	4	7	9	2
Tobacco distributors	0	0	+6	+9	-6	2	1	1	3	1
New England	(S)	-2	+11	(S)	(S)	-	2	5	-	2
Middle Atlantic	0	-1	+3	+1	-4	5	2	2	7	1
East North Central	-5	+3	+3	+4	-9	7	2	2	6	2
West North Central	+2	-1	+2	(S)	-4	9	2	2	-	1
South Atlantic	+4	+6	+16	+11	-8	6	2	5	7	1
East South Central	+4	+1	+2	+13	-6	8	2	3	9	3
West South Central	-12	-1	-2	0	-6	9	1	5	9	1
Mountain	(S)	0	+12	(S)	-4	-	3	9	-	1
Pacific	+4	-4	+7	(S)	(S)	7	1	2	9	3
Dry goods, apparel wholesalers	+1	-14	+10	(S)	(S)	5	2	2	8	1
Middle Atlantic	-2	-14	+9	(S)	(S)	6	2	2	7	1
East North Central	(S)	-15	+22	(S)	(S)	-	6	5	9	2
East South Central	+9	-19	+10	(S)	(S)	3	5	7	-	2
West South Central	(S)	(S)	+13	(S)	(S)	-	-	4	-	2

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 13.

[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 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for Dec. 1972.

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 Office of Management and Budget, Executive Office of the President, as "establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers 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-cary 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 Bureau of Economic Analysis, has adjusted to 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 trends 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 Economic Analysis. Table 9 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	1.0-1.4	1.4	0.3-0.9	0.4	0.8-1.1	0.9	0.9-1.8	1.2	0.1-0.4	0.2	0.5-1.6	0.8
TOTAL (excluding farm products, raw materials)	1.0-1.5	1.4	0.3-0.9	0.4	0.9-1.2	1.0	1.0-1.6	1.2	0.1-0.4	0.2	0.6-1.6	0.9
DURABLE GOODS, TOTAL	1.7-2.9	2.4	0.5-1.8	0.7	1.4-2.0	1.4	1.1-2.0	1.4	0.2-0.5	0.3	0.7-1.9	1.0
Motor vehicles, automotive equipment, total	6-12	8	1-8	3	4-9	6	4-7	4	0.7-2.2	1.2	2-7	2
Automobiles, other motor vehicles	-	-	1-16	3	1-17	12	-	-	1.5-5.9	2.6	2-14	5
Automotive equipment, tires, tubes	4-4	4	1-2	2	3-4	3	4-5	4	0.7-2.0	0.7	2-3	3
Automotive equipment	4-5	5	2-2	2	2-4	4	-	-	0.6-1.9	0.7	2-3	2
Electrical goods, total	2-3	2	1-1	1	2-3	2	2-3	3	0.7-1.1	0.8	2-3	2
Electrical supplies, apparatus	2-3	3	1-2	1	2-3	3	4-5	4	0.3-1.4	0.7	2-3	2
Electrical appliances, TV, radio sets, electronic parts, equipment	2-3	3	1-2	2	2-4	3	3-5	4	0.9-1.8	1.1	2-5	3
