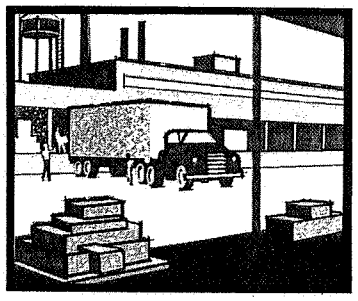
A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: March 1973

BW-73-1

# January 1973

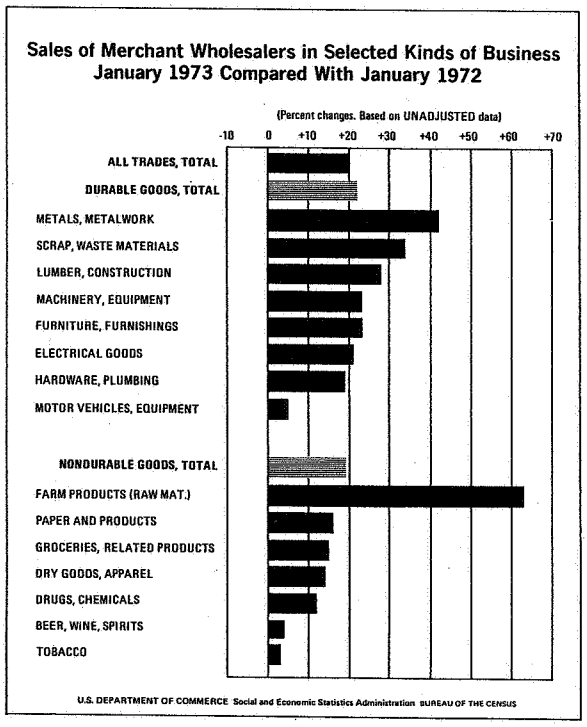
**Sales**—January 1973 sales of merchant wholesalers were estimated at $26.1 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, January sales were $27.6 billion, up 2 percent from last month and 13 percent above January 1972. Adjusted November-through-January average sales were 6 percent above the August-through-October period and were 15 percent above the average for the comparable months a year ago.

After adjustment, January sales in the durable goods trades increased 3 percent from the previous month and were 16 percent above January 1972. Nondurable goods sales were up 1 percent above the previous month, and 11 percent above the same month a year ago. Average monthly sales in the durable goods group during the November-through-January period were 5 percent above the prior 3 months and 16 percent above the comparable period a year ago. Three month's average sales for the nondurable goods group were 6 percent above the average for the August-through-October period, and were 14 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%); lumber, construction materials (14%); and farm products, raw materials (8%). The larger decreases were noted in motor vehicles, automotive equipment (-4%); and drugs, chemicals (-3%). Compared with sales a year ago, all trade groups showed increases except tobacco, tobacco products (-3%); beer, wine, spirits (-2%); and motor vehicles, automotive equipment, no change. Among the larger increases were farm products, raw materials (50%); jewelry (41%); and metals, metalwork (32%).

**Inventories**—Total inventories of merchant wholesalers were valued at $32.7 billion at the end of January. After adjustment for seasonal variations, January inventories were up 2 percent from last month and were 12 percent above January 1972. Durable goods stocks were up 1 percent from last month and were 11 percent above January 1972. Nondurable goods stocks increased 4 percent during January and were 13 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 (12%) and scrap, waste materials (9%). Decreases were noted in hardware, plumbing, heating equipment (-1%), and electrical goods (-1%). Changes from year ago levels were more substantial, with all trade groups showing increases. Among the sharper increases were farm products, raw materials (55%) and furniture, home furnishings (21%).




**Stock-Sales-Ratio**—The January stock-sales ratio for merchant wholesalers, based on adjusted data, was 118 percent, virtually unchanged from the previous month but 1 point below the ratio for January 1972. The stock-sales ratio for durable goods was 147 percent, down 4 points from the previous month, and 7 points below the January ratio. The ratio for nondurable goods was 91 percent, 2 points above the December 1972 ratio, and 1 point above the January 1972 ratio.

An advance release of January 1973 data was issued on March 12, 1973

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Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | 1972 | | | | | | | | | | | | Total 12 mos. 1972 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan.[1] | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | |
| MERCHANT WHOLESALERS, TOTAL | 26,147 | 21,756 | 22,012 | 24,938 | 23,044 | 25,290 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 298,199 |
| TOTAL (exc. farm products, raw materials) | 23,806 | 20,320 | 20,652 | 23,513 | 21,778 | 23,756 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 279,234 |
| DURABLE GOODS, TOTAL | 11,861 | 9,725 | 9,951 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 138,446 |
| Motor vehicles, automotive equipment, total[2] | 2,146 | 2,038 | 1,993 | 2,379 | 2,279 | 2,410 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 27,001 |
| Automotive equipment, tires, tubes | 1,115 | 1,026 | 1,036 | 1,201 | 1,144 | 1,254 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 14,221 |
| Automotive equipment | 979 | 904 | 923 | 1,045 | 988 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 12,321 |
| Electrical goods, total | 1,646 | 1,362 | 1,385 | 1,537 | 1,388 | 1,484 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 19,066 |
| Electrical supplies, apparatus | 712 | 569 | 613 | 671 | 645 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 8,449 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 933 | 793 | 772 | 865 | 743 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 10,616 |
| Appliances, TV, radio sets | 628 | 534 | 529 | 591 | 506 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 7,204 |
| Furniture, home furnishings, total | 509 | 414 | 452 | 558 | 494 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 6,303 |
| Furniture-household, office | (S) | (S) | 135 | (S) | (S) | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 1,905 |
| Home furnishings, floor coverings | 336 | (S) | 317 | (S) | 344 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 4,398 |
| Hardware, plumbing, heating equipment, supplies, total | 1,103 | 924 | 956 | 1,087 | 1,050 | 1,162 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 13,471 |
| Hardware | 435 | 356 | 386 | 427 | 397 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 5,066 |
| General-line hardware | 244 | 202 | 219 | 242 | 228 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 2,858 |
| Plumbing and heating equipment supplies | (S) | 462 | 463 | 520 | 506 | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 6,638 |
| Air conditioning, refrigeration equipment, supplies | (S) | 105 | 107 | 140 | 147 | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 1,767 |
| Lumber, construction materials, total | 1,346 | 1,051 | 1,026 | 1,211 | 1,208 | 1,383 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 15,836 |
| Lumber, millwork | 907 | 678 | 663 | 803 | 772 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 10,239 |
| Construction materials | 440 | 373 | 363 | 407 | 436 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 5,598 |
| Machinery, equipment, supplies, total | 2,996 | 2,429 | 2,612 | 2,975 | 2,823 | 3,067 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 35,125 |
| Construction machinery, equipment | 468 | 373 | 421 | 509 | 501 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 6,106 |
| Industrial machinery, equipment, supplies | 1,526 | 1,211 | 1,257 | 1,388 | 1,341 | 1,478 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 16,649 |
| Professional equipment, supplies | 388 | 344 | 384 | 433 | 373 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 4,893 |
| Service-establishment equipment, supplies | 178 | 155 | (S) | 180 | 175 | 178 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 2,109 |
| Metals, metalwork (except scrap), total | 1,430 | 1,006 | 988 | 1,192 | 1,140 | 1,257 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 14,105 |
| Iron, steel, and products | 1,158 | 778 | 776 | 922 | 906 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 11,029 |
| Nonferrous metals | 273 | 229 | 212 | 270 | 235 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 3,076 |
| Scrap, waste materials, total | 494 | 369 | 390 | 457 | 441 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 5,225 |
| Iron, steel scrap | 299 | 210 | 234 | 277 | 268 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 3,168 |
| Waste materials | 195 | 159 | 156 | 181 | 173 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 2,057 |
| NONDURABLE GOODS, TOTAL | 14,286 | 12,031 | 12,061 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 159,753 |
| TOTAL (exc. farm products, raw materials) | 11,945 | 10,592 | 10,701 | 11,945 | 10,800 | 11,857 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 140,788 |
| Groceries and related products, total | 5,165 | 4,509 | 4,447 | 4,865 | 4,445 | 4,978 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 58,006 |
| General-line groceries | 2,052 | 1,810 | 1,774 | 1,955 | 1,788 | 2,000 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 23,153 |
| Specialty-line groceries | 1,388 | 1,178 | 1,205 | 1,255 | 1,159 | 1,264 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 15,262 |
| Confectionery | 90 | 85 | 92 | 100 | 89 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 1,182 |
| Meat, meat products | 1,018 | 896 | 849 | 977 | 874 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 11,352 |
| Poultry, poultry products | 240 | 200 | 193 | 219 | 191 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 2,596 |
| Fresh fruits, vegetables | 378 | 340 | 333 | 359 | 343 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 4,460 |
| Beer, wine, distilled alcoholic beverages, total | 1,029 | 984 | 1,028 | 1,258 | 1,088 | 1,314 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 15,006 |
| Beer | 484 | 432 | 461 | 536 | 499 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 6,741 |
| Wine, distilled spirits | 545 | 552 | 568 | 722 | 589 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 8,265 |
| Drugs, chemicals, allied products, total | 1,003 | 897 | 893 | 997 | 924 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 11,697 |
| Drugs, drug proprietaries, sundries | 580 | 530 | 516 | 570 | 514 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 6,805 |
| General-line drugs | 271 | 243 | 229 | 245 | 220 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 2,917 |
| Paints, varnishes | 42 | 39 | 40 | 48 | 48 | 52 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 577 |
| Other chemicals, allied products | 381 | 328 | 336 | 279 | 362 | 380 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 4,314 |
| Tobacco, tobacco products | 537 | 522 | 509 | 567 | 526 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 6,863 |
| Dry goods, apparel, total | 1,133 | 996 | 1,017 | 1,116 | 942 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 13,008 |
| Apparel and accessories, hosiery, lingerie, footwear | 498 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 6,237 |
| Dry goods, notions | 433 | (S) | 394 | 419 | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 4,794 |
| Paper, paper products, excluding wallpaper, total | 724 | 626 | 628 | 698 | 647 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 8,192 |
| Paper | 542 | 476 | 479 | 538 | 498 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 6,242 |
| Stationery, office supplies | 182 | 151 | 150 | 160 | 149 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 1,951 |
| Farm products (raw materials), total | 2,341 | 1,437 | 1,360 | 1,425 | 1,267 | 1,534 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 18,965 |
| Grain | 1,683 | 936 | 894 | 970 | 896 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 13,518 |
| Other nondurable goods, total | 2,354 | 2,057 | 2,179 | 2,445 | 2,228 | 2,285 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 28,016 |
| Books, magazines, newspapers | 163 | 142 | 143 | 164 | 143 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 1,954 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | 1972 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan.[1] | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,744 | 29,064 | 29,079 | 29,289 | 29,608 | 29,669 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,659 | 27,103 | 27,259 | 27,527 | 27,966 | 28,272 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,854 | 17,041 | 17,171 | 17,412 | 17,740 | 17,855 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 3,918 | 3,632 | 3,688 | 3,652 | 3,802 | 3,783 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,213 | 2,139 | 2,129 | 2,165 | 2,166 | 2,223 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,554 | 2,385 | 2,387 | 2,490 | 2,456 | 2,532 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,027 | 932 | 925 | 944 | 951 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,527 | 1,452 | 1,462 | 1,546 | 1,504 | 1,532 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 840 | 699 | 717 | 744 | 740 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 639 | 530 | 551 | 575 | 565 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 1,989 | 1,757 | 1,828 | 1,867 | 1,881 | 1,921 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 789 | 726 | 740 | 759 | 755 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 977 | 837 | 887 | 901 | 903 | 933 | 962 | 946 | 922 | 928 | 956 | 979 | 967 |
| Lumber, construction materials, total | 1,272 | 1,076 | 1,130 | 1,175 | 1,207 | 1,226 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 819 | 696 | 726 | 762 | 782 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,325 | 4,906 | 4,852 | 4,890 | 4,996 | 5,018 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,507 | 1,357 | 1,382 | 1,404 | 1,437 | 1,457 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,160 | 2,037 | 1,895 | 1,908 | 1,972 | 2,006 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,234 | 1,909 | 1,882 | 1,934 | 1,981 | 1,961 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,915 | 1,591 | 1,549 | 1,599 | 1,633 | 1,592 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,890 | 12,023 | 11,908 | 11,877 | 11,868 | 11,814 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,805 | 10,063 | 10,088 | 10,115 | 10,225 | 10,418 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,859 | 2,587 | 2,556 | 2,662 | 2,555 | 2,644 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,378 | 1,303 | 1,294 | 1,361 | 1,316 | 1,302 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 972 | 858 | 833 | 866 | 813 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,278 | 1,251 | 1,240 | 1,239 | 1,283 | 1,358 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 288 | 302 | 299 | 327 | 365 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 990 | 949 | 940 | 912 | 918 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,311 | 1,200 | 1,240 | 1,225 | 1,225 | 1,236 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 887 | 831 | 853 | 825 | 822 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 736 | 679 | 674 | 682 | 690 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 499 | 467 | 459 | 469 | 472 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | 1972 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan.[1] | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 134 | 132 | 118 | 128 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 133 | 132 | 118 | 128 | 119 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 159 | 175 | 172 | 152 | 162 | 150 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 182 | 178 | 182 | 160 | 167 | 157 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 198 | 208 | 206 | 180 | 189 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 155 | 175 | 172 | 162 | 177 | 171 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 144 | 164 | 151 | 140 | 147 | 143 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 164 | 183 | 189 | 179 | 203 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 169 | 159 | 133 | 150 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 190 | (S) | 174 | (S) | 164 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 180 | 190 | 191 | 172 | 179 | 165 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 182 | 204 | 192 | 178 | 190 | 176 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | 181 | 192 | 173 | 178 | 167 | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 94 | 102 | 110 | 97 | 100 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 103 | 110 | 95 | 101 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 178 | 202 | 186 | 164 | 177 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 322 | 363 | 328 | 255 | 287 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 141 | 168 | 151 | 137 | 147 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 156 | 190 | 190 | 162 | 174 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 165 | 204 | 200 | 173 | 180 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 97 | 100 | 99 | 89 | 98 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 95 | 94 | 85 | 95 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 55 | 57 | 57 | 55 | 57 | 53 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 72 | 73 | 70 | 74 | 65 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 70 | 73 | 69 | 69 | 70 | 71 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 124 | 127 | 121 | 98 | 118 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 59 | 70 | 65 | 61 | 73 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 182 | 172 | 166 | 126 | 156 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 131 | 134 | 139 | 123 | 132 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 153 | 157 | 165 | 145 | 160 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 102 | 108 | 107 | 98 | 107 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 92 | 98 | 96 | 87 | 95 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1972 and 1973

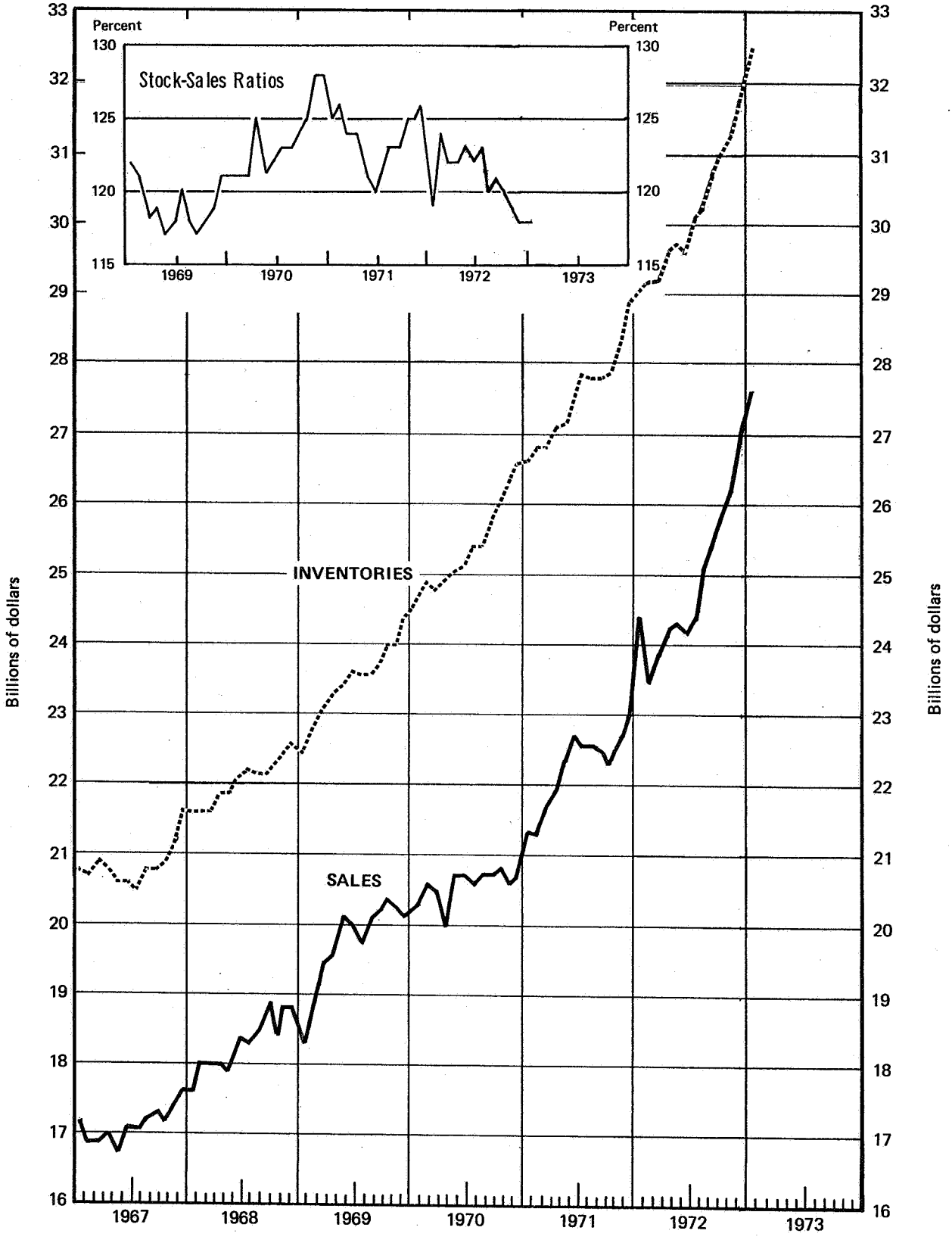
(Sales and inventories in millions of dollars. Stock-sales ratios in percent)

| Kind of business | 1973 | 1972 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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 | 27,569 | 24,351 | 23,533 | 23,884 | 24,170 | 24,260 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,397 | 22,905 | 22,107 | 22,564 | 22,714 | 22,775 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,981 | 11,225 | 10,696 | 11,157 | 11,246 | 11,256 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,283 | 2,287 | 2,127 | 2,319 | 2,279 | 2,197 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,801 | 1,555 | 1,488 | 1,525 | 1,547 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 600 | 517 | 503 | 521 | 516 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,259 | 1,103 | 1,047 | 1,083 | 1,085 | 1,105 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,639 | 1,349 | 1,186 | 1,220 | 1,225 | 1,281 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,222 | 2,760 | 2,758 | 2,783 | 2,866 | 2,848 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,429 | 1,085 | 1,029 | 1,111 | 1,154 | 1,181 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 511 | 401 | 394 | 426 | 418 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,588 | 13,126 | 12,837 | 12,727 | 12,924 | 13,004 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,416 | 11,680 | 11,411 | 11,407 | 11,468 | 11,519 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,114 | 4,747 | 4,777 | 4,633 | 4,709 | 4,741 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,285 | 1,316 | 1,232 | 1,255 | 1,236 | 1,236 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 990 | 942 | 921 | 948 | 959 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 563 | 582 | 554 | 564 | 567 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,167 | 1,113 | 1,031 | 1,052 | 1,050 | 1,037 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 733 | 671 | 658 | 666 | 688 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,172 | 1,446 | 1,426 | 1,319 | 1,456 | 1,485 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,564 | 2,309 | 2,237 | 2,289 | 2,260 | 2,292 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,453 | 29,049 | 29,181 | 29,174 | 29,574 | 29,729 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,024 | 27,479 | 27,660 | 27,556 | 27,889 | 28,144 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,114 | 17,287 | 17,354 | 17,357 | 17,542 | 17,733 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 3,934 | 3,676 | 3,712 | 3,566 | 3,757 | 3,802 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,593 | 2,425 | 2,438 | 2,510 | 2,496 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 885 | 732 | 734 | 734 | 736 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,005 | 1,764 | 1,808 | 1,839 | 1,835 | 1,861 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,301 | 1,098 | 1,125 | 1,162 | 1,179 | 1,186 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,428 | 5,007 | 4,936 | 4,900 | 4,908 | 4,963 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,230 | 1,894 | 1,928 | 1,988 | 1,946 | 1,981 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,339 | 11,762 | 11,827 | 11,816 | 12,032 | 11,996 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,910 | 10,192 | 10,306 | 10,198 | 10,347 | 10,411 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,848 | 2,582 | 2,571 | 2,623 | 2,563 | 2,655 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,323 | 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 | 1,338 | 1,230 | 1,260 | 1,226 | 1,230 | 1,254 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 739 | 689 | 684 | 683 | 698 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 118 | 119 | 124 | 122 | 122 | 123 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 120 | 125 | 122 | 123 | 124 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 147 | 154 | 162 | 156 | 156 | 158 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 172 | 161 | 175 | 154 | 165 | 173 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 144 | 156 | 164 | 165 | 161 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 142 | 146 | 141 | 143 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 159 | 160 | 173 | 170 | 169 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 79 | 81 | 95 | 95 | 96 | 93 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 168 | 181 | 179 | 176 | 171 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 156 | 175 | 187 | 179 | 169 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 91 | 90 | 92 | 93 | 93 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 88 | 87 | 90 | 89 | 90 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 54 | 54 | 57 | 54 | 56 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 99 | 106 | 102 | 105 | 107 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 135 | 131 | 137 | 129 | 128 | 132 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 101 | 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 12, Estimating Procedures.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States by Kind of Business: January 1973

| Kind of business | Unadjusted | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|
| | Sales | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | January 1973 from-- | | January 1973 from-- | | January 1973 from-- | | January 1973 from-- | |
| | January 1972 | December 1972 | January 1972 | December 1972 | January 1972 | December 1972 | January 1972 | December 1972 |
| MERCHANT WHOLESALERS, TOTAL | +20 | 0 | +13 | +3 | +13 | +2 | +12 | +2 |
| TOTAL (excluding farm products, raw materials) | +17 | -1 | +9 | +2 | +11 | +2 | +9 | +2 |
| DURABLE GOODS, TOTAL | +22 | +3 | +11 | +1 | +16 | +3 | +11 | +1 |
| Motor vehicles, automotive equipment, total | +5 | +3 | +8 | +2 | 0 | -4 | +7 | +3 |
| Automobiles, other motor vehicles | +2 | +3 | +14 | +6 | - | - | - | - |
| Automotive equipment, tires, tubes | +9 | +3 | +4 | -1 | - | - | - | - |
| Automotive equipment | +8 | +4 | +2 | -1 | - | - | - | - |
| Electrical goods, total | +21 | -3 | +7 | 0 | +16 | +6 | +7 | -1 |
| Electrical supplies, apparatus | +25 | -3 | +10 | +1 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +18 | -3 | +5 | 0 | - | - | - | - |
| Appliances, TV, radio sets | +17 | -3 | +3 | -2 | - | - | - | - |
| Furniture, home furnishings, total | +23 | -5 | +20 | +2 | +16 | +4 | +21 | +5 |
| Furniture-household, office | +24 | -3 | +18 | +1 | - | - | - | - |
| Household furniture | +34 | 0 | +14 | -1 | - | - | - | - |
| Office furniture | +16 | -5 | +24 | +4 | - | - | - | - |
| Home furnishings, floor coverings | +22 | -6 | +21 | +2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +19 | +4 | +13 | +3 | +14 | +5 | +14 | -1 |
| Hardware | +22 | +13 | +9 | +6 | - | - | - | - |
| General-line hardware | +21 | +17 | +13 | +7 | - | - | - | - |
| Plumbing and heating equipment, supplies | +18 | +1 | +17 | +1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +15 | -6 | +14 | +2 | - | - | - | - |
| Lumber, construction materials, total | +28 | +9 | +18 | +2 | +22 | +14 | +18 | 0 |
| Lumber, millwork | +34 | +12 | +18 | +2 | - | - | - | - |
| Construction materials | +18 | +5 | +19 | +1 | - | - | - | - |
| Machinery, equipment, supplies, total | +23 | -1 | +8 | +1 | +17 | +1 | +8 | +2 |
| Commercial machines, equipment | +15 | -5 | +16 | 0 | - | - | - | - |
| Construction machinery, equipment | +25 | -9 | +11 | 0 | - | - | - | - |
| Industrial machinery, equipment, supplies | +26 | +4 | +6 | +1 | - | - | - | - |
| Professional equipment, supplies | +13 | -1 | +4 | +2 | - | - | - | - |
| Surgical, medical, hospital supplies | +14 | -8 | +3 | 0 | - | - | - | - |
| Service-establishment equipment, supplies | +15 | +3 | +2 | +1 | - | - | - | - |
| Metals, metalwork (except scrap), total | +42 | +17 | +17 | -2 | +32 | +7 | +18 | +1 |
| Iron, steel, and products | +49 | +22 | +20 | -2 | - | - | - | - |
| Nonferrous metal | +19 | 0 | 0 | -2 | - | - | - | - |
| Scrap, waste materials, total[2] | +34 | +9 | +9 | +2 | +27 | -1 | +10 | +9 |
| Iron, steel scrap | +42 | +7 | +18 | +4 | - | - | - | - |
| Waste materials | +22 | +12 | -5 | -2 | - | - | - | - |
| Jewelry | +42 | -26 | (S) | (S) | +41 | +14 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +19 | -2 | +16 | +5 | +11 | +1 | +13 | +4 |
| TOTAL (excluding farm products, raw materials) | +13 | -4 | +7 | +2 | +6 | 0 | +7 | +2 |
| Groceries and related products, total | +15 | +3 | +10 | 0 | +8 | -1 | +10 | 0 |
| General-line groceries | +13 | +3 | +6 | 0 | - | - | - | - |
| Voluntary groups | +14 | +3 | +11 | +2 | - | - | - | - |
| Retailer cooperatives | +14 | +2 | +7 | -5 | - | - | - | - |
| Nonaffiliated | +12 | +4 | -1 | +1 | - | - | - | - |
| Specialty-line groceries | +18 | +3 | +13 | -2 | - | - | - | - |
| Confectionery | +5 | -12 | +3 | -1 | - | - | - | - |
| Meats, meat products | +14 | +4 | +28 | +9 | - | - | - | - |
| Poultry, poultry products | +20 | +2 | +7 | 0 | - | - | - | - |
| Fresh fruits, vegetables | +11 | +4 | +22 | +4 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +4 | -33 | +2 | +3 | -2 | -1 | +2 | 0 |
| Beer | +12 | -9 | -5 | +6 | - | - | - | - |
| Wine, distilled spirits | -1 | -46 | +4 | +2 | - | - | - | - |
| Drugs, chemicals, allied products, total | +12 | +3 | +9 | +3 | +5 | -3 | +9 | +5 |
| Drugs, drug proprietaries, druggists' sudries | +10 | -4 | +7 | +3 | - | - | - | - |
| General-line drugs | +12 | +13 | +6 | +3 | - | - | - | - |
| Paints, varnishes | +8 | +9 | 0 | +1 | - | - | - | - |
| Other chemicals, allied products | +16 | +13 | +18 | +4 | - | - | - | - |
| Tobacco, tobacco products | +3 | -7 | +7 | +7 | -3 | 0 | +7 | +4 |
| Dry goods, apparel, total | +14 | +16 | (S) | (S) | +5 | +6 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +11 | +6 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +13 | +27 | (S) | (S) | - | - | - | - |
| Piece goods converters | +24 | +21 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +16 | +3 | +8 | +1 | +9 | 0 | +7 | +1 |
| Paper | +14 | +3 | +7 | +1 | - | - | - | - |
| Stationery, office supplies | +21 | +4 | +11 | +2 | - | - | - | - |
| Farm products (raw materials), total[2] | +63 | +8 | +57 | +15 | +50 | +8 | +55 | +12 |
| Cotton | +2 | +19 | +32 | +28 | - | - | - | - |
| Grain | +80 | +6 | r+142 | +19 | - | - | - | - |
| Other nondurable goods, total | +14 | -9 | +10 | +2 | +11 | +2 | +10 | +4 |
| Amusement, sporting goods | +28 | -20 | +23 | +8 | - | - | - | - |
| Books, magazines, newspapers | +15 | -5 | -2 | +2 | - | - | - | - |
| Coal | -4 | +16 | (S) | (S) | - | - | - | - |
| Farm supplies | +16 | +35 | +10 | +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 kind 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.

r Revised

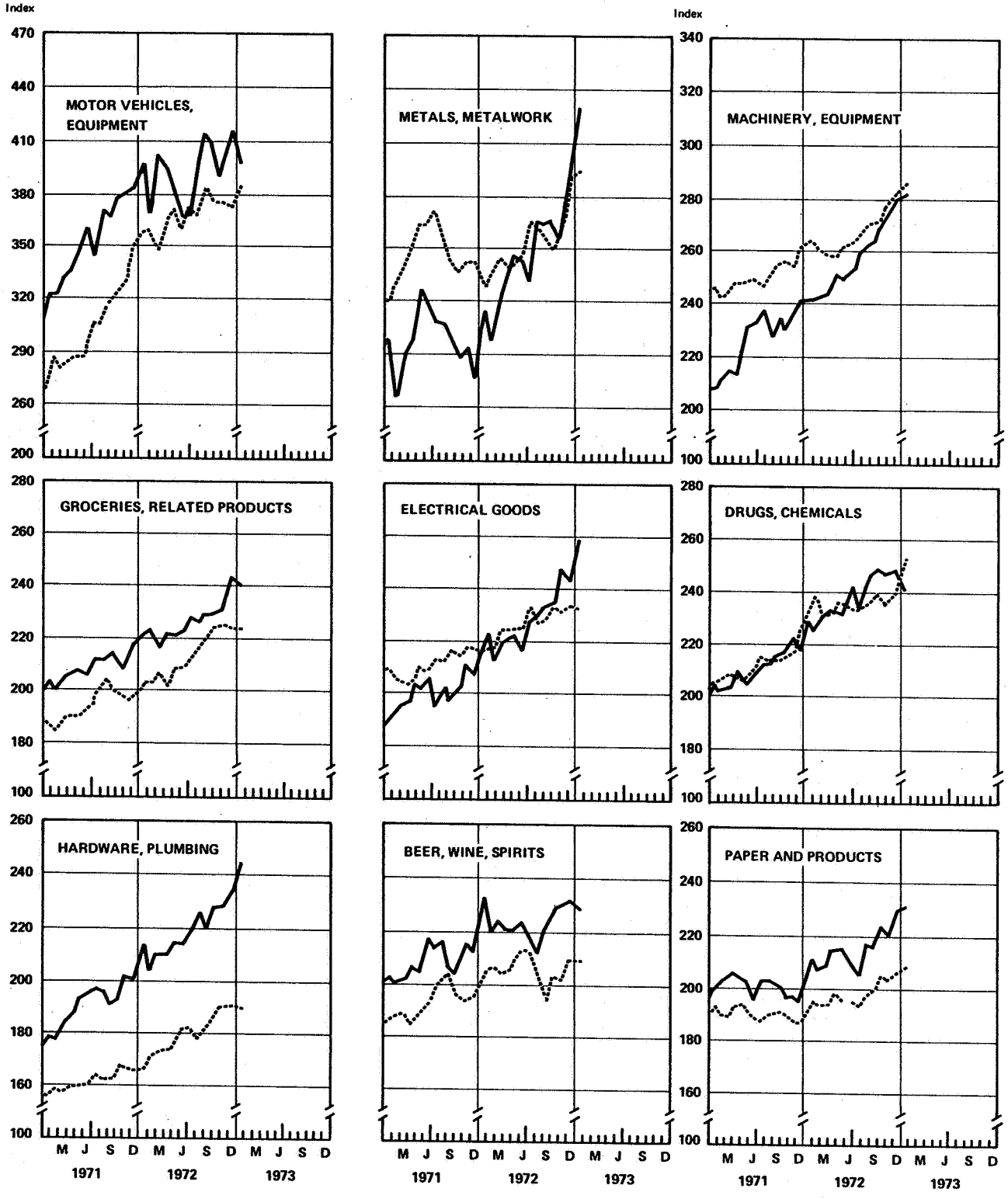
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

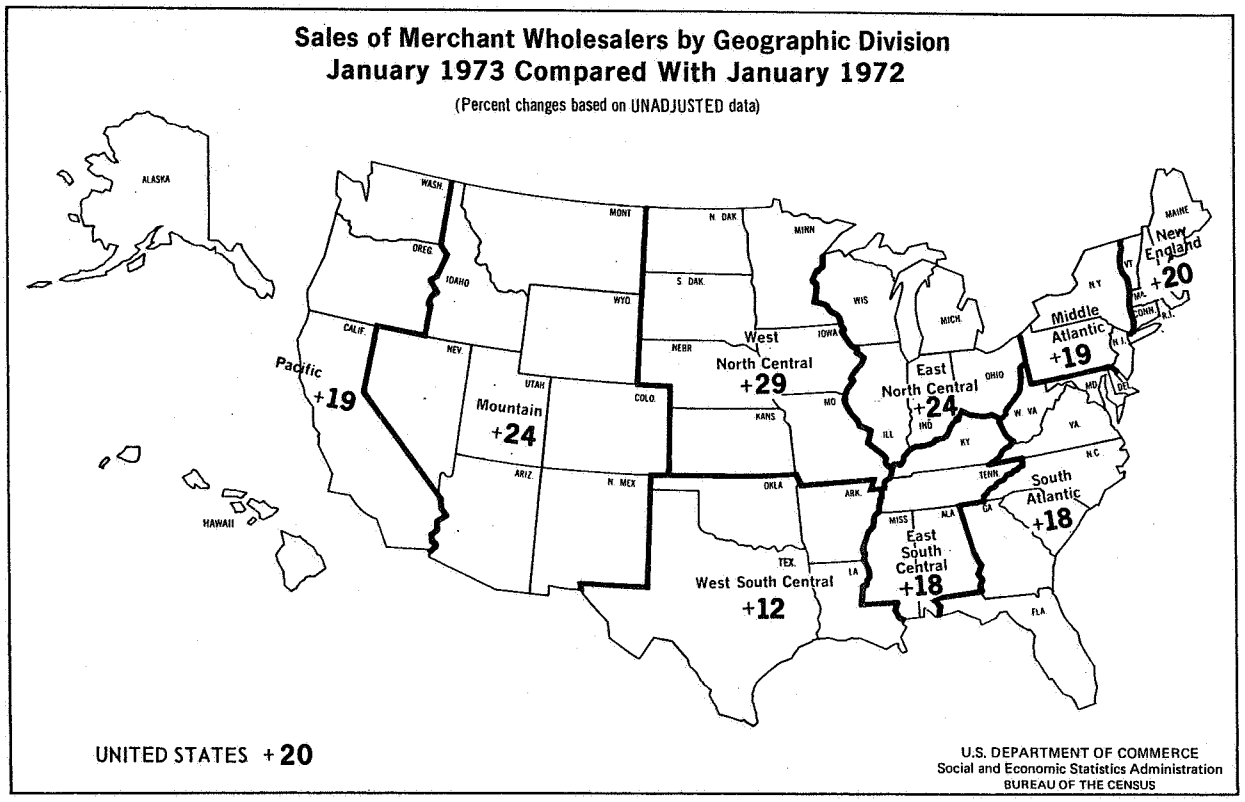
1957-59 Monthly average = 100

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: 1972 and 1973

(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 | 1973 | 1972 | | | | | | | | | | | | Total 12 mos. 1972 | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan.[1] | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | | Range | Median |
| MERCHANT WHOLESALERS, TOTAL... | 26,147 | 21,756 | 22,012 | 24,938 | 23,044 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 298,199 | 0.8-0.9 | 0.8 |
| New England..... | 1,223 | 1,021 | 1,029 | 1,183 | 1,111 | 1,215 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 14,107 | 3-4 | 4 |
| Middle Atlantic..... | 6,887 | 5,790 | 5,959 | 6,632 | 6,007 | 6,578 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 79,416 | 1-2 | 2 |
| East North Central..... | 4,788 | 3,869 | 3,873 | 4,430 | 4,149 | 4,640 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 53,182 | 2-2 | 2 |
| West North Central..... | 2,265 | 1,753 | 1,701 | 1,973 | 1,870 | 2,050 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 24,642 | 2-3 | 2 |
| South Atlantic..... | 2,743 | 2,313 | 2,447 | 2,761 | 2,479 | 2,675 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 32,139 | 2-3 | 3 |
| East South Central..... | 1,495 | 1,263 | 1,214 | 1,353 | 1,255 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 16,447 | 4-6 | 5 |
| West South Central..... | 2,165 | 1,924 | 2,056 | 2,196 | 2,057 | 2,267 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 26,122 | 2-5 | 3 |
| Mountain..... | 845 | 683 | 695 | 804 | 738 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 9,659 | 3-5 | 4 |
| Pacific..... | 3,737 | 3,139 | 3,038 | 3,607 | 3,366 | 3,661 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 42,484 | 2-4 | 3 |
| DURABLE GOODS, TOTAL..... | 11,861 | 9,725 | 9,951 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 138,446 | 1.3-1.6 | 1.5 |
| New England..... | 553 | 453 | 466 | 521 | 504 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 6,351 | 4-6 | 5 |
| Middle Atlantic..... | 2,647 | 2,217 | 2,327 | 2,757 | 2,536 | 2,803 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 32,318 | 2-4 | 3 |
| East North Central..... | 2,329 | 1,838 | 1,822 | 2,125 | 2,032 | 2,208 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 25,736 | 2-5 | 3 |
| West North Central..... | 741 | 627 | 624 | 715 | 713 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 9,103 | 4-7 | 5 |
| South Atlantic..... | 1,396 | 1,175 | 1,221 | 1,381 | 1,304 | 1,410 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 16,441 | 3-6 | 4 |
| East South Central..... | 589 | 470 | 463 | 543 | 541 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 6,694 | 5-7 | 6 |
| West South Central..... | 1,152 | 951 | 1,043 | 1,183 | 1,120 | 1,212 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 13,831 | 2-5 | 3 |
| Mountain..... | 429 | 334 | 352 | 420 | 395 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 5,123 | 5-8 | 5 |
| Pacific..... | 2,025 | 1,662 | 1,631 | 1,923 | 1,833 | 1,967 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 22,849 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL..... | 14,286 | 12,031 | 12,061 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 159,753 | 1.2-1.5 | 1.2 |
| New England..... | 671 | 568 | 563 | 662 | 607 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 7,756 | 6-8 | 6 |
| Middle Atlantic..... | 4,240 | 3,573 | 3,632 | 3,874 | 3,471 | 3,775 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 47,098 | 2-2 | 2 |
| East North Central..... | 2,459 | 2,031 | 2,051 | 2,305 | 2,117 | 2,432 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 27,446 | 2-4 | 3 |
| West North Central..... | 1,523 | 1,126 | 1,077 | 1,258 | 1,158 | 1,270 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 15,539 | 3-5 | 3 |
| South Atlantic..... | 1,347 | 1,139 | 1,226 | 1,380 | 1,175 | 1,264 | 1,329 | 1,246 | 1,362 | 1,237 | 1,446 | 1,480 | 1,418 | 16,889 | 3-5 | 4 |
| East South Central..... | 906 | 793 | 751 | 810 | 726 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 9,753 | 4-6 | 5 |
| West South Central..... | 1,014 | 973 | 1,013 | 1,013 | 937 | 1,055 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 12,291 | 4-6 | 4 |
| Mountain..... | 416 | 349 | 342 | 384 | 343 | 388 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 4,536 | 3-6 | 5 |
| Pacific..... | 1,712 | 1,478 | 1,407 | 1,683 | 1,533 | 1,693 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 19,635 | 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: January 1973