Appliances, TV, radio sets	3-4	4	2-3	2	2-5	4	-	-	1.1-2.7	1.6	3-6	3
Furniture, home furnishings, total	5-11	6	2-4	2	5-8	6	6-10	6	1.2-2.9	1.4	4-9	7
Furniture-household, office	6-8	7	2-4	2	4-6	5	-	-	0.9-1.4	1.1	3-5	4
Household furniture	-	-	2-4	3	3-6	5	-	-	1.1-1.6	1.3	5-7	6
Office furniture	-	-	2-7	4	8-11	9	-	-	1.1-3.0	1.5	6-9	6
Home furnishings, floor coverings	6-15	8	2-5	3	6-11	8	6-13	6	1.6-3.6	1.8	6-12	8
Hardware, plumbing, heating equipment, supplies, total	3-4	4	1-2	1	2-3	2	3-3	3	0.4-1.0	0.5	1-2	1
Hardware	3-4	3	1-2	1	2-3	2	3-3	3	0.5-0.8	0.6	2-3	2
General-line hardware	3-5	4	1-2	1	1-3	2	-	-	0.3-1.1	0.6	3-4	3
Plumbing and heating equipment, supplies	6-9	7	1-2	2	3-6	4	4-5	4	0.5-2.2	0.8	2-4	2
Air conditioning, refrigeration equipment, supplies	4-6	6	3-6	4	5-8	6	-	-	1.3-2.1	1.5	3-5	4
Lumber, construction materials, total	4-5	4	1-2	2	3-4	3	5-5	5	0.8-1.3	0.9	2-4	3
Lumber, millwork	5-8	6	2-3	2	3-5	4	5-5	5	0.8-2.0	1.3	3-5	4
Construction materials	6-8	8	2-3	2	3-5	5	-	-	0.8-1.6	1.4	4-7	6
Machinery, equipment, supplies, total	2-3	2	2-2	2	2-3	3	2-3	2	0.4-0.7	0.7	2-2	2
Commercial machines, equipment	7-10	8	2-4	3	4-7	7	-	-	0.8-1.9	1.3	3-5	4
Construction machinery, equipment	4-7	5	2-4	3	5-8	6	4-5	5	0.5-2.1	1.1	4-5	4
Industrial machinery, equipment, supplies	3-5	4	2-3	3	4-6	4	3-6	5	0.7-1.3	1.0	3-5	4
Professional equipment, supplies	4-6	5	2-3	2	3-6	6	-	-	0.4-2.5	0.8	3-4	3
Surgical, medical, hospital supplies	7-9	8	2-3	2	5-7	6	-	-	0.4-1.6	0.7	4-7	5
Service-establishment equipment, supplies	4-9	4	2-4	3	4-7	5	-	-	0.7-1.7	1.0	4-7	4
Metals, metalwork (except scrap), total	3-4	4	1-4	2	2-4	3	3-4	3	0.4-1.1	0.6	2-4	2
Iron, steel, and products	3-5	4	1-5	2	4-6	4	4-4	4	0.5-1.3	0.7	2-4	3
Nonferrous metals	5-10	5	2-7	4	3-8	5	-	-	0.5-1.2	0.9	4-6	5
Scrap, waste materials, total	4-5	4	1-3	2	2-4	4	-	-	1.2-2.5	1.7	3-5	5
Iron, steel scrap	4-8	5	2-4	3	3-6	4	-	-	1.3-1.9	1.8	3-8	6
Waste materials	4-6	5	2-4	3	4-7	6	-	-	2.1-5.7	3.4	-	-
Jewelry	-	-	3-6	4	6-9	8	-	-	-	-	-	-
NONDURABLE GOODS, TOTAL	1.1-2.0	1.3	0.6-0.7	0.6	1.1-1.4	1.3	1.6-1.9	1.8	0.2-0.6	0.3	1.1-2.2	1.3
TOTAL (excluding farm products, raw materials)	1.3-2.2	1.4	0.4-0.6	0.6	1.2-1.6	1.3	1.8-2.4	2.1	0.2-0.7	0.3	1.2-2.4	1.5
Groceries and related products, total	2-2	2	0-1	1	1-1	1	2-3	2	0.5-0.8	0.6	1-2	2
General-line groceries	2-3	3	0-1	1	1-2	1	2-3	3	0.4-0.5	0.5	2-2	2
Voluntary groups	-	-	0-1	1	2-3	2	-	-	0.6-1.1	1.0	2-3	3
Retailer cooperatives	-	-	1-1	1	2-4	3	-	-	0.3-0.8	0.4	3-5	3
Nonaffiliated	-	-	1-2	2	4-5	4	-	-	0.6-1.1	1.0	4-5	5
Specialty-line groceries	3-4	4	1-3	2	3-4	4	5-6	5	1.0-2.1	1.3	3-5	4
Confectionery	4-6	5	1-3	2	2-5	3	-	-	0.7-3.7	1.2	3-6	5
Meats, meat products	4-5	4	1-2	1	3-5	4	-	-	2.0-3.7	2.3	5-7	6
Poultry, poultry products	5-6	5	1-3	2	3-4	4	-	-	1.3-2.7	1.9	4-5	5
Fresh fruits, vegetables	4-6	5	1-5	2	3-6	3	-	-	0.8-1.9	1.4	3-6	4
Beer, wine, distilled alcoholic beverages, total	2-2	2	1-2	1	1-2	2	3-4	4	0.9-1.3	1.1	2-3	3
Beer	4-4	4	1-2	1	3-3	3	4-6	5	1.6-2.4	1.9	3-5	4
Wine, distilled spirits	3-4	4	1-2	2	2-3	3	4-5	5	0.9-1.8	1.1	2-4	3
Drugs, chemicals, allied products, total	3-4	4	1-4	2	2-4	3	3-5	4	0.4-1.3	0.9	2-4	3
Drugs, drug proprietaries, druggists' sundries	4-5	4	1-6	2	3-4	3	4-7	6	0.5-1.6	0.8	2-5	4
General-line drugs	3-3	3	0-1	1	1-3	1	-	-	0.4-0.6	0.5	1-3	2
Paints, varnishes	5-6	5	2-3	2	2-5	4	-	-	0.6-2.5	1.3	3-6	5
Other chemicals, allied products	6-7	7	1-3	3	5-10	6	-	-	0.6-3.0	1.6	4-5	4
Tobacco, tobacco products	2-3	3	1-1	1	2-2	2	-	-	0.6-1.2	0.7	2-3	3
Dry goods, apparel, total	4-6	5	2-3	2	4-6	5	-	-	-	-	-	-
Apparel and accessories, hosiery, lingerie, footwear	8-11	9	2-5	4	6-10	8	-	-	-	-	-	-
Dry goods, notions	5-8	7	2-6	3	5-9	5	-	-	-	-	-	-
Piece goods converters	-	-	2-5	3	4-7	5	-	-	-	-	-	-
Paper, paper products, excluding wallpaper, total	2-3	2	1-9	1	1-2	2	4-4	4	0.3-0.9	0.8	1-3	2
Paper	2-3	3	1-2	1	2-3	3	2-4	3	0.4-1.2	0.6	1-3	2
Stationery, office supplies	4-6	4	1-3	2	4-5	5	-	-	0.7-2.2	1.0	3-6	4
Farm products (raw materials), total	5-7	6	2-4	3	3-4	4	-	-	0.7-1.4	0.9	1-3	2
Cotton	-	-	4-19	6	7-12	10	-	-	1.1-5.3	2.9	-	-
Grain	4-8	6	2-4	2	3-5	4	-	-	1.0-3.0	1.7	-	-
Other nondurable goods, total	4-8	5	2-2	2	3-6	4	-	-	0.6-1.0	0.7	2-4	3
Amusement, sporting goods	-	9	4-5	4	5-9	7	-	-	1.0-2.0	1.6	4-6	5
Books, magazines, newspapers	4-5	4	1-3	2	2-6	4	-	-	0.5-2.7	0.7	3-6	5
Coal	-	-	1-5	3	3-8	3	-	-	0.8-2.3	1.6	3-7	5
Farm supplies	-	7	2-6	4	7-11	9	-	-	1.1-3.1	2.3	4-15	11

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 1971 and February 1972. 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 1971 and March 1972.