(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 1973 from-- | | January 1973 from-- | | | | | |
| | January 1972 | December 1972 | January 1972 | December 1972 | | | | |
| | A | B | D | E | A | B | D | E |
| MERCHANT WHOLESALERS, TOTAL | +20 | 0 | +13 | +3 | 0.9 | 0.4 | 0.8 | 0.2 |
| New England | +20 | 0 | +7 | +1 | 4.4 | 1.5 | 3.6 | 0.4 |
| Middle Atlantic | +19 | -2 | +6 | +1 | 1.4 | 0.8 | 1.5 | 0.6 |
| East North Central | +24 | +3 | +16 | +3 | 2.1 | 1.1 | 1.5 | 0.6 |
| West North Central | +29 | -1 | +27 | +5 | 3.2 | 1.6 | 3.1 | 0.8 |
| South Atlantic | +18 | -1 | +14 | +2 | 2.2 | 1.0 | 1.7 | 0.7 |
| East South Central | +18 | +4 | +5 | +1 | 3.4 | 1.6 | 2.2 | 0.7 |
| West South Central | +12 | -3 | +18 | +6 | 2.3 | 1.2 | 2.7 | 0.6 |
| Mountain | +24 | +2 | +13 | -1 | 4.4 | 2.6 | 4.6 | 1.0 |
| Pacific | +19 | +2 | +12 | +3 | 3.6 | 1.5 | 3.3 | 0.8 |
| Durable goods, total | +22 | +3 | +11 | +1 | 1.4 | 0.7 | 1.0 | 0.3 |
| New England | +22 | 0 | +3 | +1 | 2.7 | 2.7 | 3.7 | 0.9 |
| Middle Atlantic | +19 | -1 | +6 | +1 | 2.7 | 1.3 | 1.9 | 0.8 |
| East North Central | +27 | +7 | +10 | -1 | 3.1 | 1.6 | 1.9 | 0.9 |
| West North Central | +18 | -2 | +8 | 0 | 3.9 | 2.5 | 3.8 | 0.7 |
| South Atlantic | +19 | +3 | +16 | +1 | 3.1 | 1.6 | 2.5 | 0.8 |
| East South Central | +25 | +6 | +6 | -2 | 4.4 | 2.5 | 3.5 | 0.8 |
| West South Central | +21 | +2 | +15 | +4 | 3.4 | 1.4 | 3.4 | 0.7 |
| Mountain | +28 | +1 | +14 | -20 | 6.8 | 4.4 | 5.8 | 1.2 |
| Pacific | +22 | +5 | +14 | +3 | 6.7 | 2.0 | 3.1 | 1.5 |
| Nondurable goods, total | +19 | -2 | +16 | +5 | 1.3 | 0.6 | 1.3 | 0.3 |
| New England | +18 | 0 | +11 | +2 | 5.0 | 1.9 | 6.5 | 1.6 |
| Middle Atlantic | +19 | -2 | +6 | +2 | 1.7 | 1.1 | 3.6 | 0.6 |
| East North Central | +21 | -1 | +5 | +9 | 2.6 | 1.4 | 2.4 | 0.6 |
| West North Central | +35 | 0 | +50 | +10 | 3.9 | 1.7 | 5.4 | 1.3 |
| South Atlantic | +18 | -5 | +12 | +3 | 2.7 | 1.4 | 2.3 | 0.8 |
| East South Central | +14 | +2 | +4 | +5 | 4.0 | 1.5 | 2.6 | 0.9 |
| West South Central | +4 | -7 | +23 | +8 | 3.2 | 1.8 | 3.5 | 1.0 |
| Mountain | +19 | +2 | +9 | +1 | 5.0 | 1.9 | 6.7 | 1.9 |
| Pacific | +16 | -1 | +9 | +2 | 3.2 | 1.4 | 5.1 | 1.6 |
| Automotive equipments, tire, tubes | +9 | +3 | +4 | -1 | 3 | 2 | 3 | 1 |
| New England | (S) | +15 | (S) | -8 | - | 4 | - | 1 |
| Middle Atlantic | +8 | +1 | 0 | 0 | 9 | 5 | 8 | 1 |
| East North Central | 0 | -16 | +10 | -1 | 8 | 3 | 7 | 1 |
| West North Central | +16 | +6 | 0 | -4 | 9 | 4 | 9 | 2 |
| South Atlantic | +7 | +24 | -2 | -3 | 8 | 3 | 6 | 3 |
| East South Central | (S) | +10 | +9 | -7 | - | 4 | 9 | 3 |
| West South Central | +17 | +9 | +22 | +4 | 9 | 4 | 8 | 1 |
| Mountain | (S) | +2 | (S) | +1 | - | 6 | - | 2 |
| Pacific | +6 | +6 | -9 | 0 | 9 | 3 | 9 | 2 |
| Electrical supplies, apparatus | +25 | -3 | +10 | +1 | 3 | 1 | 2 | 1 |
| New England | (S) | +10 | (S) | +6 | - | 3 | - | 1 |
| Middle Atlantic | +21 | -5 | +9 | +2 | 7 | 4 | 6 | 1 |
| East North Central | +23 | +1 | +6 | +2 | 6 | 2 | 6 | 1 |
| West North Central | (S) | -8 | +23 | -1 | - | 3 | 7 | 1 |
| South Atlantic | +52 | +2 | +26 | +2 | 7 | 3 | 5 | 1 |
| East South Central | (S) | -14 | (S) | 0 | - | 4 | - | 2 |
| West South Central | +4 | -5 | +2 | -4 | 8 | 3 | 8 | 1 |
| Mountain | (S) | -13 | (S) | -2 | - | 2 | - | 1 |
| Pacific | +36 | -8 | +7 | +1 | 7 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +18 | -3 | +5 | 0 | 3 | 2 | 3 | 1 |
| New England | (S) | -3 | (S) | +4 | - | 5 | - | 3 |
| Middle Atlantic | +6 | -4 | -10 | 0 | 7 | 5 | 8 | 2 |
| East North Central | +22 | -1 | +14 | 0 | 8 | 4 | 7 | 2 |
| West North Central | (S) | -1 | (S) | 0 | - | 5 | - | 2 |
| South Atlantic | (S) | (S) | -6 | 0 | 8 | 3 | 7 | 2 |
| West South Central | +20 | +5 | +6 | +1 | 7 | 2 | 9 | 2 |
| Mountain | (S) | -27 | (S) | -18 | - | 3 | - | 3 |
| Pacific | (S) | -3 | (S) | 0 | - | 3 | - | 3 |
| Furniture, home furnishings, total | +23 | -5 | +20 | +2 | 6 | 2 | 7 | 1 |
| New England | (S) | -4 | (S) | (S) | - | 5 | - | 4 |
| Middle Atlantic | +13 | -16 | +18 | +4 | 7 | 4 | 6 | 2 |
| East North Central | (S) | +3 | (S) | +2 | - | 4 | - | 2 |
| South Atlantic | (S) | -5 | (S) | 0 | - | 5 | - | 4 |
| East South Central | (S) | (S) | (S) | (S) | - | 5 | - | 3 |
| West South Central | +29 | +16 | (S) | +6 | 9 | 6 | - | 2 |
| Mountain | (S) | +9 | (S) | +6 | - | 6 | - | 4 |
| Pacific | +23 | -7 | +25 | -3 | 9 | 4 | 7 | 2 |
| Hardware | +22 | +13 | +9 | +6 | 2 | 1 | 1 | 1 |
| New England | (S) | -4 | (S) | (S) | - | 6 | - | 2 |
| Middle Atlantic | +19 | +14 | -2 | +4 | 7 | 4 | 7 | 1 |
| East North Central | +7 | +15 | +6 | +4 | 5 | 3 | 5 | 1 |
| West North Central | +32 | +7 | +14 | +11 | 5 | 3 | 6 | 1 |
| South Atlantic | +23 | +18 | +2 | +5 | 8 | 3 | 9 | 2 |
| East South Central | +24 | +28 | +16 | +4 | 6 | 4 | 6 | 1 |
| West South Central | (S) | 0 | +16 | +12 | - | 3 | 7 | 1 |
| Mountain | (S) | +5 | (S) | +1 | - | 4 | - | 2 |
| Pacific | +44 | +15 | +19 | +5 | 8 | 2 | 6 | 1 |
| Plumbing and heating equipment, supplies | +18 | +1 | +17 | +1 | 4 | 2 | 2 | 1 |
| New England | (S) | 0 | (S) | +4 | - | 4 | - | 2 |
| Middle Atlantic | +6 | -3 | +16 | -1 | 7 | 4 | 8 | 1 |
| East North Central | +4 | -2 | -3 | -1 | 7 | 5 | 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: January 1973—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 1973 from-- | | January 1972 from-- | | | | | |
| | January 1972 | December 1972 | January 1972 | December 1972 | | | | |
| | A | B | D | E | A | B | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | |
| West North Central | (S) | -5 | +32 | 0 | - | 3 | 8 | 2 |
| South Atlantic | (S) | +9 | +40 | +3 | - | 5 | 8 | 2 |
| East South Central | (S) | +2 | (S) | +5 | - | 6 | - | 2 |
| West South Central | (S) | 0 | +7 | +1 | - | 6 | 9 | 3 |
| Pacific | +8 | -4 | +18 | -1 | 9 | 4 | 7 | 2 |
| Lumber, construction materials, total | +28 | +9 | +18 | +2 | 3 | 2 | 3 | 1 |
| New England | (S) | +26 | (S) | +5 | - | 4 | - | 4 |
| Middle Atlantic | +29 | +10 | +16 | +2 | 8 | 4 | 7 | 2 |
| East North Central | +26 | +10 | +16 | 0 | 8 | 3 | 6 | 2 |
| West North Central | +18 | -3 | +6 | +1 | 9 | 5 | 8 | 2 |
| South Atlantic | +16 | +7 | (S) | +5 | 9 | 3 | - | 3 |
| East South Central | (S) | -9 | (S) | +1 | - | 5 | - | 2 |
| West South Central | (S) | +4 | (S) | -1 | - | 4 | - | 2 |
| Pacific | +41 | +14 | (S) | +5 | 7 | 5 | - | 4 |
| Industrial machinery, equipment supplies distribution | +26 | +4 | +6 | +1 | 4 | 3 | 4 | 1 |
| Middle Atlantic | (S) | +9 | +17 | +1 | - | 5 | 7 | 3 |
| East North Central | (S) | +10 | +7 | -1 | - | 5 | 8 | 2 |
| South Atlantic | (S) | -11 | -14 | -6 | - | 5 | 8 | 2 |
| West South Central | (S) | +9 | +16 | +6 | - | 5 | 7 | 2 |
| Pacific | +26 | +9 | -5 | -3 | 9 | 6 | 6 | 2 |
| General-line grocery wholesalers | +13 | +3 | +6 | 0 | 1 | 1 | 2 | 1 |
| New England | (S) | +6 | (S) | +1 | - | 3 | - | 2 |
| Middle Atlantic | +13 | -2 | +10 | 0 | 5 | 1 | 7 | 2 |
| East North Central | +15 | +1 | +4 | -1 | 4 | 1 | 4 | 1 |
| West North Central | +18 | +1 | +11 | +3 | 4 | 1 | 5 | 1 |
| South Atlantic | +14 | +4 | +15 | 0 | 8 | 2 | 7 | 2 |
| East South Central | +14 | +9 | -3 | +1 | 7 | 2 | 9 | 1 |
| West South Central | +9 | +12 | -1 | 0 | 6 | 2 | 7 | 1 |
| Mountain | +16 | +1 | +1 | -4 | 5 | 2 | 6 | 1 |
| Pacific | +7 | +4 | +5 | +1 | 5 | 1 | 5 | 1 |
| Specialty-line grocery wholesalers | +18 | +3 | +13 | -2 | 4 | 2 | 4 | 1 |
| Middle Atlantic | +18 | +3 | (S) | (S) | 5 | 2 | 5 | 3 |
| East North Central | +17 | +5 | (S) | -2 | 8 | 3 | - | 4 |
| West North Central | (S) | +9 | (S) | (S) | - | 2 | 9 | 1 |
| South Atlantic | +17 | +1 | -19 | +5 | 8 | 3 | 8 | 2 |
| East South Central | (S) | +11 | (S) | (S) | - | 2 | - | 4 |
| West South Central | (S) | -7 | (S) | -3 | - | 6 | - | 3 |
| Mountain | (S) | (S) | (S) | (S) | - | 5 | - | 4 |
| Pacific | (S) | -12 | (S) | -6 | - | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +11 | +4 | +21 | +4 | 3 | 2 | 4 | 1 |
| New England | (S) | +2 | (S) | (S) | - | 6 | - | - |
| Middle Atlantic | +9 | +4 | (S) | +19 | 8 | 4 | - | 4 |
| East North Central | +17 | -10 | +20 | +4 | 8 | 3 | 7 | 3 |
| West North Central | (S) | 0 | +16 | -10 | - | 3 | 8 | 3 |
| South Atlantic | +27 | +16 | +25 | -2 | 8 | 4 | 9 | 3 |
| East South Central | (S) | -9 | (S) | +2 | - | 5 | - | 5 |
| West South Central | (S) | 0 | (S) | +3 | - | 3 | - | 3 |
| Mountain | (S) | +11 | (S) | (S) | - | 3 | - | 3 |
| Pacific | +16 | +19 | (S) | +10 | 8 | 4 | - | 4 |
| Drug wholesalers (general and specialty lines) | +10 | -4 | +7 | +3 | 3 | 2 | 3 | 1 |
| New England | -6 | +6 | (S) | -1 | 9 | 3 | - | 2 |
| Middle Atlantic | +9 | -1 | (S) | +6 | 8 | 5 | - | 2 |
| East North Central | +40 | +1 | +22 | +5 | 6 | 2 | 6 | 2 |
| West North Central | +14 | +12 | +9 | +2 | 8 | 4 | 9 | 2 |
| South Atlantic | -30 | -50 | +14 | +1 | 6 | 4 | 8 | 2 |
| East South Central | (S) | +7 | (S) | +1 | - | 3 | - | 3 |
| West South Central | +11 | +7 | +8 | +2 | 6 | 2 | 7 | 1 |
| Mountain | (S) | +28 | (S) | -10 | - | 2 | - | 3 |
| Pacific | +9 | +18 | -6 | +4 | 8 | 4 | 9 | 2 |
| Tobacco distributors | +3 | -7 | +7 | +7 | 2 | 1 | 3 | 1 |
| New England | (S) | -16 | (S) | (S) | - | 2 | - | 2 |
| Middle Atlantic | -3 | -8 | +5 | +9 | 5 | 2 | 7 | 1 |
| East North Central | +1 | -7 | +4 | +4 | 7 | 2 | 6 | 2 |
| West North Central | +16 | -9 | (S) | +12 | 9 | 2 | - | 1 |
| South Atlantic | +19 | -2 | +18 | +7 | 6 | 2 | 7 | 1 |
| East South Central | +17 | -10 | +26 | +6 | 8 | 2 | 9 | 3 |
| West South Central | -8 | -1 | -3 | +7 | 9 | 1 | 9 | 1 |
| Mountain | (S) | -12 | (S) | (S) | - | 3 | - | 1 |
| Pacific | -5 | -8 | -6 | +13 | 7 | 1 | 9 | 3 |
| Dry goods, apparel wholesalers | +14 | +16 | (S) | (S) | 5 | 2 | 8 | 1 |
| Middle Atlantic | +13 | +21 | (S) | (S) | 6 | 2 | 7 | 1 |
| East North Central | (S) | +2 | +2 | (S) | - | 6 | 9 | 2 |
| East South Central | +57 | +2 | (S) | (S) | 3 | 5 | - | 2 |
| West South Central | (S) | (S) | (S) | (S) | - | - | - | 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. For 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 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.[illegible] | |
| 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.[illegible] | | |
| Motor vehicles, automotive equipment, total | 6-12 | 8 | 1-8 | 3 | 4-9 | 6 | 4-7 | 4 | 0.7-2. | | | |
| Automobiles, other motor vehicles | - | - | 1-16 | 3 | 1-17 | 12 | - | - | 1.5-5.9 | | | |
| Automotive equipment, tires, tubes | 4-4 | 4 | 1-2 | 2 | 3-4 | 3 | 4-5 | 4 | 0.7-2.0 | | | |
| Automotive equipment | 4-5 | 5 | 2-2 | 2 | 2-4 | 4 | - | - | 0.6-1.9 | | | 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip ... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.8 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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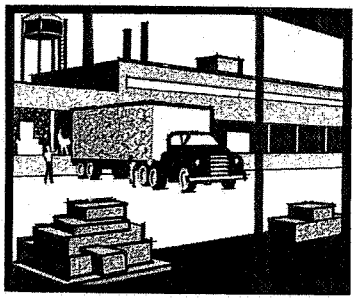
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CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: April 1973

BW-73-2

# February 1973

Sales—February 1973 sales of merchant wholesalers were estimated at $25.5 billion. After adjustment for seasonal variatons and trading day differences, but not for price changes, February sales were $28.4 billion, up 2 percent from last month and 20 percent above February 1972. Adjusted December-through-February average sales were 7 percent above the September-through-November period, and were 17 percent above the average for the comparable months a year ago.

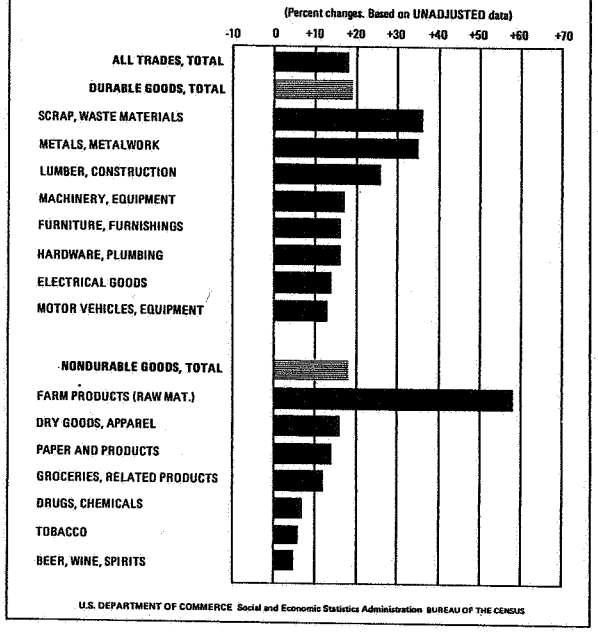
After adjustment, February sales in the durable goods trades increased 1 percent from the previous month and were 22 percent above February 1972. Nondurable goods sales were up 3 percent above the previous month, and 19 percent above the same month a year ago. Average monthly sales in the durable goods group during the December-through-February period were 7 percent above the prior 3 months and 19 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 8 percent above the average for the September-through-November period, and were 16 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; 5 indicating declines; and 3 no change. The larger increases were reported in scrap, waste materials (8%); and motor vehicles, automotive equipment (7%). The larger decreases were noted in electrical goods (-6%); and lumber, construction materials (-5%). Compared with sales a year ago, all trade groups showed increases. The larger gains being reported in farm products, raw materials (56%); jewelry (43%); scrap, waste materials (42%); and metals, metalwork (41%).

Inventories—Total inventories of merchant wholesalers were valued at $33.1 billion at the end of February. After adjustment for seasonal variations, February inventories were up 1 percent from last month and were 13 percent above February 1972. Durable goods stocks were virtually unchanged from the previous month but were 11 percent above February 1972. Nondurable goods stocks increased 2 percent during February and were 16 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 larger increases were noted in farm products, raw materials (8%), and tobacco, tobacco products (6%). The largest decrease was shown in scrap, waste materials (-3%). Changes from year-ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (70%); furniture, home furnishings (18%); and tobacco, tobacco products (18%).

**Sales of Merchant Wholesalers in Selected Kinds of Business 2 Months 1973 Compared With 2 Months 1972**




**Stock-Sales Ratio**—The February stock-sales ratio for merchant wholesalers, based on adjusted data, was 116 percent, down 1 point from the previous month, and 8 points below the February 1972 ratio. The stock-sales ratio for durable goods was 147 percent, down 1 point from the previous month and 15 points below the ratio for February 1972. The ratio for nondurable goods was 90 percent, virtually unchanged from the January 1973 ratio, but 2 points below the February 1972 ratio.

An advance release of February 1973 data was issued on April 4, 1973

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Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | 1972 | | | | | | | | | | | Total 2 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb.[1] | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,497 | 22,012 | 24,938 | 23,044 | 25,290 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 51,820 | 43,770 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,453 | 20,652 | 23,513 | 21,778 | 23,756 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 47,402 | 40,973 |
| DURABLE GOODS, TOTAL | 11,856 | 11,618 | 9,951 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 23,473 | 19,679 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,301 | 1,993 | 2,379 | 2,279 | 2,410 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 4,548 | 4,031 |
| Automotive equipment, tires, tubes | 1,160 | 1,128 | 1,036 | 1,201 | 1,144 | 1,254 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 2,288 | 2,061 |
| Automotive equipment | 1,009 | 966 | 923 | 1,045 | 988 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 1,975 | 1,827 |
| Electrical goods, total | 1,626 | 1,504 | 1,385 | 1,537 | 1,388 | 1,484 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 3,130 | 2,747 |
| Electrical supplies, apparatus | 708 | 702 | 613 | 671 | 645 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 1,410 | 1,182 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 802 | 772 | 865 | 743 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 1,720 | 1,566 |
| Appliances, TV, radio sets | 619 | 535 | 529 | 591 | 506 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 1,154 | 1,063 |
| Furniture, home furnishings, total | 501 | 500 | 452 | 558 | 494 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 1,001 | 866 |
| Furniture-household, office | (S) | 156 | 135 | (S) | (S) | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 320 | 274 |
| Home furnishings, floor coverings | 337 | 343 | 317 | (S) | 344 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 680 | 591 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,074 | 956 | 1,087 | 1,050 | 1,162 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 2,179 | 1,880 |
| Hardware | 433 | 422 | 386 | 427 | 397 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 855 | 742 |
| General-line hardware | 243 | 236 | 219 | 242 | 228 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 479 | 421 |
| Plumbing and heating equip., supplies | (S) | (S) | 463 | 520 | 506 | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 1,082 | 925 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | 107 | 140 | 147 | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 242 | 213 |
| Lumber, construction materials, total | 1,339 | 1,275 | 1,026 | 1,211 | 1,208 | 1,383 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 2,614 | 2,077 |
| Lumber, millwork | 907 | 855 | 663 | 803 | 772 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 1,762 | 1,340 |
| Construction materials | 432 | 420 | 363 | 407 | 436 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 852 | 736 |
| Machinery, equipment, supplies, total | 2,938 | 2,948 | 2,612 | 2,975 | 2,823 | 3,067 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 5,886 | 5,041 |
| Construction machinery, equipment | 468 | 506 | 421 | 509 | 501 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 947 | 794 |
| Industrial machinery, equipment, supplies | 1,475 | 1,448 | 1,257 | 1,388 | 1,341 | 1,478 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 2,923 | 2,468 |
| Professional equipment, supplies | 386 | 381 | 384 | 433 | 373 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 767 | 728 |
| Service-establishment equipment, supplies | 172 | 158 | (S) | 180 | 175 | 178 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 330 | 324 |
| Metals, metalwork (except scrap), total | 1,405 | 1,290 | 988 | 1,192 | 1,140 | 1,257 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 2,695 | 1,995 |
| Iron, steel, and products | 1,127 | 1,023 | 776 | 922 | 906 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 2,105 | 1,554 |
| Nonferrous metals | 277 | 267 | 212 | 270 | 235 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 544 | 441 |
| Scrap, waste materials, total | 502 | 527 | 390 | 457 | 441 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 1,029 | 759 |
| Iron, steel scrap | 304 | 328 | 234 | 277 | 268 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 632 | 444 |
| Waste materials | 199 | 199 | 156 | 181 | 173 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 398 | 315 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,879 | 12,061 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 28,347 | 24,091 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,835 | 10,701 | 11,945 | 10,800 | 11,857 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 23,930 | 21,294 |
| Groceries and related products, total | 5,215 | 4,847 | 4,447 | 4,865 | 4,445 | 4,978 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 10,062 | 8,957 |
| General-line groceries | 2,056 | 1,877 | 1,774 | 1,955 | 1,788 | 2,000 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 3,933 | 3,584 |
| Specialty-line groceries | 1,399 | 1,299 | 1,205 | 1,255 | 1,159 | 1,264 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 2,695 | 2,383 |
| Confectionery | 93 | 93 | 92 | 100 | 89 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 186 | 178 |
| Meat, meat products | 1,041 | 999 | 849 | 977 | 874 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 2,040 | 1,744 |
| Poultry, poultry products | 238 | 220 | 193 | 219 | 191 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 458 | 394 |
| Fresh fruits, vegetables | 388 | 358 | 333 | 359 | 343 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 746 | 674 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,057 | 1,028 | 1,258 | 1,088 | 1,314 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 2,112 | 2,013 |
| Beer | 493 | 490 | 461 | 536 | 499 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 983 | 893 |
| Wine, distilled spirits | 561 | 567 | 568 | 722 | 589 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 1,128 | 1,120 |
| Drugs, chemicals, allied products, total | 996 | 911 | 893 | 997 | 924 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 1,907 | 1,789 |
| Drugs, drug proprietaries, sundries | 607 | 533 | 516 | 570 | 514 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 1,140 | 1,046 |
| General-line drugs | 270 | 232 | 229 | 245 | 220 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 502 | 471 |
| Paints, varnishes | 41 | 41 | 40 | 48 | 48 | 52 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 83 | 79 |
| Other chemicals, allied products | 369 | 351 | 336 | 279 | 362 | 380 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 720 | 664 |
| Tobacco, tobacco products | 555 | 534 | 509 | 567 | 526 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 1,089 | 1,032 |
| Dry goods, apparel, total | 1,124 | 1,112 | 1,017 | 1,116 | 942 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 2,336 | 2,013 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 1,031 | 920 |
| Dry goods, notions | 431 | (S) | 394 | 419 | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 827 | 777 |
| Paper, paper products, excluding wallpaper, total | 733 | 702 | 628 | 698 | 647 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 1,435 | 1,254 |
| Paper | 552 | 527 | 479 | 538 | 498 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 1,079 | 954 |
| Stationery, office supplies | 181 | 175 | 150 | 160 | 149 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 356 | 300 |
| Farm products (raw materials), total | 2,375 | 2,044 | 1,360 | 1,425 | 1,267 | 1,534 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 4,419 | 2,797 |
| Grain | 1,714 | 1,480 | 894 | 970 | 896 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 3,194 | 1,830 |
| Other nondurable goods, total | 2,417 | 2,672 | 2,179 | 2,445 | 2,228 | 2,285 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 5,089 | 4,236 |
| Books, magazines, newspapers | 167 | 156 | 143 | 164 | 143 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 323 | 285 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | | 1972 | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb.[1] | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,082 | 29,079 | 29,289 | 29,608 | 29,669 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 29,990 | 27,259 | 27,527 | 27,966 | 28,272 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,095 | 17,171 | 17,412 | 17,740 | 17,855 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,106 | 3,688 | 3,652 | 3,802 | 3,783 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,356 | 2,129 | 2,165 | 2,166 | 2,223 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,535 | 2,387 | 2,490 | 2,456 | 2,532 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,057 | 925 | 944 | 951 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,478 | 1,462 | 1,546 | 1,504 | 1,532 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 837 | 717 | 744 | 740 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 636 | 551 | 575 | 565 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,060 | 1,828 | 1,867 | 1,881 | 1,921 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 826 | 740 | 759 | 755 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 998 | 887 | 901 | 903 | 933 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,318 | 1,130 | 1,175 | 1,207 | 1,226 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 867 | 726 | 762 | 782 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,416 | 4,852 | 4,890 | 4,996 | 5,018 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,544 | 1,382 | 1,404 | 1,437 | 1,457 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,229 | 1,895 | 1,908 | 1,972 | 2,006 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,107 | 1,882 | 1,934 | 1,981 | 1,961 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,791 | 1,549 | 1,599 | 1,633 | 1,592 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 13,987 | 11,908 | 11,877 | 11,868 | 11,814 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,895 | 10,088 | 10,115 | 10,225 | 10,418 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,961 | 2,556 | 2,662 | 2,555 | 2,644 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,426 | 1,294 | 1,361 | 1,316 | 1,302 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,017 | 833 | 866 | 813 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,311 | 1,240 | 1,239 | 1,283 | 1,358 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 329 | 299 | 327 | 365 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 981 | 940 | 912 | 918 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,273 | 1,240 | 1,225 | 1,225 | 1,236 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 868 | 853 | 825 | 822 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 740 | 674 | 682 | 690 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 509 | 459 | 469 | 472 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | 1972 | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb.[1] | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 132 | 118 | 128 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 132 | 118 | 128 | 119 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 172 | 152 | 162 | 150 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 178 | 182 | 160 | 167 | 157 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 209 | 206 | 180 | 189 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 168 | 172 | 162 | 177 | 171 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 150 | 151 | 140 | 147 | 143 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 184 | 189 | 179 | 203 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 168 | 159 | 133 | 150 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 185 | 174 | (S) | 164 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 191 | 172 | 179 | 165 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 196 | 192 | 178 | 190 | 176 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | 192 | 173 | 178 | 167 | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 103 | 110 | 97 | 100 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 101 | 110 | 95 | 101 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 184 | 186 | 164 | 177 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 305 | 328 | 255 | 287 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 154 | 151 | 137 | 147 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 190 | 162 | 174 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 200 | 173 | 180 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 99 | 89 | 98 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 92 | 94 | 85 | 95 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 57 | 55 | 57 | 53 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 70 | 74 | 65 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 69 | 69 | 70 | 71 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 124 | 121 | 98 | 118 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 67 | 65 | 61 | 73 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 173 | 166 | 126 | 156 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 140 | 139 | 123 | 132 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 165 | 145 | 160 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 105 | 107 | 98 | 107 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 96 | 87 | 95 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1972 and 1973

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

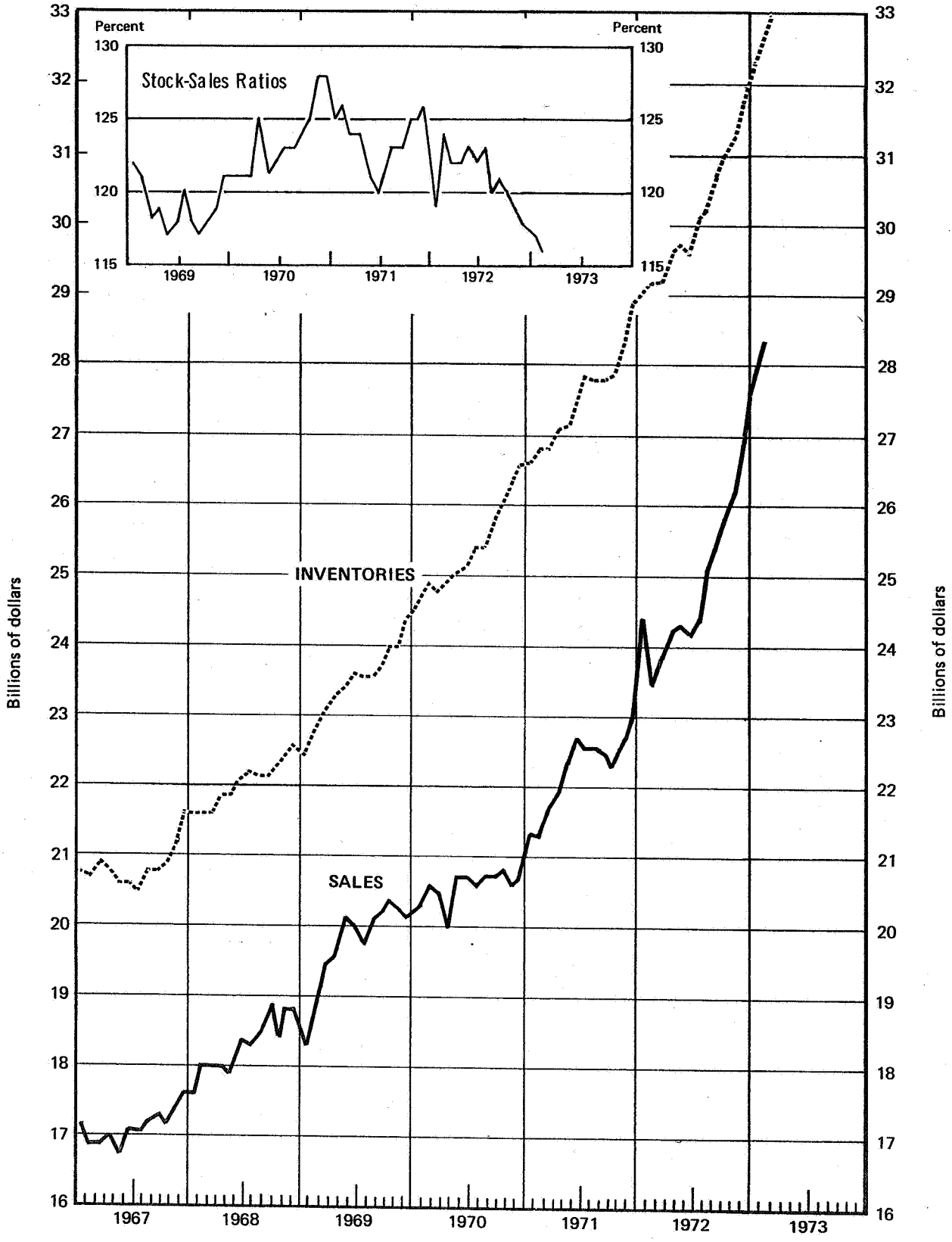
| Kind of business | 1973 | | 1972 | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb.[1] | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,354 | 23,533 | 23,884 | 24,170 | 24,260 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,132 | 22,107 | 22,564 | 22,714 | 22,775 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,091 | 10,696 | 11,157 | 11,246 | 11,256 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,554 | 2,127 | 2,319 | 2,279 | 2,197 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,677 | 1,488 | 1,525 | 1,547 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 583 | 503 | 521 | 516 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,222 | 1,047 | 1,083 | 1,085 | 1,105 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,557 | 1,186 | 1,220 | 1,225 | 1,281 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,254 | 2,758 | 2,783 | 2,866 | 2,848 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,451 | 1,029 | 1,111 | 1,154 | 1,181 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 559 | 394 | 426 | 418 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,263 | 12,837 | 12,727 | 12,924 | 13,004 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 13,041 | 11,411 | 11,407 | 11,468 | 11,519 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,398 | 4,777 | 4,633 | 4,709 | 4,741 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,313 | 1,232 | 1,255 | 1,236 | 1,236 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 983 | 921 | 948 | 959 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 612 | 554 | 564 | 567 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,157 | 1,031 | 1,052 | 1,050 | 1,037 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 762 | 658 | 666 | 688 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,222 | 1,426 | 1,319 | 1,456 | 1,485 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,816 | 2,237 | 2,289 | 2,260 | 2,292 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 32,961 | 29,181 | 29,174 | 29,574 | 29,729 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,374 | 27,660 | 27,556 | 27,889 | 28,144 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,277 | 17,354 | 17,357 | 17,542 | 17,733 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,069 | 3,712 | 3,566 | 3,757 | 3,802 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,595 | 2,438 | 2,510 | 2,496 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 863 | 734 | 734 | 736 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,038 | 1,808 | 1,839 | 1,835 | 1,861 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,317 | 1,125 | 1,162 | 1,179 | 1,186 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,498 | 4,936 | 4,900 | 4,908 | 4,963 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,174 | 1,928 | 1,988 | 1,946 | 1,981 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,684 | 11,827 | 11,816 | 12,032 | 11,996 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,097 | 10,306 | 10,198 | 10,347 | 10,411 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,985 | 2,571 | 2,623 | 2,563 | 2,655 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,374 | 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 | 1,308 | 1,288 | 1,260 | 1,226 | 1,230 | 1,254 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 751 | 684 | 683 | 698 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 124 | 122 | 122 | 123 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 125 | 122 | 123 | 124 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 162 | 156 | 156 | 158 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 159 | 175 | 154 | 165 | 173 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 155 | 164 | 165 | 161 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 148 | 146 | 141 | 143 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 173 | 170 | 169 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 85 | 95 | 95 | 96 | 93 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 169 | 179 | 176 | 171 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 187 | 179 | 169 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 92 | 93 | 93 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 85 | 90 | 89 | 90 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 54 | 57 | 54 | 56 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 106 | 102 | 105 | 107 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 131 | 137 | 129 | 128 | 132 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers: 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: February 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | February 1973 from-- | | 2 months 1973 from 2 months 1972 | February 1973 from-- | | February 1973 from-- | | February 1973 from-- | |
| | February 1972 | January 1973 | | February 1972 | January 1973 | February 1972 | January 1973 | February 1972 | January 1973 |
| MERCHANT WHOLESALERS, TOTAL | +16 | -3 | +18 | +14 | +1 | +20 | +2 | +13 | +1 |
| TOTAL (excluding farm products, raw materials) | +14 | -2 | +16 | +10 | 0 | +18 | +2 | +10 | +1 |
| DURABLE GOODS, TOTAL | +17 | -2 | +19 | +11 | +1 | +22 | +1 | +11 | 0 |
| Motor vehicles, automotive equipment, total | +15 | +2 | +13 | +11 | -1 | +20 | +7 | +10 | -2 |
| Automobiles, other motor vehicles | +22 | +8 | +15 | +12 | -5 | - | - | - | - |
| Automotive equipment, tires, tubes | +9 | -3 | +11 | +11 | +2 | - | - | - | - |
| Automotive equipment | +5 | -4 | +8 | +9 | +2 | - | - | - | - |
| Electrical goods, total | +9 | -8 | +14 | +6 | -1 | +13 | -6 | +6 | 0 |
| Electrical supplies, apparatus | +14 | -1 | +19 | +14 | +2 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +4 | -13 | +10 | +1 | -3 | - | - | - | - |
| Appliances, TV, radio sets | +1 | -14 | +9 | -8 | -3 | - | - | - | - |
| Furniture, home furnishings, total | +10 | -2 | +16 | +17 | +1 | +16 | -1 | +18 | -1 |
| Furniture-household, office | +16 | -4 | +17 | +21 | +2 | - | - | - | - |
| Household furniture | +16 | -5 | +23 | +22 | +2 | - | - | - | - |
| Office furniture | +15 | -4 | +12 | +20 | +3 | - | - | - | - |
| Home furnishings, floor coverings | (S) | +2 | (S) | +15 | +1 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +12 | -3 | +16 | +13 | +2 | +17 | -3 | +13 | 0 |
| Hardware | +9 | -2 | +15 | +11 | +2 | - | - | - | - |
| General-line hardware | +8 | -3 | +14 | +10 | +3 | - | - | - | - |
| Plumbing and heating equipment, supplies | +15 | -3 | +17 | +12 | +2 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +11 | -3 | +14 | +18 | +6 | - | - | - | - |
| Lumber, construction materials, total | +24 | -5 | +26 | +16 | +4 | +31 | -5 | +17 | +1 |
| Lumber, millwork | +29 | -6 | +32 | +19 | +6 | - | - | - | - |
| Construction materials | +16 | -3 | +16 | +12 | 0 | - | - | - | - |
| Machinery, equipment, supplies, total | +13 | 0 | +17 | +12 | +3 | +18 | +3 | +11 | +2 |
| Commercial machines, equipment | +7 | -2 | +13 | +13 | +1 | - | - | - | - |
| Construction machinery, equipment | +20 | +8 | +19 | +12 | +4 | - | - | - | - |
| Industrial machinery, equipment, supplies | +15 | -2 | +18 | +18 | +3 | - | - | - | - |
| Professional equipment, supplies | -1 | -1 | +5 | +8 | +4 | - | - | - | - |
| Surgical, medical, hospital supplies | 0 | -1 | +6 | +12 | +7 | - | - | - | - |
| Service-establishment equipment, supplies | -7 | -8 | +2 | 0 | -2 | - | - | - | - |
| Metals, metalwork (except scrap), total | +30 | -8 | +35 | +12 | -2 | +41 | +3 | +13 | +1 |
| Iron, steel, and products | +32 | -9 | +38 | +16 | -2 | - | - | - | - |
| Nonferrous metals | +26 | -4 | +23 | -5 | -2 | - | - | - | - |
| Scrap, waste materials, total[2] | +35 | +5 | +36 | +3 | -2 | +42 | +8 | +2 | -3 |
| Iron, steel scrap | +40 | +8 | +42 | +9 | 0 | - | - | - | - |
| Waste materials | +27 | 0 | +26 | -7 | -5 | - | - | - | - |
| Jewelry | +34 | +3 | +38 | (S) | (S) | +43 | -2 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +15 | -4 | +18 | +17 | +1 | +19 | +3 | +16 | +2 |
| TOTAL (excluding farm products, raw materials) | +10 | -2 | +12 | +8 | 0 | +14 | +4 | +8 | +1 |
| Groceries and related products, total | +9 | -7 | +12 | +16 | +1 | +13 | +5 | +16 | +3 |
| General-line groceries | +6 | -9 | +10 | +10 | +3 | - | - | - | - |
| Voluntary groups | +3 | -11 | +8 | +9 | +1 | - | - | - | - |
| Retailer cooperatives | +5 | -6 | +10 | +9 | +8 | - | - | - | - |
| Nonaffiliated | +11 | -8 | +13 | +13 | +2 | - | - | - | - |
| Specialty-line groceries | +8 | -7 | +13 | +22 | -1 | - | - | - | - |
| Confectionery | +1 | 0 | +4 | +4 | +2 | - | - | - | - |
| Meats, meat products | +18 | -4 | +17 | +30 | +1 | - | - | - | - |
| Poultry, poultry products | +14 | -8 | +16 | +11 | -4 | - | - | - | - |
| Fresh fruits, vegetables | +7 | -8 | +11 | +18 | +1 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +3 | 0 | +5 | +6 | 0 | +6 | 0 | +5 | +1 |
| Beer | +6 | -1 | +10 | +10 | +10 | - | - | - | - |
| Wine, distilled spirits | 0 | +1 | +1 | +4 | -4 | - | - | - | - |
| Drugs, chemicals, allied products, total | +2 | -9 | +7 | +3 | -1 | +7 | 0 | +2 | -2 |
| Drugs, drug proprietaries, druggists' sundries | r+3 | -12 | r+9 | +2 | -1 | - | - | - | - |
| General-line drugs | +1 | -14 | +7 | +2 | -1 | - | - | - | - |
| Paints, varnishes | +4 | 0 | +5 | +3 | +5 | - | - | - | - |
| Other chemicals, allied products | +4 | -5 | +8 | +5 | 0 | - | - | - | - |
| Tobacco, tobacco products | +5 | -4 | +6 | +17 | +2 | +10 | +5 | +18 | +6 |
| Dry goods, apparel, total | +9 | -1 | +16 | (S) | (S) | +12 | 0 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +13 | +6 | +12 | (S) | (S) | - | - | - | - |
| Dry goods, notions | 0 | -8 | +6 | (S) | (S) | - | - | - | - |
| Piece goods converters | +21 | -4 | +20 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +12 | -4 | +14 | +10 | +1 | +16 | +3 | +10 | +2 |
| Paper | +10 | -4 | +13 | +11 | +1 | - | - | - | - |
| Stationery, office supplies | +17 | -4 | +19 | +8 | -1 | - | - | - | - |
| Farm products (raw materials), total[2] | +50 | -14 | +58 | +70 | +2 | +56 | +1 | +70 | +8 |
| Cotton | -2 | -16 | +1 | +37 | -4 | - | - | - | - |
| Grain | +66 | -14 | +74 | +163 | +5 | - | - | - | - |
| Other nondurable goods, total | +23 | +10 | +20 | +7 | +1 | +26 | +7 | +6 | +2 |
| Amusement, sporting goods | +10 | +4 | +17 | #7 | =1 | # | # | # | # |
| Books, magazines, newspapers | +8 | -7 | +13 | 0 | -3 | - | - | - | - |
| Coal | +1 | -9 | -2 | (S) | (S) | - | - | - | - |
| Farm supplies | +20 | +15 | +20 | +5 | +1 | - | - | - | - |

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

[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.

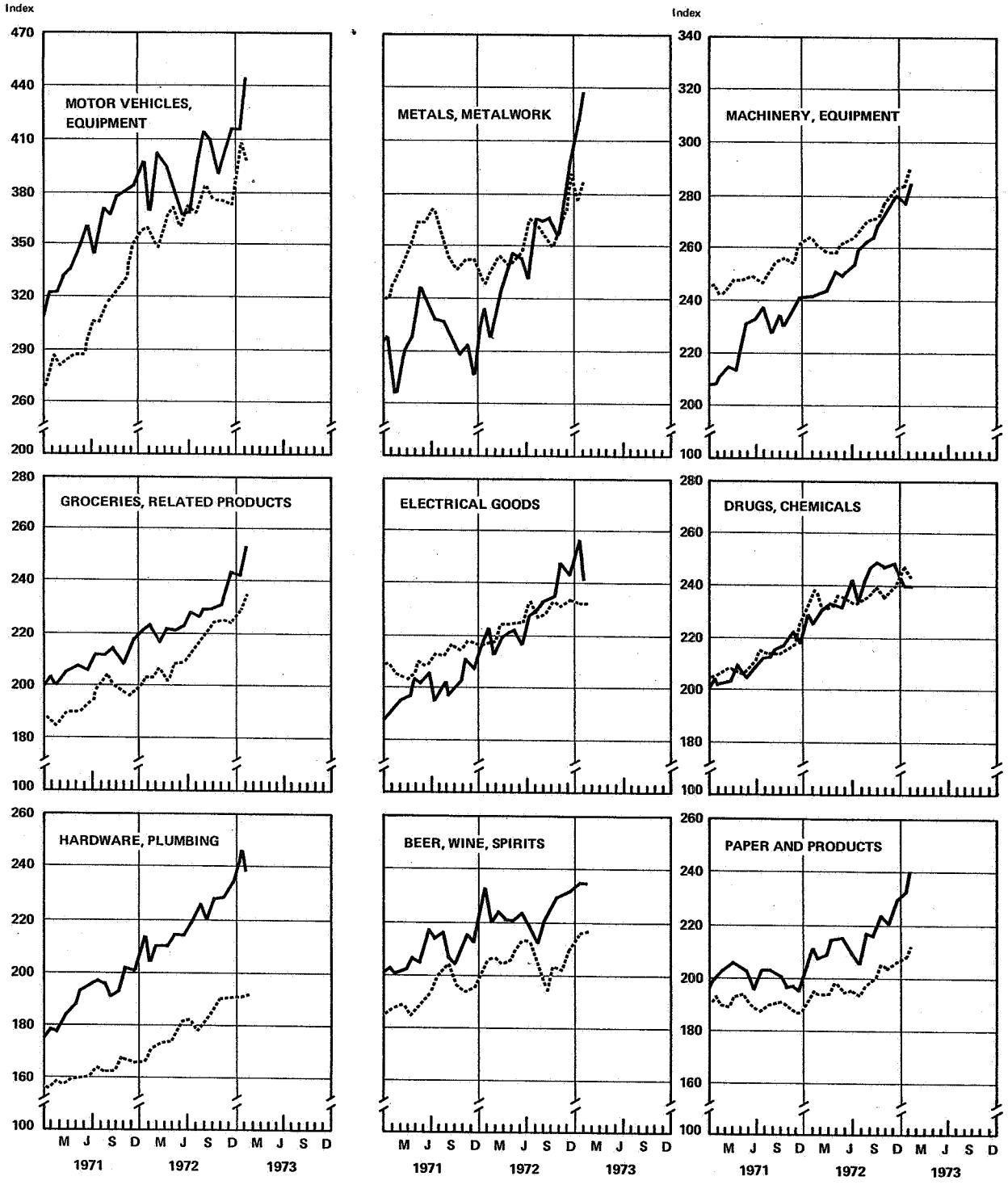
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