Table 9. Seasonal Adjustment Factors for Sales and Inventories of Merchant Wholesalers: January 1971-December 1972

Kind of business	1971 Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1972 Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Seasonal and trading day adjustment factors for sales																								
MERCHANT WHOLESALERS, TOTAL....	89.9	90.1	104.1	101.0	98.1	104.2	98.6	101.9	103.7	102.2	102.7	103.3	89.7	94.0	104.7	94.8	104.0	104.5	95.7	106.0	100.9	103.9	103.2	97.0
TOTAL (excl. farm products, raw materials).....	89.7	89.9	103.8	101.8	97.5	104.9	99.2	102.3	104.0	102.4	101.6	102.9	89.2	92.7	104.5	96.0	104.5	105.3	96.4	106.0	101.4	103.6	102.3	96.7
DURABLE GOODS, TOTAL.....	87.7	89.9	103.9	103.6	98.9	106.5	99.8	102.7	103.9	102.8	101.3	98.9	86.6	93.0	103.9	97.7	105.1	107.5	97.2	106.1	101.5	104.8	101.4	93.5
Motor vehicles, automotive equipment	88.7	89.8	101.9	106.3	103.2	109.2	107.0	100.9	100.3	99.7	98.6	93.6	89.1	93.7	102.6	100.0	109.7	110.8	102.9	104.7	96.6	102.4	98.5	87.4
Electrical goods.....	88.1	90.0	101.0	92.8	90.4	102.1	101.0	103.1	108.1	108.3	107.6	107.0	87.6	93.1	100.8	89.7	95.5	105.4	98.5	106.3	104.2	109.7	108.1	100.0
Furniture, home furnishings.....	81.6	86.9	104.0	100.8	95.3	101.9	93.4	106.4	109.0	112.3	108.5	100.1	80.1	89.8	107.2	95.8	101.8	103.3	92.5	109.8	103.0	114.9	108.0	91.3
Hardware, plumbing, heating equip..	84.4	88.1	99.4	101.9	99.2	109.0	103.4	106.8	107.7	105.1	101.2	93.5	83.6	91.3	100.4	96.8	105.2	110.3	100.7	109.6	103.7	106.4	102.5	88.3
Lumber, construction materials.....	79.6	82.8	99.3	103.9	102.2	110.6	104.9	110.0	108.4	106.3	101.0	91.2	77.9	86.5	99.3	98.6	108.0	111.0	101.7	113.9	106.3	108.7	100.4	86.8
Machinery, equipment, supplies.....	89.5	91.7	106.4	106.3	100.2	107.6	98.6	101.2	102.9	99.2	97.0	101.9	88.0	94.7	106.9	98.5	107.7	108.4	94.9	103.7	102.2	100.8	97.8	94.8
Metals, metalwork (except scrap)...	92.9	93.7	108.7	104.6	99.0	105.5	97.9	102.3	102.0	98.1	98.5	97.1	92.7	96.0	107.3	98.8	106.4	105.1	95.6	106.7	99.8	100.1	99.0	90.7
Scrap, waste materials.....	94.0	95.7	110.7	107.6	102.1	105.9	91.9	96.0	94.6	105.3	98.1	97.0	91.7	99.0	107.2	105.4	112.5	103.7	93.6	100.1	92.3	107.5	97.1	88.4
Jewelry.....	77.9	85.8	102.5	97.1	91.1	95.8	77.3	98.1	109.9	112.5	123.9	128.2	80.5	91.1	100.2	98.9	91.9	88.5	76.6	98.8	108.5	117.1	124.9	126.1
NONDURABLE GOODS, TOTAL.....	92.4	90.4	104.0	98.5	96.9	102.3	97.5	101.5	103.5	101.8	103.9	106.8	92.3	94.5	104.8	93.8	102.7	101.9	94.9	105.4	99.7	103.4	104.7	101.0
TOTAL (excl. farm products, raw materials).....	91.5	90.3	103.6	99.7	96.9	103.2	98.0	102.3	104.6	101.4	102.0	106.2	93.1	96.8	101.3	99.0	98.4	103.4	96.8	101.5	103.2	102.4	103.2	102.3
Groceries and related products.....	94.9	89.2	103.9	98.4	99.1	105.1	101.1	100.8	102.9	100.0	101.2	102.6	95.0	93.1	105.0	94.4	105.0	103.9	98.0	106.0	98.7	100.5	102.9	97.0
Beer, wine, distilled alcoholic bev.	75.8	80.4	98.2	94.7	99.6	108.4	101.0	105.3	103.4	101.4	105.9	128.2	74.8	83.4	100.2	88.0	106.3	110.4	96.6	110.5	99.7	102.1	107.8	119.0
Drugs, chemicals, allied products..	93.9	92.9	105.1	101.6	97.0	101.5	95.4	102.8	103.3	102.2	100.4	103.5	95.2	97.0	105.2	96.4	102.5	100.7	93.4	105.0	99.4	105.4	100.7	96.9
Tobacco, tobacco products.....	90.7	88.6	99.2	99.3	98.3	104.8	102.7	103.6	105.0	98.5	99.6	110.2	89.7	91.9	100.6	92.8	106.1	106.2	98.2	108.3	102.0	99.4	100.7	102.6
Dry goods, apparel.....	90.7	92.1	104.3	97.5	91.1	101.5	95.6	110.6	110.6	108.7	104.9	92.9	89.7	98.6	106.1	89.7	95.8	102.1	91.9	112.9	108.0	109.2	105.4	88.9
Paper, paper products, excluding wallpaper.....	93.3	91.7	103.9	98.7	96.5	103.4	95.5	102.5	104.9	102.9	102.8	103.5	93.3	95.4	104.8	94.1	102.3	102.4	93.7	106.9	101.5	103.3	104.3	96.7
Farm products (raw materials)[1].....	97.7	89.4	108.5	89.9	96.8	93.3	91.8	96.1	98.5	102.9	122.5	110.2	99.4	95.4	108.0	87.0	103.3	93.2	89.5	100.3	93.2	106.1	119.4	104.7
Other nondurable goods.....	88.7	95.4	105.2	103.7	96.3	96.9	93.9	100.4	104.5	102.0	103.0	108.7	89.1	97.4	106.8	98.6	99.7	99.3	92.6	102.0	102.1	105.0	103.8	102.8
Seasonal adjustment factors for inventories																								
MERCHANT WHOLESALERS, TOTAL....	100.4	99.7	100.6	100.5	99.7	99.7	98.9	99.1	99.3	100.8	101.0	99.9	100.2	100.0	100.3	100.4	99.7	99.7	99.0	99.1	99.2	100.7	101.2	100.2
TOTAL (excl. farm products, raw materials).....	98.4	98.6	100.0	100.6	100.5	101.0	100.1	100.2	100.3	101.0	100.1	98.7	98.7	98.8	99.8	100.6	100.4	100.9	100.2	100.2	100.3	100.8	100.2	98.8
DURABLE GOODS, TOTAL.....	98.7	98.9	100.4	101.5	100.9	101.4	100.7	100.5	99.4	99.8	99.1	98.6	98.7	99.2	100.1	101.4	100.7	101.3	100.7	100.6	99.5	99.8	99.1	98.7
Motor vehicles, automotive equipment	99.1	99.7	101.9	101.0	99.3	101.3	100.6	98.1	97.7	99.0	100.8	101.0	98.8	100.0	102.4	101.2	99.5	101.1	101.0	98.1	97.6	98.7	100.1	101.1
Electrical goods.....	98.1	98.1	99.5	99.5	101.1	102.4	100.2	100.2	101.2	102.5	100.4	96.6	98.4	97.9	99.2	98.4	100.9	101.6	100.2	99.8	101.8	102.8	101.1	97.7
Furniture, home furnishings.....	95.4	98.4	101.1	100.5	99.0	101.8	101.8	101.4	99.6	101.7	100.4	98.6	95.5	97.7	101.4	100.6	99.4	102.5	102.1	102.1	99.4	101.9	99.2	97.7
Hardware, plumbing, heating equip..	99.4	100.9	101.4	102.7	103.4	102.6	100.8	99.5	98.7	98.1	96.5	95.9	99.6	101.1	101.5	102.5	103.2	102.3	101.0	99.3	98.8	98.2	96.6	95.7
Lumber, construction materials.....	98.5	99.8	100.5	102.6	104.4	104.5	99.3	100.1	100.8	98.4	95.0	95.9	98.2	100.4	101.1	102.4	103.4	104.0	99.6	100.1	100.0	98.4	96.1	96.1