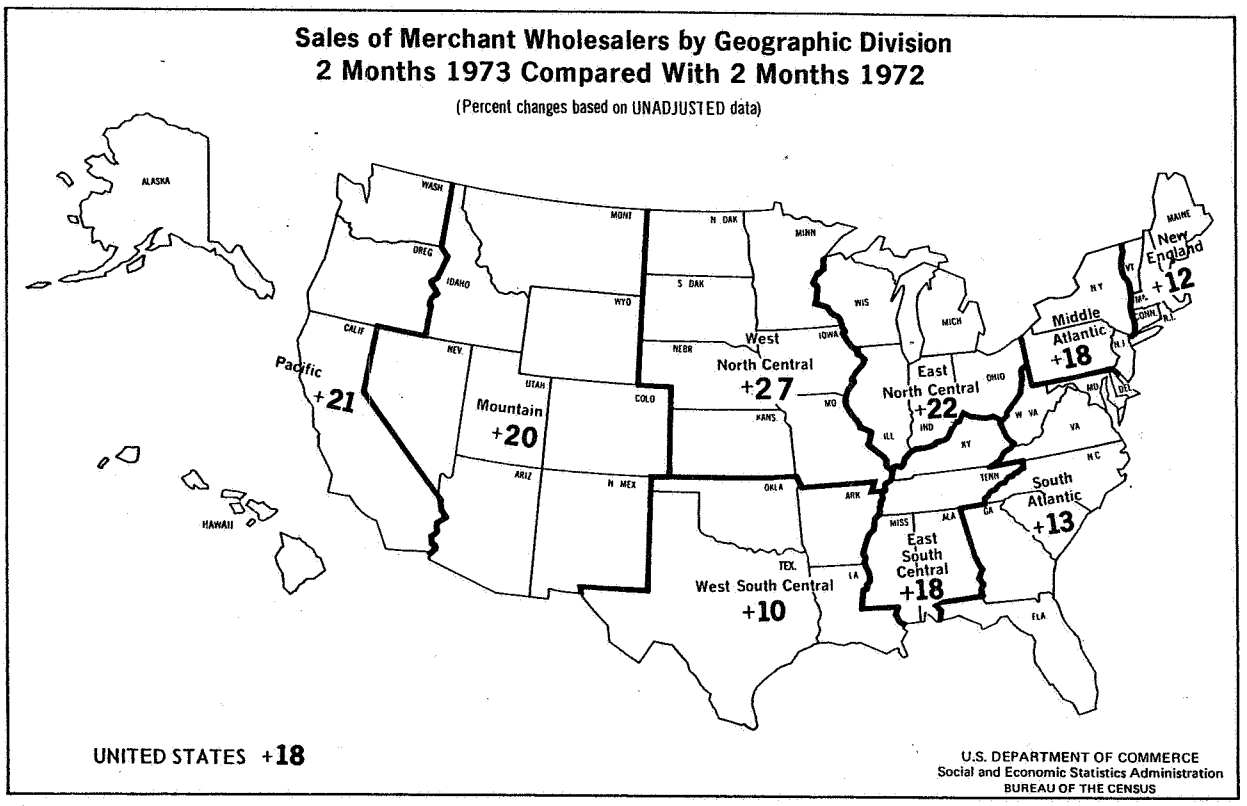
1957-59 Monthly average = 100

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: 1972 and 1973

(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 | 1973 | | 1972 | | | | | | | | | | | Total 2 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb.[1] | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,497 | 22,012 | 24,938 | 23,044 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 51,820 | 43,770 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,084 | 1,029 | 1,183 | 1,111 | 1,215 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 2,286 | 2,050 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,896 | 5,959 | 6,632 | 6,007 | 6,578 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 13,866 | 11,749 | 1-2 | 2 |
| East North Central | 4,804 | 4,610 | 3,873 | 4,430 | 4,149 | 4,640 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 9,414 | 7,742 | 2-2 | 2 |
| West North Central | 2,260 | 2,125 | 1,701 | 1,973 | 1,870 | 2,050 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 4,385 | 3,454 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,637 | 2,447 | 2,761 | 2,479 | 2,675 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 5,397 | 4,760 | 2-3 | 3 |
| East South Central | 1,512 | 1,422 | 1,214 | 1,353 | 1,255 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 2,934 | 2,478 | 4-6 | 5 |
| West South Central | 2,196 | 2,189 | 2,056 | 2,196 | 2,057 | 2,267 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 4,385 | 3,980 | 2-5 | 3 |
| Mountain | 850 | 802 | 695 | 804 | 738 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 1,652 | 1,378 | 3-5 | 4 |
| Pacific | 3,771 | 3,732 | 3,038 | 3,607 | 3,366 | 3,661 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 7,503 | 6,178 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,618 | 9,951 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 23,473 | 19,679 | 1.3-1.6 | 1.5 |
| New England | 541 | 491 | 466 | 521 | 504 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 1,032 | 919 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,640 | 2,327 | 2,757 | 2,536 | 2,803 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 5,319 | 4,544 | 2-4 | 3 |
| East North Central | 2,322 | 2,217 | 1,822 | 2,125 | 2,032 | 2,208 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 4,539 | 3,660 | 2-5 | 3 |
| West North Central | 754 | 738 | 624 | 715 | 713 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 1,492 | 1,251 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,380 | 1,221 | 1,381 | 1,304 | 1,410 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 2,786 | 2,396 | 3-6 | 4 |
| East South Central | 583 | 562 | 463 | 543 | 541 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 1,145 | 934 | 5-7 | 6 |
| West South Central | 1,134 | 1,170 | 1,043 | 1,183 | 1,120 | 1,212 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 2,304 | 1,994 | 2-5 | 3 |
| Mountain | 430 | 411 | 352 | 420 | 395 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 841 | 686 | 5-8 | 5 |
| Pacific | 2,006 | 2,009 | 1,631 | 1,923 | 1,833 | 1,967 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 4,015 | 2,293 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,879 | 12,061 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 28,347 | 24,091 | 1.2-1.5 | 1.2 |
| New England | 661 | 593 | 563 | 662 | 607 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 1,254 | 1,131 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,256 | 3,632 | 3,874 | 3,471 | 3,775 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 8,545 | 7,205 | 2-2 | 2 |
| East North Central | 2,482 | 2,393 | 2,051 | 2,305 | 2,117 | 2,432 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 4,875 | 4,082 | 2-4 | 3 |
| West North Central | 1,506 | 1,387 | 1,077 | 1,258 | 1,158 | 1,270 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 2,893 | 2,203 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,257 | 1,226 | 1,380 | 1,175 | 1,264 | 1,329 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 2,611 | 2,365 | 3-5 | 4 |
| East South Central | 929 | 860 | 751 | 810 | 726 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 1,789 | 1,544 | 4-6 | 5 |
| West South Central | 1,062 | 1,019 | 1,013 | 1,013 | 937 | 1,055 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 2,081 | 1,986 | 4-6 | 4 |
| Mountain | 420 | 391 | 342 | 384 | 343 | 388 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 811 | 691 | 3-6 | 5 |
| Pacific | 1,764 | 1,723 | 1,407 | 1,683 | 1,533 | 1,693 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 3,487 | 2,885 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | February 1973 from-- | | 2 months 1973 from 2 months 1972 | February 1973 from-- | | | | | | |
| | February 1972 | January 1973 | | February 1972 | January 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +16 | -3 | +18 | +14 | +1 | 0.9 | 0.4 | 0.5-0.9 | 0.8 | 0.2 |
| New England | +5 | -10 | +12 | +5 | 0 | 4.4 | 1.5 | 2.2-3.4 | 3.6 | 0.4 |
| Middle Atlantic | +15 | -1 | +18 | +8 | +1 | 1.4 | 0.8 | 1.1-1.3 | 1.5 | 0.6 |
| East North Central | +19 | -4 | +22 | +18 | 0 | 2.1 | 1.1 | 1.0-1.7 | 1.5 | 0.6 |
| West North Central | +25 | -6 | +27 | +27 | +3 | 3.2 | 1.6 | 1.1-2.3 | 3.1 | 0.8 |
| South Atlantic | +8 | -4 | +13 | +11 | +2 | 2.2 | 1.0 | 0.8-1.2 | 1.7 | 0.7 |
| East South Central | +17 | -6 | +18 | +10 | +1 | 3.4 | 1.6 | 1.6-2.7 | 2.2 | 0.7 |
| West South Central | +6 | 0 | +10 | +19 | +2 | 2.3 | 1.2 | 1.2-2.1 | 2.7 | 0.6 |
| Mountain | +15 | -6 | +20 | +17 | +2 | 4.4 | 2.6 | 1.4-4.0 | 4.6 | 1.0 |
| Pacific | +22 | -1 | +21 | +11 | -2 | 3.6 | 1.5 | 1.2-2.5 | 3.3 | 0.8 |
| Durable goods, total | +17 | -2 | +19 | +11 | +1 | 1.4 | 0.7 | 0.5-0.9 | 1.0 | 0.3 |
| New England | +5 | -9 | +12 | -1 | +1 | 7.7 | 2.7 | 3.0-3.9 | 3.7 | 0.9 |
| Middle Atlantic | +12 | -1 | +17 | +10 | +1 | 2.7 | 1.3 | 0.9-2.0 | 1.9 | 0.8 |
| East North Central | +22 | -5 | +24 | +12 | 0 | 3.1 | 1.6 | 1.5-2.4 | 1.9 | 0.9 |
| West North Central | +18 | -2 | +19 | +12 | +3 | 3.9 | 2.5 | 1.8-3.2 | 3.8 | 0.7 |
| South Atlantic | +13 | -2 | +16 | +13 | +2 | 3.1 | 1.6 | 1.6-1.9 | 2.5 | 0.8 |
| East South Central | +21 | -4 | +23 | +5 | +3 | 4.4 | 2.5 | 2.6-5.0 | 3.5 | 0.8 |
| West South Central | +12 | +3 | +16 | +16 | +2 | 3.4 | 1.4 | 1.7-2.4 | 3.4 | 0.7 |
| Mountain | +17 | -4 | +23 | +16 | +1 | 6.8 | 4.4 | 2.8-5.3 | 5.8 | 1.2 |
| Pacific | +21 | 0 | +22 | +10 | -3 | 6.7 | 2.0 | 1.8-2.7 | 3.1 | 1.5 |
| Nondurable goods, total | +15 | -4 | +18 | +17 | +1 | 1.3 | 0.6 | 0.7-1.4 | 1.3 | 0.3 |
| New England | +5 | -10 | +11 | +13 | -1 | 5.0 | 1.9 | 3.1-5.2 | 6.5 | 1.6 |
| Middle Atlantic | +17 | -1 | +19 | +6 | 0 | 1.7 | 1.1 | 1.4-1.6 | 3.6 | 0.6 |
| East North Central | +17 | -4 | +19 | +29 | 0 | 2.6 | 1.4 | 1.2-2.0 | 2.4 | 0.6 |
| West North Central | +29 | -8 | +31 | +45 | +3 | 3.9 | 1.7 | 1.5-3.0 | 5.4 | 1.3 |
| South Atlantic | +2 | -7 | +10 | +9 | +2 | 2.7 | 1.4 | 0.9-1.7 | 2.3 | 0.8 |
| East South Central | +14 | -7 | +16 | +14 | 0 | 4.0 | 1.5 | 2.5-1.3 | 2.6 | 0.9 |
| West South Central | +1 | -4 | +5 | +25 | +2 | 3.2 | 1.8 | 1.4-2.6 | 3.5 | 1.0 |
| Mountain | +14 | -7 | +17 | +20 | +3 | 5.0 | 1.9 | 2.5-5.3 | 6.7 | 1.9 |
| Pacific | +22 | -2 | +21 | +14 | -1 | 3.2 | 1.4 | 1.7-3.5 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +9 | -3 | +11 | +11 | +2 | 3 | 2 | 2-3 | 3 | 1 |
| New England | (S) | -4 | (S) | (S) | +4 | - | 4 | - | - | 1 |
| Middle Atlantic | +30 | +4 | +24 | +26 | +6 | 9 | 5 | 3-6 | 8 | 1 |
| East North Central | +4 | -6 | +5 | +16 | -1 | 8 | 3 | 4-7 | 7 | 1 |
| West North Central | +16 | -6 | +20 | +18 | +2 | 9 | 4 | 3-9 | 9 | 2 |
| South Atlantic | -3 | -7 | +3 | 0 | +2 | 8 | 3 | 5-5 | 6 | 3 |
| East South Central | (S) | -15 | -6 | -8 | +1 | - | 4 | 3-9 | 9 | 3 |
| West South Central | -1 | -4 | +7 | +6 | +4 | 9 | 4 | 3-5 | 8 | 1 |
| Mountain | (S) | -7 | +10 | (S) | -2 | - | 6 | 5-7 | - | 2 |
| Pacific | +17 | +3 | +17 | +4 | +2 | 9 | 3 | 4-8 | 9 | 2 |
| Electrical supplies, apparatus | +14 | -1 | +19 | +14 | +2 | 3 | 1 | 2-2 | 2 | 1 |
| New England | (S) | -8 | +17 | (S) | 0 | - | 3 | 5-6 | - | 1 |
| Middle Atlantic | +2 | -2 | +10 | +11 | +1 | 7 | 4 | 4-7 | 6 | 1 |
| East North Central | +19 | -2 | +22 | +9 | 0 | 6 | 2 | 4-5 | 6 | 1 |
| West North Central | (S) | +2 | +24 | +28 | +6 | - | 3 | 4-7 | 7 | 1 |
| South Atlantic | +22 | -2 | +28 | +15 | +1 | 7 | 3 | 2-5 | 5 | 1 |
| East South Central | (S) | +3 | +25 | (S) | -1 | - | 4 | 3-5 | - | 2 |
| West South Central | +19 | +10 | (S) | +26 | +5 | 8 | 3 | - | 8 | 1 |
| Mountain | (S) | -2 | (S) | (S) | +11 | - | 2 | - | - | 1 |
| Pacific | +7 | -2 | +17 | +11 | +2 | 7 | 3 | 3-4 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +4 | -13 | +10 | +1 | -3 | 3 | 2 | 2-3 | 3 | 1 |
| New England | (S) | -22 | +12 | (S) | -4 | - | 5 | 6-8 | - | 3 |
| Middle Atlantic | -3 | -13 | +3 | -3 | -4 | 7 | 5 | 4-8 | 8 | 2 |
| East North Central | +5 | -15 | +9 | -6 | -3 | 8 | 4 | 4-4 | 7 | 2 |
| West North Central | (S) | -24 | +1 | (S) | +2 | - | 5 | 4-6 | - | 2 |
| South Atlantic | +13 | -7 | (S) | -15 | 0 | 8 | 3 | - | 7 | 2 |
| East South Central | +24 | -8 | +25 | +29 | +1 | 7 | 2 | 5-8 | 9 | 2 |
| West South Central | (S) | -8 | (S) | (S) | 0 | - | 3 | - | - | 3 |
| Mountain | (S) | -11 | +21 | (S) | -9 | - | 3 | 4-7 | - | 3 |
| Pacific | +10 | -2 | +16 | +17 | +1 | 6 | 2 | 2-3 | 7 | 1 |
| Furniture, home furnishings, total | (S) | -24 | (S) | (S) | +4 | - | 5 | - | - | 4 |
| New England | (S) | +6 | +2 | (S) | (S) | 7 | 4 | 2-5 | 6 | 2 |
| Middle Atlantic | (S) | 0 | (S) | (S) | +4 | - | 4 | - | - | 2 |
| East North Central | (S) | -1 | (S) | (S) | -2 | - | 5 | - | - | 4 |
| South Atlantic | (S) | +18 | (S) | (S) | +1 | - | 5 | - | - | 3 |
| East South Central | +14 | -7 | +21 | (S) | +4 | 9 | 6 | 5-7 | - | 2 |
| West South Central | (S) | +43 | (S) | (S) | -2 | - | 6 | - | - | 4 |
| Mountain | +8 | +1 | +11 | +11 | -2 | 9 | 4 | 4-5 | 7 | 2 |
| Pacific | +9 | -2 | +15 | +11 | +2 | 2 | 1 | 1-2 | 1 | 1 |
| Hardware | (S) | +3 | (S) | (S) | +2 | - | 6 | - | - | 2 |
| New England | +19 | 0 | +24 | +14 | +1 | 7 | 4 | 4-5 | 7 | 1 |
| Middle Atlantic | +4 | 0 | +9 | +10 | -1 | 5 | 3 | 2-4 | 5 | 1 |
| East North Central | +15 | +2 | +18 | +25 | +7 | 5 | 3 | 2-6 | 6 | 1 |
| West North Central | +9 | -10 | +20 | +22 | +4 | 8 | 3 | 4-5 | 9 | 2 |
| South Atlantic | -10 | -6 | +3 | -11 | +4 | 6 | 4 | 4-9 | 6 | 1 |
| East South Central | (S) | +2 | +9 | +27 | +2 | - | 3 | 5-7 | 7 | 1 |
| West South Central | (S) | +6 | (S) | (S) | 0 | - | 4 | - | - | 2 |
| Mountain | +5 | -9 | +16 | +3 | -1 | 8 | 2 | 4-6 | 6 | 1 |
| Pacific | +15 | -3 | +17 | +12 | +2 | 4 | 2 | 2-3 | 2 | 1 |
| Plumbing and heating equipment, supplies | (S) | +1 | +19 | (S) | -3 | - | 4 | 5-9 | - | 2 |
| New England | +8 | -9 | +7 | +12 | 0 | 7 | 4 | 4-7 | 8 | 1 |
| Middle Atlantic | +10 | +1 | +10 | +3 | +4 | 7 | 5 | 2-4 | 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: February 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from | | 2 months 1973 from 2 months 1972 | February 1973 from-- | | | | | | |
| | February 1972 | January 1973 | | February 1972 | January 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | +2 | +25 | -7 | +1 | - | 3 | 3-6 | 8 | 2 |
| South Atlantic | (S) | -10 | +35 | +37 | +6 | - | 5 | 3-7 | 8 | 2 |
| East South Central | (S) | +6 | +31 | (S) | +4 | - | 6 | 5-8 | - | 2 |
| West South Central | (S) | +6 | +13 | +14 | +1 | - | 6 | 6-7 | 9 | 3 |
| Pacific | -4 | -5 | +5 | +14 | -3 | 9 | 4 | 4-6 | 7 | 2 |
| Lumber, construction materials, total | +24 | -5 | +26 | +16 | +4 | 3 | 2 | 2-4 | 3 | 1 |
| New England | (S) | -15 | +42 | (S) | +14 | - | 4 | 7-8 | - | 4 |
| Middle Atlantic | +26 | -10 | +27 | +18 | +7 | 8 | 4 | 3-7 | 7 | 2 |
| East North Central | +14 | -11 | +18 | +11 | +1 | 8 | 3 | 3-7 | 6 | 2 |
| West North Central | +24 | 0 | +23 | +18 | +1 | 9 | 5 | 3-8 | 8 | 2 |
| South Atlantic | +8 | -8 | +7 | (S) | +3 | 9 | 3 | 4-5 | - | 3 |
| East South Central | (S) | +1 | +4 | (S) | -2 | - | 5 | 4-5 | - | 2 |
| West South Central | (S) | +2 | (S) | (S) | +2 | - | 4 | - | - | 2 |
| Pacific | +43 | +2 | +45 | (S) | +5 | 7 | 5 | 4-8 | - | 4 |
| Industrial machinery, equipment supplies distribution | +15 | -2 | +18 | +18 | +3 | 4 | 3 | 2-3 | 4 | 1 |
| Middle Atlantic | (S) | -2 | +9 | +27 | +1 | - | 5 | 5-8 | 7 | 3 |
| East North Central | (S) | -5 | +31 | +18 | 0 | - | 5 | 4-7 | 8 | 2 |
| South Atlantic | (S) | +4 | +14 | +6 | +2 | - | 5 | 5-7 | 8 | 2 |
| West South Central | (S) | -1 | (S) | +36 | +6 | - | 5 | - | 7 | 2 |
| Pacific | +21 | +6 | +17 | +13 | +2 | 9 | 6 | 4-5 | 6 | 2 |
| General-line grocery wholesalers | +6 | -9 | +10 | +10 | +3 | 1 | 1 | 1-1 | 2 | 1 |
| New England | (S) | -10 | (S) | (S) | 0 | - | 3 | - | - | 2 |
| Middle Atlantic | +8 | -4 | +12 | +20 | +2 | 5 | 1 | 2-2 | 7 | 2 |
| East North Central | +4 | -8 | +8 | +6 | +2 | 4 | 1 | 2-4 | 4 | 1 |
| West North Central | +8 | -13 | +15 | +14 | +1 | 4 | 1 | 2-3 | 5 | 1 |
| South Atlantic | -16 | -7 | -6 | -8 | +5 | 8 | 2 | 3-3 | 7 | 2 |
| East South Central | +19 | -10 | +17 | +24 | +6 | 7 | 2 | 2-4 | 9 | 1 |
| West South Central | +4 | -9 | +9 | -5 | +2 | 6 | 2 | 3-4 | 7 | 1 |
| Mountain | +4 | -13 | +11 | +11 | +13 | 5 | 2 | 2-3 | 6 | 1 |
| Pacific | +11 | -11 | +10 | +16 | +1 | 5 | 1 | 2-4 | 5 | 1 |
| Specialty-line grocery wholesalers | +8 | -7 | +13 | +22 | -1 | 4 | 2 | 2-2 | 4 | 1 |
| Middle Atlantic | +4 | -5 | +11 | +32 | -2 | 5 | 2 | 3-5 | 5 | 3 |
| East North Central | +30 | -3 | +22 | (S) | +5 | 8 | 3 | 4-6 | - | 4 |
| West North Central | (S) | -10 | (S) | (S) | (S) | - | 2 | - | 9 | 1 |
| South Atlantic | +2 | -8 | +14 | -8 | -12 | 8 | 3 | 4-6 | 8 | 2 |
| East South Central | (S) | -4 | (S) | (S) | +1 | - | 2 | - | - | 4 |
| West South Central | (S) | -9 | (S) | (S) | +6 | - | 6 | - | - | 3 |
| Mountain | (S) | -3 | (S) | (S) | +4 | - | 5 | - | - | 4 |
| Pacific | (S) | -10 | +22 | (S) | +1 | - | 7 | 6-8 | - | 3 |
| Fresh fruit, vegetable wholesalers | +7 | -8 | +11 | +18 | +1 | 3 | 2 | 2-3 | 4 | 1 |
| New England | (S) | -13 | +2 | (S) | (S) | - | 6 | 7-8 | - | - |
| Middle Atlantic | +7 | -9 | +10 | (S) | 0 | 8 | 4 | 4-5 | - | 4 |
| East North Central | +4 | -9 | +9 | +30 | +6 | 8 | 3 | 3-7 | 7 | 3 |
| West North Central | (S) | -5 | +23 | +24 | 0 | - | 3 | 5-9 | 8 | 3 |
| South Atlantic | +12 | -4 | +20 | +14 | 0 | 8 | 4 | 6-9 | 9 | 3 |
| East South Central | (S) | +5 | +19 | (S) | (S) | - | 5 | 5-6 | - | 5 |
| West South Central | (S) | -2 | +8 | (S) | -2 | - | 3 | 6-9 | - | 3 |
| Mountain | (S) | -20 | (S) | (S) | -1 | - | 3 | - | - | 3 |
| Pacific | +5 | -13 | (S) | (S) | -3 | 8 | 4 | - | - | 4 |
| Drug wholesalers (general and specialty lines) | +3 | -12 | +9 | +2 | -1 | 3 | 2 | 2-4 | 3 | 1 |
| New England | +1 | -8 | +8 | (S) | +1 | 9 | 3 | 5-9 | - | 2 |
| Middle Atlantic | -2 | -7 | +2 | (S) | -3 | 8 | 5 | 4-7 | - | 2 |
| East North Central | +21 | -15 | +30 | +24 | 0 | 6 | 2 | 4-8 | 6 | 2 |
| West North Central | +18 | -13 | +14 | +6 | -1 | 8 | 4 | 6-8 | 9 | 2 |
| South Atlantic | +1 | -9 | +6 | +1 | -3 | 6 | 4 | 4-9 | 8 | 2 |
| East South Central | (S) | -12 | -2 | (S) | +4 | - | 3 | 5-6 | - | 3 |
| West South Central | -4 | -12 | +2 | -4 | +1 | 6 | 2 | 2-4 | 7 | 1 |
| Mountain | (S) | -17 | +7 | (S) | -2 | - | 2 | 4-5 | - | 3 |
| Pacific | +2 | -12 | +6 | -3 | -4 | 8 | 4 | 6-6 | 9 | 2 |
| Tobacco distributors | +5 | -4 | +6 | +17 | +2 | 2 | 1 | 1-2 | 3 | 1 |
| New England | (S) | -4 | (S) | (S) | +1 | - | 2 | - | - | 2 |
| Middle Atlantic | 0 | -7 | +2 | +31 | +12 | 5 | 2 | 3-4 | 7 | 1 |
| East North Central | +9 | -1 | +7 | +19 | +2 | 7 | 2 | 3-5 | 6 | 2 |
| West North Central | +4 | -9 | +4 | (S) | +2 | 9 | 2 | 4-8 | - | 1 |
| South Atlantic | +17 | -3 | +18 | +15 | -1 | 6 | 2 | 3-5 | 7 | 1 |
| East South Central | (S) | -9 | -16 | (S) | -3 | - | 2 | 4-6 | - | 3 |
| West South Central | +10 | -5 | +7 | +7 | +3 | 9 | 1 | 4-6 | 9 | 1 |
| Mountain | (S) | +1 | -5 | (S) | +1 | - | 3 | 4-9 | - | 1 |
| Pacific | +8 | +1 | +6 | +17 | -8 | 7 | 1 | 2-5 | 9 | 3 |
| Dry goods, apparel wholesalers | +9 | -1 | +16 | (S) | (S) | 5 | 2 | 2-2 | 8 | 1 |
| Middle Atlantic | +13 | +1 | +12 | (S) | (S) | 6 | 2 | 2-3 | 7 | 1 |
| East North Central | (S) | +8 | +9 | (S) | (S) | - | 6 | 6-8 | 9 | 2 |
| East South Central | -8 | -21 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | +4 | (S) | (S) | - | - | 4-7 | - | 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, June 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 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 108.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 108.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 108.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 98.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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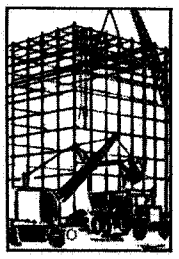
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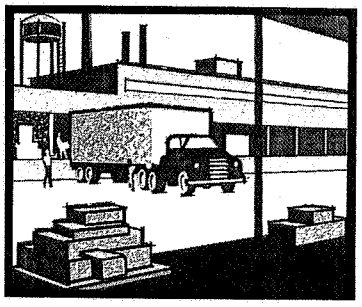
U.S. DEPARTMENT OF COMMERCE
Social and Economic Statistics Administration
BUREAU OF THE CENSUS