Machinery, equipment, supplies.....	98.1	98.5	100.1	101.6	101.1	101.3	101.6	101.7	99.6	99.1	99.2	97.7	98.0	98.3	99.8	101.8	101.1	101.2	101.8	101.8	99.6	99.2	99.1	97.9
Metals, metalwork (except scrap)...	101.1	97.9	97.1	101.2	99.7	98.5	99.3	103.8	100.8	99.5	98.6	102.4	100.8	97.6	97.3	101.8	99.0	98.7	99.6	104.1	100.4	98.8	98.7	103.0
Scrap, waste materials.....	99.9	98.9	102.2	101.1	100.9	99.8	98.4	97.7	99.2	100.0	100.2	101.3	98.1	98.3	101.8	100.8	99.7	99.5	98.2	98.1	99.6	101.3	100.6	103.6
Jewelry.....	93.2	98.1	99.7	98.3	97.4	98.4	101.5	105.5	105.7	109.2	100.5	92.2	96.6	98.9	98.9	96.7	97.1	99.8	99.9	104.1	104.4	108.1	101.5	94.0
NONDURABLE GOODS, TOTAL.....	102.3	101.3	100.6	99.0	98.3	97.6	96.6	96.8	99.0	102.5	103.7	101.9	102.5	101.3	100.6	99.0	98.2	97.5	96.6	96.5	98.5	102.5	103.7	102.9
TOTAL (excl. farm products, raw materials).....	98.6	98.1	98.6	99.0	100.2	100.6	99.4	99.3	101.9	103.4	102.1	98.3	98.6	97.9	98.8	98.9	100.1	100.6	99.7	99.4	101.7	103.1	102.1	98.6
Groceries and related products.....	100.5	99.7	101.2	99.7	99.7	98.6	98.2	97.1	100.1	101.7	102.4	100.9	100.2	99.4	101.5	99.7	99.6	98.4	98.7	97.2	100.1	101.2	102.4	101.3
Beer, wine, distilled alcoholic bev.	95.4	94.4	95.9	98.9	102.4	102.9	96.5	96.0	103.9	111.1	107.5	94.8	96.2	95.0	96.5	98.8	102.8	102.9	97.0	96.3	104.9	109.4	105.8	93.9
Drugs, chemicals, allied products..	97.6	98.1	99.5	99.9	98.5	99.2	99.9	100.4	101.2	102.8	103.0	99.7	97.6	98.4	99.9	99.6	98.6	99.4	100.4	100.2	100.8	102.4	102.6	99.8
Tobacco, tobacco products.....	100.4	97.9	97.8	99.0	100.4	98.1	96.7	99.7	103.1	103.2	104.6	99.0	100.1	97.5	97.9	98.9	101.0	98.1	98.0	100.5	103.1	102.3	104.2	98.2
Dry goods, apparel.....	98.7	99.1	98.5	96.8	100.5	104.2	102.2	101.4	101.2	102.3	98.3	96.5	99.4	99.4	98.3	96.7	100.9	104.1	101.7	101.0	101.5	102.4	97.9	96.7
Paper, paper products, excluding wallpaper.....	98.6	98.7	99.9	98.4	100.6	101.9	102.2	99.3	100.3	98.5	100.5	100.8	98.6	98.5	99.9	98.8	101.1	101.0	102.6	99.7	100.5	98.4	100.0	100.6
Farm products (raw materials)[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	124.9	119.5	108.9	97.5	88.1	81.0	79.8	80.7	81.0	99.4	117.2	122.1
Other nondurable goods.....	99.3	97.0	97.9	98.8	99.8	99.9	100.4	101.2	103.2	102.5	101.0	98.7	98.5	96.5	98.3	99.0	98.9	100.2	101.0	101.2	102.6	102.5	101.4	99.4

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1971, 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]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, durggists' 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.

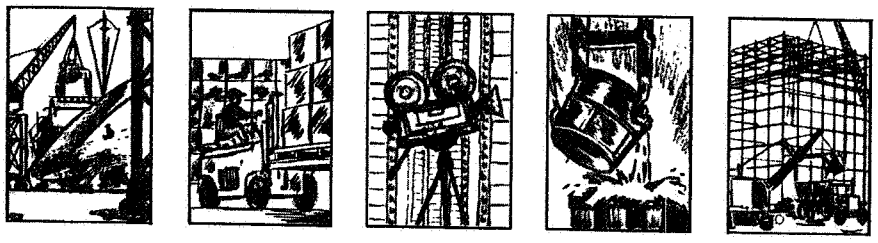
Flowers, bulbs, plants including cut flowers, potted plants, and florists' supplies; bulbs, plantings, nursery stock, etc.

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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