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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

Issued: May 1973

BW-73-3

# March 1973

Sales—March 1973 sales of merchant wholesalers were estimated at $29.7 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, March sales were $29.1 billion, up 2 percent from last month and 22 percent above March 1972. Adjusted January-through-March average sales were 8 percent above the October-through-December period, and were 19 percent above the average for the comparable months a year ago.

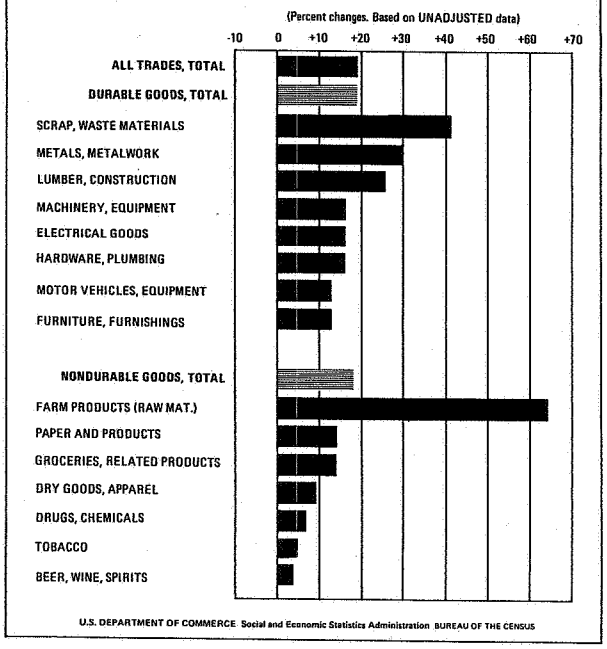
After adjustment, March sales in the durable goods trades increased 3 percent above the previous month and were 22 percent above March 1972. Nondurable goods sales were up 2 percent above the previous month, and were 22 percent above the same month a year ago. Average monthly sales in the durable goods group during the January-through-March period were 8 percent above the prior 3 months and were 20 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 8 percent above the average for the October-through-December period, and were 18 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 with the exception of furniture, home furnishings (–4%), and lumber, construction materials, and tobacco, tobacco products which showed no change. The larger increases were reported in electrical goods (7%); hardware, plumbing, heating equipment (5%); and scrap, waste materials (5%). Compared with sales a year ago, all trade groups showed increases. The larger gains were reported in farm products raw materials (78%); scrap, waste materials (46%); and jewelry (44%).

Inventories—Total inventories of merchant wholesalers were valued at $33.3 billion at the end of March. After adjustment for seasonal variations, March inventories remained virtually unchanged from February but were 13 percent over last year. Both durable and nondurable goods stocks were virtually unchanged from the previous month levels. However, durables increased 11 percent and nondurables increased 16 percent from the stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 8 trade groups showing gains; 4 indicating declines; and 3 no change. The larger increases were noted in lumber, construction materials (4%); scrap, waste materials (3%), and paper, paper products (3%). The largest decrease was shown in motor vehicles, automotive equipment (–4%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (60%); and scrap, waste materials (20%).

**Sales of Merchant Wholesalers in Selected Kinds of Business 3 Months 1973 Compared With 3 Months 1972**




Stock-Sales Ratio—The March stock-sales ratio for merchant wholesalers, based on adjusted data, was 114 percent, down 2 points from the previous month, and 8 points below the March 1972 ratio. The stock-sales ratio for durable goods was 142 percent, down 5 points from the previous month and 14 points below the ratio for March 1972. The ratio for nondurable goods was 89 percent, 1 point below the February ratio and 4 points below the March 1972 ratio.

An advance release of March 1973 data was issued on May 7, 1973

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 35 cents; annual subscription $3.50
Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | 1972 | | | | | | | | | | Total 3 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar.[1] | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,654 | 24,938 | 23,044 | 25,290 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 81,538 | 68,708 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,169 | 23,513 | 21,778 | 23,756 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 74,597 | 64,487 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,683 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 37,236 | 31,247 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,624 | 2,379 | 2,279 | 2,410 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 7,177 | 6,411 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,319 | 1,201 | 1,144 | 1,254 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 3,621 | 3,263 |
| Automotive equipment | 1,009 | 972 | 1,135 | 1,045 | 988 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 3,116 | 2,871 |
| Electrical goods, total | 1,626 | 1,544 | 1,824 | 1,537 | 1,388 | 1,484 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 4,995 | 4,284 |
| Electrical supplies, apparatus | 708 | 714 | 800 | 671 | 645 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 2,223 | 1,853 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,024 | 865 | 743 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 2,772 | 2,431 |
| Appliances, TV, radio sets | 619 | 555 | 700 | 591 | 506 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 1,875 | 1,654 |
| Furniture, home furnishings, total | 501 | 512 | 591 | 558 | 494 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 1,603 | 1,424 |
| Furniture-household, office | (S) | 162 | (S) | (S) | (S) | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 507 | 434 |
| Home furnishings, floor coverings | 337 | 350 | 409 | (S) | 344 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 1,096 | 990 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,270 | 1,087 | 1,050 | 1,162 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 3,458 | 2,967 |
| Hardware | 433 | 433 | 486 | 427 | 397 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 1,352 | 1,169 |
| General-line hardware | 243 | 241 | 286 | 242 | 228 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 770 | 663 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | 520 | 506 | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 1,712 | 1,445 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | 140 | 147 | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 395 | 353 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,526 | 1,211 | 1,208 | 1,383 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 4,158 | 3,287 |
| Lumber, millwork | 907 | 870 | 1,026 | 803 | 772 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 2,803 | 2,144 |
| Construction materials | 432 | (S) | 500 | 407 | 436 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 1,355 | 1,144 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,465 | 2,975 | 2,823 | 3,067 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 9,345 | 8,016 |
| Construction machinery, equipment | 468 | 501 | 587 | 509 | 501 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 1,556 | 1,344 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,648 | 1,388 | 1,341 | 1,478 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 4,528 | 3,856 |
| Professional equipment, supplies | 386 | 395 | 454 | 433 | 373 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 1,235 | 1,161 |
| Service-establishment equipment, supplies | 172 | 167 | 177 | 180 | 175 | 178 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 516 | 504 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,477 | 1,192 | 1,140 | 1,257 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 4,137 | 3,187 |
| Iron, steel, and products | 1,127 | 978 | 1,117 | 922 | 906 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 3,223 | 2,476 |
| Nonferrous metals | 277 | 278 | 359 | 270 | 235 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 915 | 710 |
| Scrap, waste materials, total | 502 | 558 | 660 | 457 | 441 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 1,721 | 1,217 |
| Iron, steel scrap | 304 | 361 | 429 | 277 | 268 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 1,094 | 771 |
| Waste materials | 199 | 197 | 230 | 181 | 173 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 626 | 496 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 15,971 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 44,302 | 37,461 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,486 | 11,945 | 10,800 | 11,857 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 37,360 | 33,240 |
| Groceries and related products, total | 5,215 | 4,829 | 5,519 | 4,865 | 4,445 | 4,978 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 15,563 | 13,821 |
| General-line groceries | 2,056 | 1,854 | 2,080 | 1,955 | 1,788 | 2,000 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 5,990 | 5,539 |
| Specialty-line groceries | 1,399 | 1,314 | 1,516 | 1,255 | 1,159 | 1,264 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 4,229 | 3,638 |
| Confectionery | 93 | 95 | 108 | 100 | 89 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 297 | 277 |
| Meat, meat products | 1,041 | 986 | 1,134 | 977 | 874 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 3,161 | 2,722 |
| Poultry, poultry products | 238 | 222 | 261 | 219 | 191 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 721 | 613 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 359 | 343 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 1,165 | 1,032 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,282 | 1,258 | 1,088 | 1,314 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 3,383 | 3,271 |
| Beer | 493 | 469 | 554 | 536 | 499 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 1,516 | 1,429 |
| Wine, distilled spirits | 561 | 577 | 728 | 722 | 589 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 1,867 | 1,842 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,051 | 997 | 924 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 2,985 | 2,786 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 584 | 570 | 514 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 1,707 | 1,616 |
| General-line drugs | 270 | 230 | 247 | 245 | 220 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 746 | 717 |
| Paints, varnishes | 41 | 42 | 48 | 48 | 48 | 52 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 131 | 127 |
| Other chemicals, allied products | 369 | 359 | 418 | 279 | 362 | 380 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 1,146 | 1,044 |
| Tobacco, tobacco products | 555 | 517 | 585 | 567 | 526 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 1,657 | 1,599 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,199 | 1,116 | 942 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 3,415 | 3,130 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 1,575 | 1,447 |
| Dry goods, notions | 431 | 391 | (S) | 419 | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 1,251 | 1,196 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 785 | 698 | 647 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 2,210 | 1,952 |
| Paper | 552 | 520 | 595 | 538 | 498 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 1,667 | 1,492 |
| Stationery, office supplies | 181 | 173 | 189 | 160 | 149 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 543 | 460 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,485 | 1,425 | 1,267 | 1,534 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 6,941 | 4,221 |
| Grain | 1,714 | 1,529 | 1,899 | 970 | 896 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 5,142 | 2,800 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,065 | 2,445 | 2,228 | 2,285 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 8,147 | 6,681 |
| Books, magazines, newspapers | 167 | 158 | 179 | 164 | 143 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 504 | 449 |

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 12, Estimating Procedures.

[2]The automotive group is subject to a high sampling variability of 6 percent.

## Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | 1972 | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar.[1] | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,345 | 29,289 | 29,608 | 29,669 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,507 | 27,527 | 27,966 | 28,272 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,407 | 17,412 | 17,740 | 17,855 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,972 | 3,652 | 3,802 | 3,783 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,374 | 2,165 | 2,166 | 2,223 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,658 | 2,490 | 2,456 | 2,532 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,099 | 944 | 951 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,558 | 1,546 | 1,504 | 1,532 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 853 | 744 | 740 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 661 | 575 | 565 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,137 | 1,867 | 1,881 | 1,921 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 854 | 759 | 755 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,047 | 901 | 903 | 933 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,392 | 1,175 | 1,207 | 1,226 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 899 | 762 | 782 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,523 | 4,890 | 4,996 | 5,018 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,547 | 1,404 | 1,437 | 1,457 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,235 | 1,908 | 1,972 | 2,006 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,078 | 1,934 | 1,981 | 1,961 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,728 | 1,599 | 1,633 | 1,592 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,938 | 11,877 | 11,868 | 11,814 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,100 | 10,115 | 10,225 | 10,418 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,065 | 2,662 | 2,555 | 2,644 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,476 | 1,361 | 1,316 | 1,302 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,050 | 866 | 813 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,317 | 1,239 | 1,283 | 1,358 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 361 | 327 | 365 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 957 | 912 | 918 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,330 | 1,225 | 1,225 | 1,236 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 901 | 825 | 822 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 760 | 682 | 690 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 516 | 469 | 472 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | 1972 | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar.[1] | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 118 | 128 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 118 | 128 | 119 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 142 | 152 | 162 | 150 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 160 | 167 | 157 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 180 | 180 | 189 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 146 | 162 | 177 | 171 | 160 | 168 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 137 | 140 | 147 | 143 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 152 | 179 | 203 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 144 | 133 | 150 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 162 | (S) | 164 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 168 | 172 | 179 | 165 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 176 | 178 | 190 | 176 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | 173 | 178 | 167 | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 91 | 97 | 100 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 88 | 95 | 101 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 159 | 164 | 177 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 264 | 255 | 287 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 137 | 147 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 141 | 162 | 174 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 155 | 173 | 180 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 89 | 98 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 85 | 95 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 55 | 57 | 53 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 71 | 70 | 74 | 65 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 69 | 69 | 70 | 71 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 103 | 98 | 118 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 61 | 73 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 131 | 126 | 156 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 123 | 132 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 154 | 145 | 160 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 97 | 98 | 107 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 87 | 87 | 95 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1972 and 1973

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

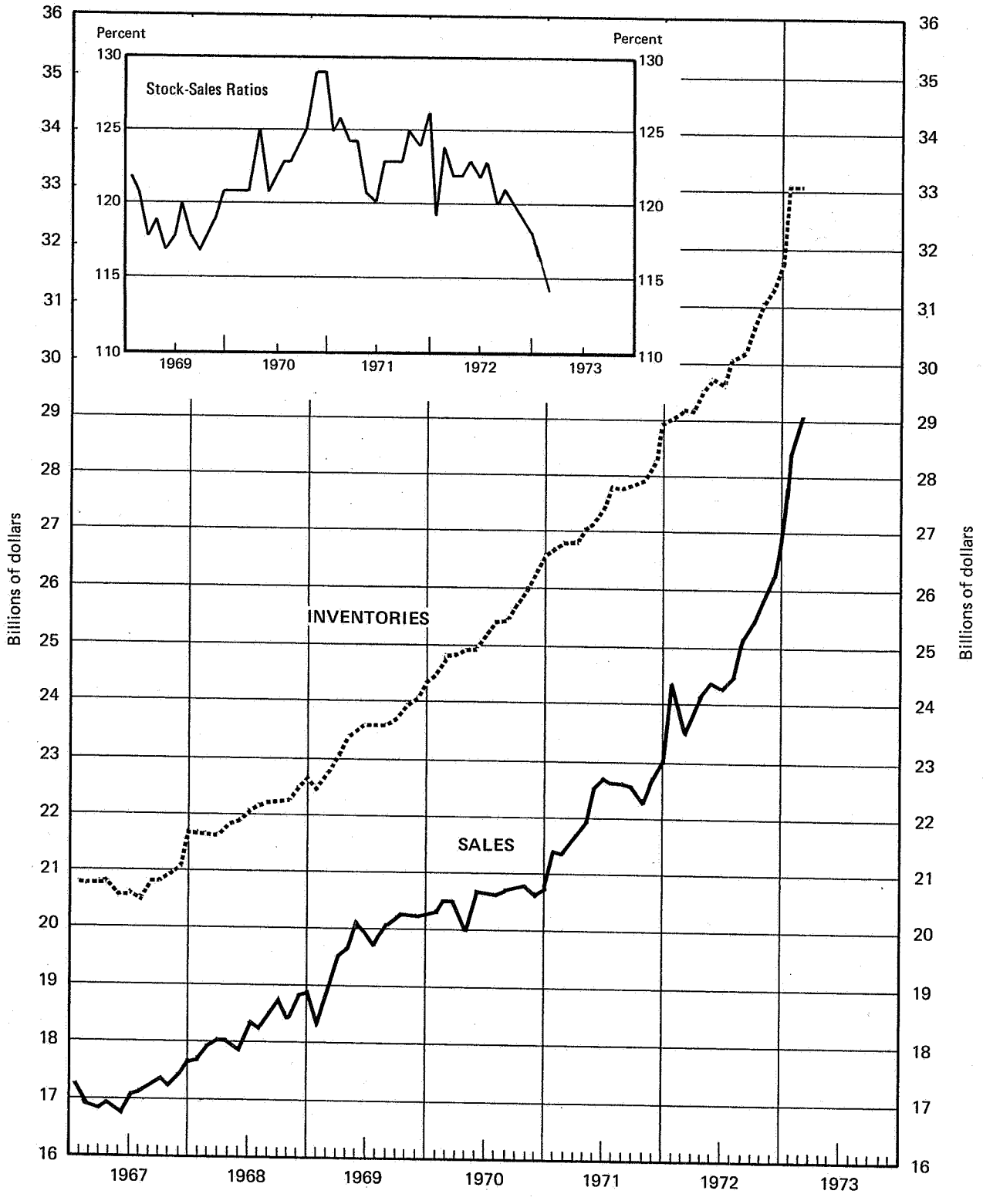
| Kind of business | 1973 | | | 1972 | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar.[1] | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| | Sales ADJUSTED for seasonal variations and trading day differences | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,115 | 23,884 | 24,170 | 24,260 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,773 | 22,564 | 22,714 | 22,775 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,573 | 11,157 | 11,246 | 11,256 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,593 | 2,319 | 2,279 | 2,197 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,842 | 1,525 | 1,547 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 572 | 521 | 516 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,297 | 1,083 | 1,085 | 1,105 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,585 | 1,220 | 1,225 | 1,281 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,387 | 2,783 | 2,866 | 2,848 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,428 | 1,111 | 1,154 | 1,181 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 623 | 426 | 418 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,542 | 12,727 | 12,924 | 13,004 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,200 | 11,407 | 11,468 | 11,519 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,432 | 4,633 | 4,709 | 4,741 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,326 | 1,255 | 1,236 | 1,236 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,026 | 948 | 959 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 595 | 564 | 567 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,173 | 1,052 | 1,050 | 1,037 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 773 | 666 | 688 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,342 | 1,319 | 1,456 | 1,485 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,875 | 2,289 | 2,260 | 2,292 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| | Inventories ADJUSTED for seasonal variations | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,101 | 29,174 | 29,574 | 29,729 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,512 | 27,556 | 27,889 | 28,144 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,338 | 17,357 | 17,542 | 17,733 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,864 | 3,566 | 3,757 | 3,802 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,674 | 2,510 | 2,496 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 846 | 734 | 736 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,095 | 1,839 | 1,835 | 1,861 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,371 | 1,162 | 1,179 | 1,186 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,562 | 4,900 | 4,908 | 4,963 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,127 | 1,988 | 1,946 | 1,981 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,763 | 11,816 | 12,032 | 11,996 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,174 | 10,198 | 10,347 | 10,411 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,014 | 2,623 | 2,563 | 2,655 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,365 | 1,284 | 1,299 | 1,321 | 1,333 | 1,334 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,326 | 1,226 | 1,230 | 1,254 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 761 | 683 | 698 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| | Stock-sales ratios based on ADJUSTED data | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 114 | 122 | 122 | 123 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 122 | 123 | 124 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 156 | 156 | 158 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 154 | 165 | 173 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 145 | 165 | 161 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 148 | 141 | 143 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 170 | 169 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 86 | 95 | 96 | 93 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 164 | 176 | 171 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 149 | 179 | 169 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 89 | 93 | 93 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 89 | 90 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 55 | 57 | 54 | 56 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 103 | 102 | 105 | 107 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 129 | 129 | 128 | 132 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 98 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: March 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | March 1973 from-- | | 3 months 1973 from 3 months 1972 | March 1973 from-- | | March 1973 from-- | | March 1973 from-- | |
| | March 1972 | February 1973 | | March 1972 | February 1973 | March 1972 | February 1973 | March 1972 | February 1973 |
| MERCHANT WHOLESALERS, TOTAL | +19 | +16 | +19 | +14 | 0 | +22 | +2 | +13 | 0 |
| TOTAL (excluding farm products, raw materials) | +16 | +16 | +16 | +11 | +1 | +19 | +2 | +11 | 0 |
| DURABLE GOODS, TOTAL | +18 | +17 | +19 | +11 | +1 | +22 | +3 | +11 | 0 |
| Motor vehicles, automotive equipment, total | +10 | +14 | +12 | +9 | -3 | +12 | +1 | +8 | -4 |
| Automobiles, other motor vehicles | +17 | +12 | +13 | +7 | -7 | - | - | - | - |
| Automotive equipment, tires, tubes | +10 | +16 | +11 | +10 | 0 | - | - | - | - |
| Automotive equipment | +9 | +17 | +8 | +8 | 0 | - | - | - | - |
| Electrical goods, total | +19 | +18 | +16 | +7 | +4 | +21 | +7 | +7 | +2 |
| Electrical supplies, apparatus | +19 | +12 | +20 | +16 | +5 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +18 | +23 | +14 | +1 | +3 | - | - | - | - |
| Appliances, TV, radio sets | +18 | +26 | +13 | -3 | +4 | - | - | - | - |
| Furniture, home furnishings, total | +6 | +15 | +12 | +15 | 0 | +10 | -4 | +15 | -3 |
| Furniture-household, office | +14 | +12 | +17 | +13 | -4 | - | - | - | - |
| Household furniture | +17 | +8 | +23 | +17 | -2 | - | - | - | - |
| Office furniture | +11 | +16 | +12 | +8 | -6 | - | - | - | - |
| Home furnishings, floor coverings | +2 | +17 | +11 | +15 | +2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +17 | +17 | +16 | +14 | +3 | +20 | +5 | +14 | +2 |
| Hardware | +14 | +12 | +16 | +12 | +3 | - | - | - | - |
| General-line hardware | +18 | +18 | +16 | +16 | +4 | - | - | - | - |
| Plumbing and heating equipment, supplies | +21 | +19 | +18 | +16 | +2 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +9 | +28 | +12 | +14 | +2 | - | - | - | - |
| Lumber, construction materials, total | +26 | +18 | +26 | +18 | +5 | +30 | 0 | +18 | +4 |
| Lumber, millwork | +28 | +18 | +31 | +18 | +5 | - | - | - | - |
| Construction materials | +23 | +18 | +18 | +19 | +6 | - | - | - | - |
| Machinery, equipment, supplies, total | +16 | +18 | +16 | +13 | +2 | +22 | +4 | +14 | +1 |
| Commercial machines, equipment | +13 | +12 | +14 | +18 | +4 | - | - | - | - |
| Construction machinery, equipment | +7 | +17 | +16 | +10 | 0 | - | - | - | - |
| Industrial machinery, equipment, supplies | +19 | +17 | +17 | +17 | +2 | - | - | - | - |
| Professional equipment, supplies | +5 | +15 | +6 | +9 | 0 | - | - | - | - |
| Surgical, medical, hospital supplies | +10 | +15 | +10 | +13 | -2 | - | - | - | - |
| Service-establishment equipment, supplies | -2 | +6 | +2 | +5 | +4 | - | - | - | - |
| Metals, metalwork (except scrap), total | +24 | +18 | +30 | +7 | +1 | +29 | +1 | +7 | 0 |
| Iron, steel, and products | +21 | +14 | +30 | +8 | +1 | - | - | - | - |
| Nonferrous metals | +33 | +29 | +29 | +4 | +3 | - | - | - | - |
| Scrap, waste materials, total[2] | +44 | +18 | +41 | +20 | +6 | +46 | +5 | +20 | +3 |
| Iron, steel scrap | +55 | +19 | +52 | +23 | +4 | - | - | - | - |
| Waste materials | +28 | +17 | +26 | +14 | +10 | - | - | - | - |
| Jewelry | +44 | +20 | +42 | (S) | (S) | +44 | +2 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +19 | +15 | +18 | +17 | -1 | +22 | +2 | +16 | 0 |
| TOTAL (excluding farm products, raw materials) | +13 | +14 | +12 | +10 | +1 | +16 | +2 | +10 | 0 |
| Groceries and related products, total | +13 | +14 | +13 | +15 | +4 | +17 | +1 | +15 | +1 |
| General-line groceries | +6 | +12 | +8 | +8 | +5 | - | - | - | - |
| Voluntary groups | +5 | +12 | +7 | +10 | +4 | - | - | - | - |
| Retailer cooperatives | +4 | +11 | +7 | +8 | +7 | - | - | - | - |
| Nonaffiliated | +11 | +15 | +11 | +6 | +4 | - | - | - | - |
| Specialty-line groceries | +21 | +15 | +16 | +21 | +2 | - | - | - | - |
| Confectionery | +8 | +13 | +7 | +9 | -2 | - | - | - | - |
| Meats, meat products | +16 | +15 | +16 | +31 | +5 | - | - | - | - |
| Poultry, poultry products | +19 | +18 | +18 | +22 | +6 | - | - | - | - |
| Fresh fruits, vegetables | +17 | +17 | +13 | +21 | +4 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +2 | +22 | +3 | +6 | +1 | +6 | +2 | +6 | 0 |
| Beer | +3 | +18 | +6 | +10 | +10 | - | - | - | - |
| Wine, distilled spirits | +1 | +26 | +1 | +5 | -2 | - | - | - | - |
| Drugs, chemicals, allied products, total | +5 | +12 | +7 | +8 | +3 | +8 | +1 | +8 | +1 |
| Drugs, drug proprietaries, druggists' sundries | +2 | +9 | +6 | +9 | +3 | - | - | - | - |
| General-line drugs | +1 | +8 | +4 | +4 | +3 | - | - | - | - |
| Paints, varnishes | +1 | +15 | +4 | -4 | -2 | - | - | - | - |
| Other chemicals, allied products | +10 | +16 | +10 | +9 | +3 | - | - | - | - |
| Tobacco, tobacco products | +3 | +13 | +4 | +11 | +1 | +5 | 0 | +10 | -1 |
| Dry goods, apparel, total | +7 | +10 | +9 | (S) | (S) | +12 | +3 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +6 | +9 | +9 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +2 | +10 | +4 | (S) | (S) | - | - | - | - |
| Piece goods converters | +23 | +12 | +21 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +12 | +13 | +13 | +11 | +4 | +16 | +3 | +11 | +3 |
| Paper | +11 | +14 | +12 | +10 | +3 | - | - | - | - |
| Stationery, office supplies | +18 | +10 | +18 | +14 | +5 | - | - | - | - |
| Farm products (raw materials), total[2] | +74 | +19 | +64 | +61 | -8 | +78 | +3 | +60 | 0 |
| Cotton | +25 | +18 | +9 | +53 | -10 | - | - | - | - |
| Grain | +96 | +24 | +84 | +108 | -9 | - | - | - | - |
| Other nondurable goods, total | +25 | +15 | +22 | +8 | -2 | +26 | +2 | +8 | -3 |
| Amusement, sporting goods | +38 | +42 | +25 | +13 | +3 | - | - | - | - |
| Books, magazines, newspapers | +9 | +13 | +12 | -2 | +2 | - | - | - | - |
| Coal | +8 | +3 | +2 | (S) | (S) | - | - | - | - |
| Farm supplies | +28 | +24 | +23 | +3 | -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.

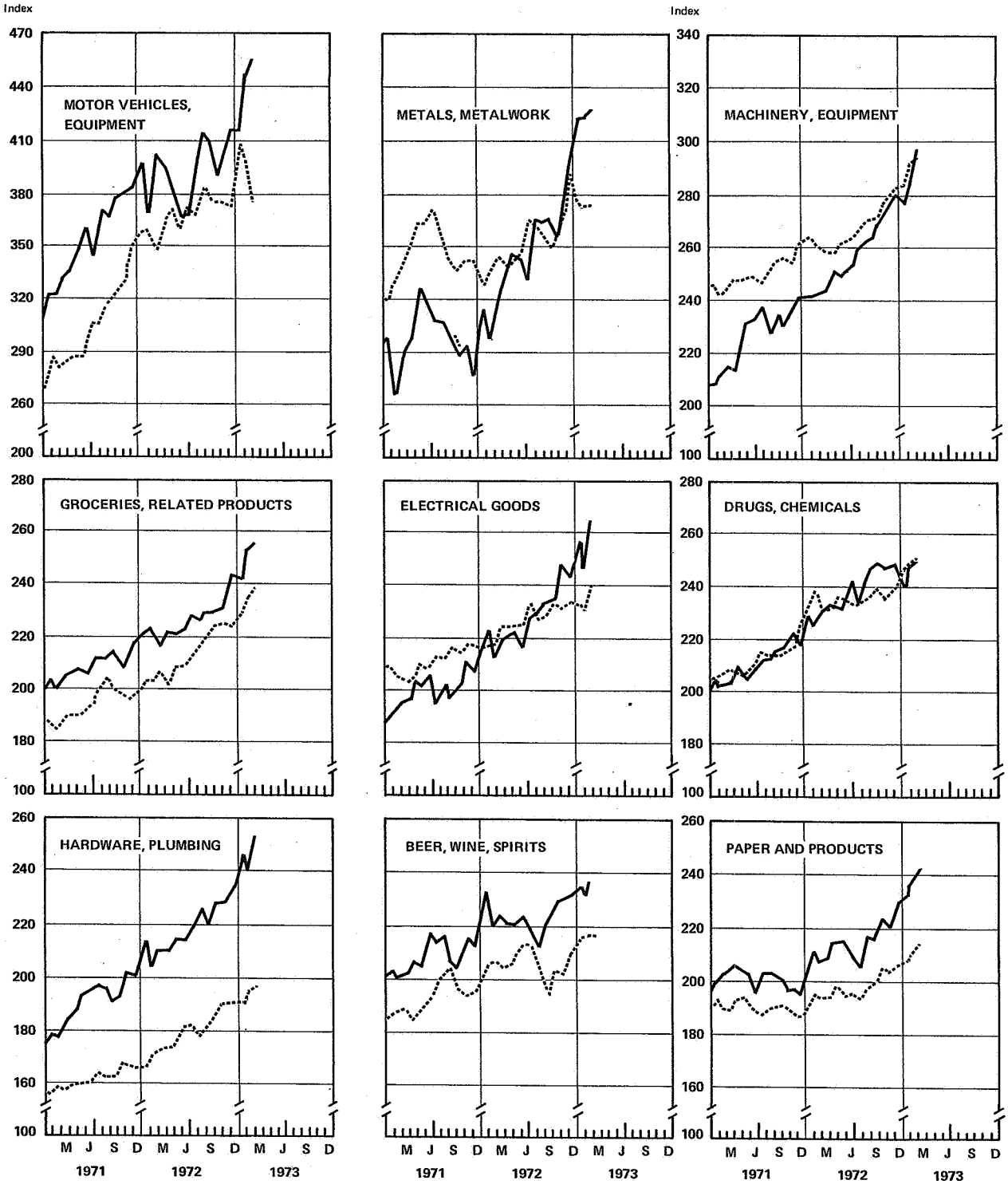
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

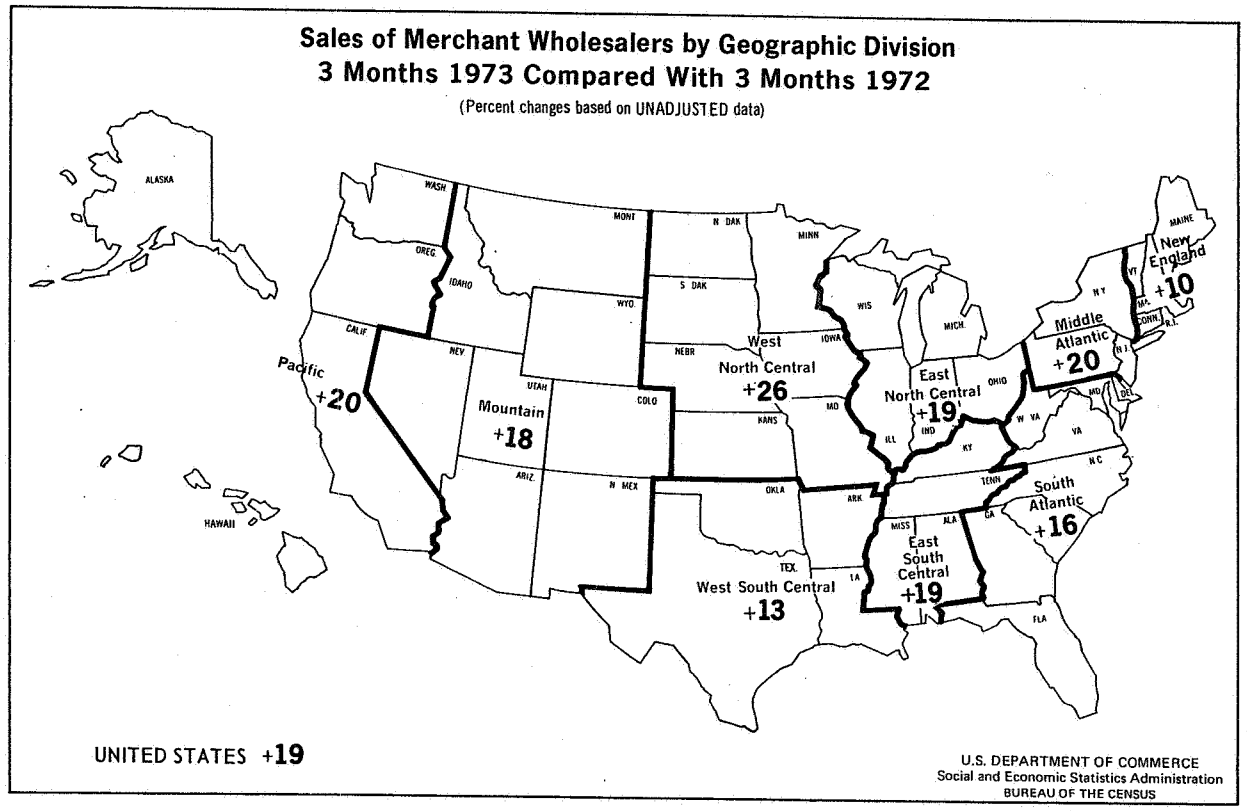
1957-59 Monthly average = 100

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: 1972 and 1973

(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 | 1973 | | | 1972 | | | | | | | | | | Total 3 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar.[1] | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,654 | 24,938 | 23,044 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 81,538 | 68,708 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,274 | 1,183 | 1,111 | 1,215 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 3,568 | 3,234 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,104 | 6,632 | 6,007 | 6,578 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 22,039 | 18,401 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,187 | 4,430 | 4,149 | 4,640 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 14,502 | 12,172 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,457 | 1,973 | 1,870 | 2,050 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 6,815 | 5,427 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,205 | 2,761 | 2,479 | 2,675 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 8,712 | 7,521 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,638 | 1,353 | 1,255 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 4,565 | 3,831 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,574 | 2,196 | 2,057 | 2,267 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 6,994 | 6,176 | 2-5 | 3 |
| Mountain | 850 | 805 | 928 | 804 | 738 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 2,583 | 2,181 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,283 | 3,607 | 3,366 | 3,661 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 11,760 | 9,752 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,683 | 11,567 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 37,236 | 31,247 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 613 | 521 | 504 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 1,667 | 1,440 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,244 | 2,757 | 2,536 | 2,803 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 8,635 | 7,322 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,494 | 2,125 | 2,032 | 2,208 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 6,994 | 5,785 | 2-5 | 3 |
| West North Central | 754 | 731 | 860 | 715 | 713 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 2,345 | 1,966 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,664 | 1,381 | 1,304 | 1,410 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 4,461 | 3,776 | 3-6 | 4 |
| East South Central | 583 | 558 | 655 | 543 | 541 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 1,796 | 1,477 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,376 | 1,183 | 1,120 | 1,212 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 3,676 | 3,177 | 2-5 | 3 |
| Mountain | 430 | 421 | 493 | 420 | 395 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 1,344 | 1,106 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,283 | 1,923 | 1,833 | 1,967 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 6,318 | 5,184 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 15,971 | 13,371 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 44,302 | 37,461 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 661 | 662 | 607 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 1,902 | 1,793 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,860 | 3,874 | 3,471 | 3,775 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 13,404 | 11,079 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,693 | 2,305 | 2,117 | 2,432 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 7,509 | 6,387 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,597 | 1,258 | 1,158 | 1,270 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 4,470 | 3,461 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,542 | 1,380 | 1,175 | 1,264 | 1,329 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 4,251 | 3,745 | 3-5 | 4 |
| East South Central | 929 | 856 | 984 | 810 | 726 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 2,769 | 2,354 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,198 | 1,013 | 937 | 1,055 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 3,317 | 2,999 | 4-6 | 4 |
| Mountain | 420 | 383 | 435 | 384 | 343 | 388 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 1,238 | 1,075 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 2,000 | 1,683 | 1,533 | 1,693 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 5,443 | 4,568 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | March 1973 from-- | | 3 months 1973 from 3 months 1972 | March 1973 from-- | | | | | | |
| | March 1972 | February 1973 | | March 1972 | February 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +19 | +16 | +19 | +14 | 0 | 0.9 | 0.4 | 0.7 | 0.8 | 0.2 |
| New England | +8 | +17 | +10 | +7 | +1 | 4.4 | 1.5 | 2.1 | 3.6 | 0.4 |
| Middle Atlantic | +22 | +16 | +20 | +9 | 0 | 1.4 | 0.8 | 1.2 | 1.5 | 0.6 |
| East North Central | +17 | +15 | +19 | +14 | +1 | 2.1 | 1.1 | 1.2 | 1.5 | 0.6 |
| West North Central | +24 | +17 | +26 | +20 | 0 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +16 | +17 | +16 | +18 | +1 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +21 | +16 | +19 | +15 | 0 | 3.4 | 1.6 | 1.9 | 2.2 | 0.7 |
| West South Central | +17 | +16 | +13 | +21 | -2 | 2.3 | 1.2 | 1.9 | 2.7 | 0.6 |
| Mountain | +16 | +15 | +18 | +15 | +2 | 4.4 | 2.6 | 3.8 | 4.6 | 1.0 |
| Pacific | +21 | +16 | +20 | +10 | +2 | 3.6 | 1.5 | 1.8 | 3.3 | 0.8 |
| Durable goods, total | +18 | +17 | +19 | +11 | +1 | 1.4 | 0.7 | 0.9 | 1.0 | 0.3 |
| New England | +18 | +19 | +16 | +6 | +1 | 7.7 | 2.7 | 3.3 | 3.7 | 0.9 |
| Middle Atlantic | +18 | +20 | +18 | +9 | -1 | 2.7 | 1.3 | 1.5 | 1.9 | 0.8 |
| East North Central | +17 | +14 | +21 | +8 | +2 | 3.1 | 1.6 | 1.9 | 1.9 | 0.9 |
| West North Central | +20 | +18 | +19 | +13 | +3 | 3.9 | 2.5 | 3.2 | 3.8 | 0.7 |
| South Atlantic | +20 | +20 | +18 | +19 | +2 | 3.1 | 1.6 | 2.4 | 2.5 | 0.8 |
| East South Central | +20 | +17 | +22 | +13 | +2 | 4.4 | 2.5 | 3.7 | 3.5 | 0.8 |
| West South Central | +16 | +18 | +16 | +17 | 0 | 3.4 | 1.4 | 2.9 | 3.4 | 0.7 |
| Mountain | +17 | +17 | +22 | +15 | +3 | 6.8 | 4.4 | 5.3 | 5.8 | 1.2 |
| Pacific | +22 | +12 | +22 | +7 | +2 | 6.7 | 2.0 | 2.1 | 3.1 | 1.5 |
| Nondurable goods, total | +19 | +15 | +18 | +17 | -1 | 1.3 | 0.6 | 0.9 | 1.3 | 0.3 |
| New England | 0 | +14 | +6 | +8 | +2 | 5.0 | 1.9 | 2.5 | 6.5 | 1.6 |
| Middle Atlantic | +25 | +14 | +21 | +9 | +1 | 1.7 | 1.1 | 1.8 | 3.6 | 0.6 |
| East North Central | +17 | +15 | +18 | +24 | 0 | 2.6 | 1.4 | 1.8 | 2.4 | 0.6 |
| West North Central | +27 | +17 | +29 | +27 | -3 | 3.9 | 1.7 | 2.9 | 5.4 | 1.3 |
| South Atlantic | +12 | +14 | +14 | +17 | -2 | 2.7 | 1.4 | 1.7 | 2.3 | 0.8 |
| East South Central | +21 | +15 | +18 | +16 | -2 | 4.0 | 1.5 | 2.4 | 2.6 | 0.9 |
| West South Central | +18 | +13 | +11 | +29 | -5 | 3.2 | 1.8 | 2.9 | 3.5 | 1.0 |
| Mountain | +13 | +13 | +15 | +16 | -1 | 5.0 | 1.9 | 5.2 | 6.7 | 1.9 |
| Pacific | +19 | +19 | +19 | +16 | +2 | 3.2 | 1.4 | 2.5 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +10 | +16 | +11 | +10 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +12 | (S) | (S) | (S) | - | 4 | - | - | 1 |
| Middle Atlantic | +23 | +17 | +24 | +25 | +2 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +2 | +18 | +4 | +3 | -1 | 8 | 3 | 5 | 7 | 1 |
| West North Central | +4 | +2 | +15 | +4 | -2 | 9 | 4 | 7 | 9 | 2 |
| South Atlantic | +9 | +15 | +5 | +20 | +4 | 8 | 3 | 5 | 6 | 3 |
| East South Central | (S) | +24 | -5 | -7 | 0 | - | 4 | 8 | 9 | 3 |
| West South Central | +22 | +17 | +17 | +20 | +1 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +13 | (S) | (S) | -1 | - | 6 | - | - | 2 |
| Pacific | +12 | +16 | +13 | 0 | -1 | 9 | 3 | 5 | 9 | 2 |
| Electrical supplies, apparatus | +19 | +12 | +20 | +16 | +5 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +9 | +14 | (S) | +2 | - | 3 | 4 | - | 1 |
| Middle Atlantic | +26 | +9 | +19 | +21 | +3 | 7 | 4 | 5 | 6 | 1 |
| East North Central | +29 | +11 | +25 | +15 | +8 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +23 | +15 | +3 | +3 | - | 3 | 6 | 7 | 1 |
| South Atlantic | +16 | +14 | +24 | +14 | +3 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | +11 | +26 | (S) | +5 | - | 4 | 6 | - | 2 |
| West South Central | +25 | +15 | +17 | +28 | +2 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | +3 | (S) | (S) | +3 | - | 2 | - | - | 1 |
| Pacific | +2 | +13 | +12 | +3 | +7 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +18 | +23 | +14 | +1 | +3 | 3 | 2 | 3 | 3 | 1 |
| New England | (S) | +42 | (S) | (S) | -5 | - | 5 | - | - | 3 |
| Middle Atlantic | +18 | +20 | +11 | 0 | +1 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +20 | +25 | +14 | -4 | +9 | 8 | 4 | 4 | 7 | 2 |
| West North Central | (S) | +14 | +6 | (S) | -1 | - | 5 | 4 | - | 2 |
| South Atlantic | +24 | +20 | +24 | -7 | +5 | 8 | 3 | 7 | 7 | 2 |
| East South Central | +25 | +25 | +20 | +17 | +6 | 7 | 2 | 3 | 9 | 2 |
| West South Central | (S) | +13 | (S) | (S) | +1 | - | 3 | - | - | 3 |
| Mountain | (S) | +33 | +22 | (S) | +2 | - | 3 | 7 | - | 3 |
| Pacific | | | | | | | | | | |
| Furniture, home furnishings, total | +6 | +15 | +12 | +15 | 0 | 6 | 2 | 3 | 7 | 1 |
| New England | (S) | +24 | (S) | (S) | -10 | - | 5 | - | - | 4 |
| Middle Atlantic | 0 | +23 | +3 | +9 | -1 | 7 | 4 | 6 | 6 | 2 |
| East North Central | (S) | +11 | +18 | (S) | +3 | - | 4 | 7 | - | 2 |
| South Atlantic | (S) | +3 | +16 | (S) | +7 | - | 5 | 7 | - | 4 |
| East South Central | (S) | +9 | (S) | (S) | -3 | - | 5 | - | - | 3 |
| West South Central | +26 | +18 | +24 | (S) | 0 | 9 | 6 | 5 | - | 2 |
| Mountain | (S) | -16 | (S) | (S) | -2 | - | 6 | - | - | 4 |
| Pacific | +10 | +21 | +15 | +19 | -1 | 9 | 4 | 7 | 7 | 2 |
| Hardware | +14 | +12 | +16 | +12 | +3 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | +19 | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Middle Atlantic | +18 | +6 | +22 | +3 | +2 | 7 | 4 | 6 | 7 | 1 |
| East North Central | +3 | +10 | +7 | -2 | +1 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +16 | +20 | +16 | +25 | +3 | 5 | 3 | 5 | 6 | 1 |
| South Atlantic | +38 | +17 | +26 | +38 | +2 | 8 | 3 | 6 | 9 | 2 |
| East South Central | +29 | +20 | +18 | +29 | +5 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | +17 | +4 | +15 | 0 | - | 3 | 5 | 7 | 1 |
| Mountain | (S) | -2 | +14 | (S) | +9 | - | 4 | 6 | - | 2 |
| Pacific | +14 | +9 | +19 | +13 | +8 | 8 | 2 | 4 | 6 | 1 |
| Plumbing and heating equipment, supplies | +21 | +19 | +18 | +16 | +2 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | +20 | +24 | (S) | +3 | - | 4 | 6 | - | 2 |
| Middle Atlantic | +13 | +10 | +7 | (S) | (S) | 7 | 4 | 3 | 8 | 1 |
| East North Central | +19 | +19 | +13 | +2 | +3 | 7 | 5 | 5 | 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: March 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 3 months 1973 from 3 months 1972 | March 1973 from-- | | | | | | |
| | March 1972 | February 1973 | | March 1972 | February 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | +16 | +40 | +22 | +4 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | +26 | (S) | +34 | +4 | - | 5 | - | 8 | 2 |
| East South Central | (S) | +21 | +25 | (S) | +3 | - | 6 | 9 | - | 2 |
| West South Central | (S) | +8 | +12 | +42 | +3 | - | 6 | 6 | 9 | 3 |
| Pacific | +4 | +21 | +4 | +9 | 0 | 9 | 4 | 6 | 7 | 2 |
| Lumber, construction materials, total | +26 | +18 | +26 | +18 | +5 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +16 | +68 | (S) | (S) | - | 4 | 7 | - | 4 |
| Middle Atlantic | +30 | +25 | +28 | +12 | +4 | 8 | 4 | 6 | 7 | 2 |
| East North Central | +4 | +17 | +11 | +10 | +5 | 8 | 3 | 5 | 6 | 2 |
| West North Central | +9 | +4 | +18 | +16 | +12 | 9 | 5 | 7 | 8 | 2 |
| South Atlantic | +12 | +25 | +10 | (S) | +4 | 9 | 3 | 4 | - | 3 |
| East South Central | (S) | +23 | (S) | (S) | (S) | - | 5 | - | - | 2 |
| West South Central | (S) | +12 | +16 | (S) | +1 | - | 4 | 7 | - | 2 |
| Pacific | +44 | +15 | +48 | (S) | +10 | 7 | 5 | 5 | - | 4 |
| Industrial machinery, equipment supplies distribution | +19 | +17 | +17 | +17 | +2 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | +7 | +3 | +14 | 0 | - | 5 | 4 | 7 | 3 |
| East North Central | (S) | +13 | +24 | +13 | +3 | - | 5 | 4 | 8 | 2 |
| South Atlantic | (S) | +19 | +14 | +19 | +7 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | +32 | +20 | +18 | 0 | - | 5 | 6 | 7 | 2 |
| Pacific | +21 | +16 | +18 | +10 | +1 | 9 | 6 | 5 | 6 | 2 |
| General-line grocery wholesalers | +6 | +12 | +8 | +8 | +5 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +14 | (S) | (S) | +2 | - | 3 | - | - | 2 |
| Middle Atlantic | +11 | +15 | +11 | +8 | +6 | 5 | 1 | 3 | 7 | 2 |
| East North Central | +9 | +9 | +9 | +11 | +5 | 4 | 1 | 2 | 4 | 1 |
| West North Central | +6 | +10 | +10 | +13 | +4 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | -6 | +11 | -2 | -3 | +4 | 8 | 2 | 4 | 7 | 2 |
| East South Central | 0 | +12 | +7 | +8 | +2 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +19 | +12 | +12 | +15 | +6 | 6 | 2 | 3 | 7 | 1 |
| Mountain | +16 | +18 | +15 | +16 | -2 | 5 | 2 | 8 | 6 | 1 |
| Pacific | +4 | +14 | +6 | +11 | +9 | 5 | 1 | 2 | 5 | 1 |
| Specialty-line grocery wholesalers | +21 | +15 | +16 | +21 | +2 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +42 | +19 | +22 | +43 | +3 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +22 | +13 | +19 | (S) | +2 | 8 | 3 | 8 | - | 4 |
| West North Central | (S) | +18 | +18 | (S) | (S) | - | 2 | 5 | 9 | 1 |
| South Atlantic | +9 | +8 | +14 | (S) | (S) | 8 | 3 | 6 | 8 | 2 |
| East South Central | (S) | +1 | -6 | (S) | -5 | - | 2 | 5 | - | 4 |
| West South Central | (S) | +3 | +2 | (S) | -1 | - | 6 | 6 | - | 3 |
| Mountain | (S) | +19 | (S) | (S) | -3 | - | 5 | - | - | 4 |
| Pacific | (S) | +20 | +26 | (S) | +4 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +17 | +17 | +13 | +21 | +4 | 3 | 2 | 3 | 4 | 1 |
| New England | (S) | +6 | +1 | (S) | (S) | - | 6 | 9 | - | - |
| Middle Atlantic | +8 | +22 | +7 | (S) | -4 | 8 | 4 | 3 | - | 4 |
| East North Central | +8 | +15 | +10 | +24 | -1 | 8 | 3 | 3 | 7 | 3 |
| West North Central | (S) | +17 | +17 | +9 | +3 | - | 3 | 9 | 8 | 3 |
| South Atlantic | +23 | +15 | +20 | +14 | +7 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | +24 | (S) | (S) | (S) | - | 5 | - | - | 5 |
| West South Central | (S) | +20 | +11 | (S) | +5 | - | 3 | 5 | - | 3 |
| Mountain | (S) | +24 | +27 | (S) | -2 | - | 3 | 6 | - | 3 |
| Pacific | +17 | +16 | +12 | (S) | +12 | 8 | 4 | 6 | - | 4 |
| Drug wholesalers (general and specialty lines) | +2 | +9 | +6 | +9 | +3 | 3 | 2 | 3 | 3 | 1 |
| New England | -5 | +11 | (S) | (S) | +11 | 9 | 3 | - | - | 2 |
| Middle Atlantic | -4 | +1 | +1 | (S) | +4 | 8 | 5 | 5 | - | 2 |
| East North Central | +17 | +10 | +24 | +35 | +2 | 6 | 2 | 5 | 6 | 2 |
| West North Central | +1 | +16 | +6 | -12 | -3 | 8 | 4 | 8 | 9 | 2 |
| South Atlantic | -3 | +12 | (S) | +6 | +3 | 6 | 4 | - | 8 | 2 |
| East South Central | (S) | +4 | +4 | (S) | +2 | - | 3 | 6 | - | 3 |
| West South Central | +4 | +8 | +6 | +6 | +4 | 6 | 2 | 4 | 7 | 1 |
| Mountain | (S) | +8 | +10 | (S) | -2 | - | 2 | 4 | - | 3 |
| Pacific | -2 | +14 | +4 | -1 | +2 | 8 | 4 | 3 | 9 | 2 |
| Tobacco distributors | +3 | +13 | +4 | +11 | +1 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | +10 | +3 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | +3 | +13 | +2 | +24 | -1 | 5 | 2 | 3 | 7 | 1 |
| East North Central | +6 | +13 | +3 | (S) | (S) | 7 | 2 | 3 | 6 | 2 |
| West North Central | -18 | +7 | -6 | (S) | (S) | 9 | 2 | 5 | - | 1 |
| South Atlantic | +23 | +20 | +17 | +7 | -2 | 6 | 2 | 3 | 7 | 1 |
| East South Central | (S) | +20 | -1 | (S) | 0 | - | 2 | 6 | - | 3 |
| West South Central | +5 | +10 | +3 | +11 | -2 | 9 | 1 | 4 | 9 | 1 |
| Mountain | (S) | +10 | -5 | (S) | (S) | - | 3 | 6 | - | 1 |
| Pacific | -9 | +5 | -2 | +8 | +12 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +7 | +10 | +9 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +10 | +8 | +11 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | +4 | 0 | (S) | (S) | - | 6 | 7 | 9 | 2 |
| East South Central | +11 | +6 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | +2 | (S) | (S) | - | - | 8 | - | 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 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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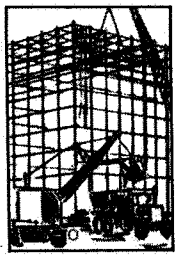
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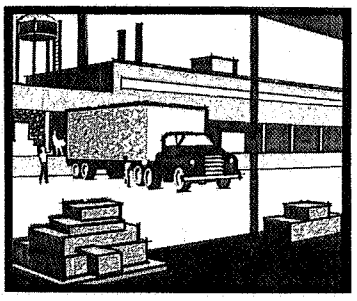
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CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

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# April 1973

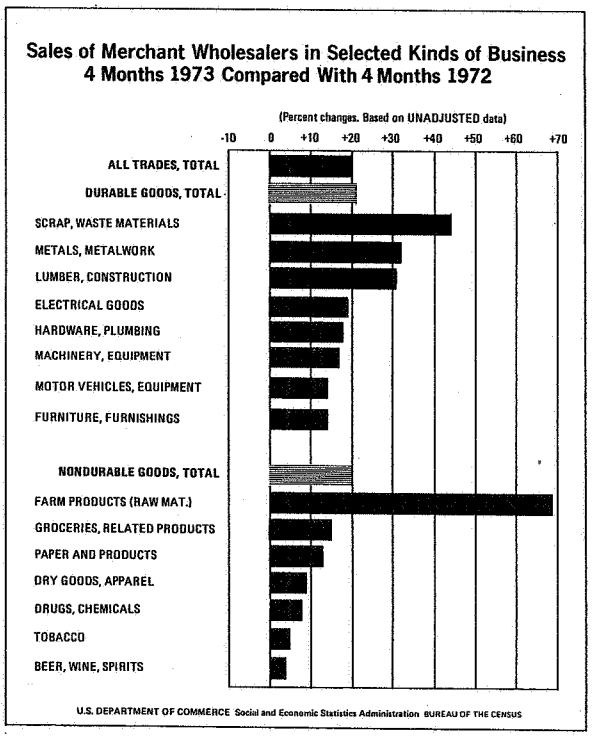
Sales—April 1973 sales of merchant wholesalers were estimated at $28.8 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, April sales were $29.6 billion, up 1 percent from last month and 22 percent above April 1972. Adjusted February-through-April average sales were 8 percent above the November-through-January period, and were 22 percent above the average for the comparable months a year ago.

After adjustment, April sales in the durable goods trades remained virtually unchanged from the previous month but were 22 percent above April 1972. Nondurable goods sales were up 2 percent above the previous month, and were 23 percent above the same month a year ago. Average monthly sales in the durable goods group during the February-through-April period were 8 percent above the prior 3 months and were 23 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 8 percent above the average for the November-through-January period, and were 21 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 7 trade groups showing gains, 7 indicating declines; and 3 no change. The larger increases were reported in farm products, raw materials (10%), and electrical goods (4%). The larger decreases were noted in scrap, waste materials (–5%), and dry goods, apparel (–5%). Compared with sales a year ago, all trade groups showed increases. Among the sharper increases were farm products, raw materials (79%); jewelry (56%); and scrap, waste materials (43%).

Inventories—Total inventories of merchant wholesalers were valued at $33.5 billion at the end of April. After adjustment for seasonal variations April inventories were up 1 percent from last month and were 13 percent above April 1972. Durable goods stocks were virtually unchanged from the previous month but were 11 percent above April 1972. Nondurable goods stocks increased 2 percent during April and were 17 percent above stocks on hand a year ago.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 10 trade groups showing gains, 4 indicating declines, and 1 no change. The larger increases were noted in lumber, construction materials (5%); beer, wine, and spirits (4%); and farm products, raw materials (4%). The largest decrease was shown in metals, metalwork (–4%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (61%); groceries and related products (24%); and furniture, home furnishings (22%).




Stock-Sales Ratio—The April stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 113 percent, virtually unchanged from the previous month but down 9 points from the April 1972 ratio. The stock-sales ratio for the durable goods was 142 percent, virtually the same as March but down 14 points below the year-ago ratio. The ratio for nondurable goods was 88 percent, unchanged from the previous month but down 5 points from the April 1972 ratio.

An advance release of April 1973 data was issued on June 5, 1973

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# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | 1972 | | | | | | | | | Total 4 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr.[1] | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,794 | 23,044 | 25,290 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 110,536 | 91,753 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,483 | 21,778 | 23,756 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 101,246 | 86,266 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,696 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 51,084 | 42,226 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,677 | 2,279 | 2,410 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 9,872 | 8,691 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,372 | 1,144 | 1,254 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 4,982 | 4,407 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,160 | 988 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 4,265 | 3,859 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,775 | 1,388 | 1,484 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 6,768 | 5,672 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 819 | 645 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 3,037 | 2,498 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 956 | 743 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 3,730 | 3,174 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 613 | 506 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 2,477 | 2,160 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 564 | 494 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 2,183 | 1,918 |
| Furniture-household, office | (S) | 162 | 182 | (S) | (S) | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 685 | 584 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 386 | 344 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 1,498 | 1,334 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,276 | 1,050 | 1,162 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 4,726 | 4,017 |
| Hardware | 433 | 433 | 492 | 482 | 397 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 1,839 | 1,566 |
| General-line hardware | 243 | 241 | 284 | 267 | 228 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 1,035 | 891 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | 506 | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 2,325 | 1,952 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | 147 | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 563 | 500 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,647 | 1,208 | 1,383 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 5,872 | 4,496 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,136 | 772 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 4,012 | 2,916 |
| Construction materials | 432 | (S) | 494 | 511 | 436 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 1,861 | 1,580 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,358 | 2,823 | 3,067 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 12,704 | 10,839 |
| Construction machinery, equipment | 468 | 501 | 596 | 599 | 501 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 2,164 | 1,844 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,596 | 1,341 | 1,478 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 6,137 | 5,197 |
| Professional equipment, supplies | 386 | 395 | 457 | 434 | 373 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 1,672 | 1,534 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 180 | 175 | 178 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 698 | 680 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,515 | 1,140 | 1,257 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 5,703 | 4,327 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,177 | 906 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 4,447 | 3,382 |
| Nonferrous metals | 277 | 278 | 362 | 338 | 235 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 1,256 | 945 |
| Scrap, waste materials, total | 502 | 558 | 666 | 654 | 441 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 2,381 | 1,658 |
| Iron, steel scrap | 304 | 361 | 437 | 411 | 268 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 1,513 | 989 |
| Waste materials | 199 | 197 | 229 | 243 | 173 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 868 | 669 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,098 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 59,452 | 49,528 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,787 | 10,800 | 11,857 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 50,164 | 44,040 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,329 | 4,445 | 4,978 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 20,990 | 18,266 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,058 | 1,788 | 2,000 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 8,106 | 7,328 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,422 | 1,159 | 1,264 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 5,655 | 4,797 |
| Confectionery | 93 | 95 | 104 | 100 | 89 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 393 | 367 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,041 | 874 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 4,241 | 3,596 |
| Poultry, poultry products | 238 | 222 | 264 | 255 | 191 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 979 | 804 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 452 | 343 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 1,617 | 1,375 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,198 | 1,088 | 1,314 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 4,549 | 4,359 |
| Beer | 493 | 469 | 543 | 550 | 499 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 2,054 | 1,928 |
| Wine, distilled spirits | 561 | 577 | 707 | 649 | 589 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 2,494 | 2,430 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,037 | 924 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 4,015 | 3,710 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 561 | 514 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 2,260 | 2,130 |
| General-line drugs | 270 | 230 | 252 | 240 | 220 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 992 | 937 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 48 | 52 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 184 | 175 |
| Other chemicals, allied products | 369 | 359 | 417 | 426 | 362 | 380 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 1,571 | 1,406 |
| Tobacco, tobacco products | 555 | 517 | 583 | 569 | 526 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 2,225 | 2,124 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,037 | 942 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 4,457 | 4,072 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 486 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 2,078 | 1,880 |
| Dry goods, notions | 431 | 391 | 414 | 365 | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 1,601 | 1,551 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 743 | 647 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 2,949 | 2,599 |
| Paper | 552 | 520 | 590 | 569 | 498 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 2,231 | 1,990 |
| Stationery, office supplies | 181 | 173 | 190 | 174 | 149 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 718 | 609 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,311 | 1,267 | 1,534 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 9,289 | 5,488 |
| Grain | 1,714 | 1,529 | 1,918 | 1,780 | 896 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 6,940 | 3,696 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,874 | 2,228 | 2,285 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 10,979 | 8,909 |
| Books, magazines, newspapers | 167 | 158 | 177 | 168 | 143 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 670 | 592 |

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 12, Estimating Procedures.

[2] The automotive group is subject to a high sampling variability of 6 percent.

## Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | 1972 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr.[1] | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,498 | 29,608 | 29,669 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,849 | 27,966 | 28,272 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,623 | 17,740 | 17,855 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,865 | 3,802 | 3,783 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,375 | 2,166 | 2,223 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,693 | 2,456 | 2,532 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,110 | 951 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,582 | 1,504 | 1,532 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 898 | 740 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 686 | 565 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,157 | 1,881 | 1,921 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 851 | 755 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,047 | 903 | 933 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,460 | 1,207 | 1,226 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 782 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,623 | 4,996 | 5,018 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,565 | 1,437 | 1,457 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,285 | 1,972 | 2,006 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,144 | 1,981 | 1,961 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,815 | 1,633 | 1,592 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,875 | 11,868 | 11,814 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,226 | 10,225 | 10,418 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,155 | 2,555 | 2,644 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,501 | 1,316 | 1,302 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,126 | 813 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,345 | 1,283 | 1,358 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 389 | 365 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 956 | 918 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,331 | 1,225 | 1,236 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 897 | 822 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 775 | 690 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 472 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | 1972 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr.[1] | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 128 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 128 | 119 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 143 | 162 | 150 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 144 | 167 | 157 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 173 | 189 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 152 | 177 | 171 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 136 | 147 | 143 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 165 | 203 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 150 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 178 | 164 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 179 | 165 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 177 | 190 | 176 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | 178 | 167 | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 89 | 100 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 85 | 101 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 167 | 177 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 261 | 287 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 143 | 147 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 142 | 174 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 154 | 180 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 92 | 98 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 95 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 57 | 53 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 74 | 74 | 65 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 79 | 70 | 71 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 102 | 112 | 118 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 73 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 147 | 156 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 128 | 132 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 160 | 160 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 104 | 107 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 94 | 95 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1972 and 1973

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

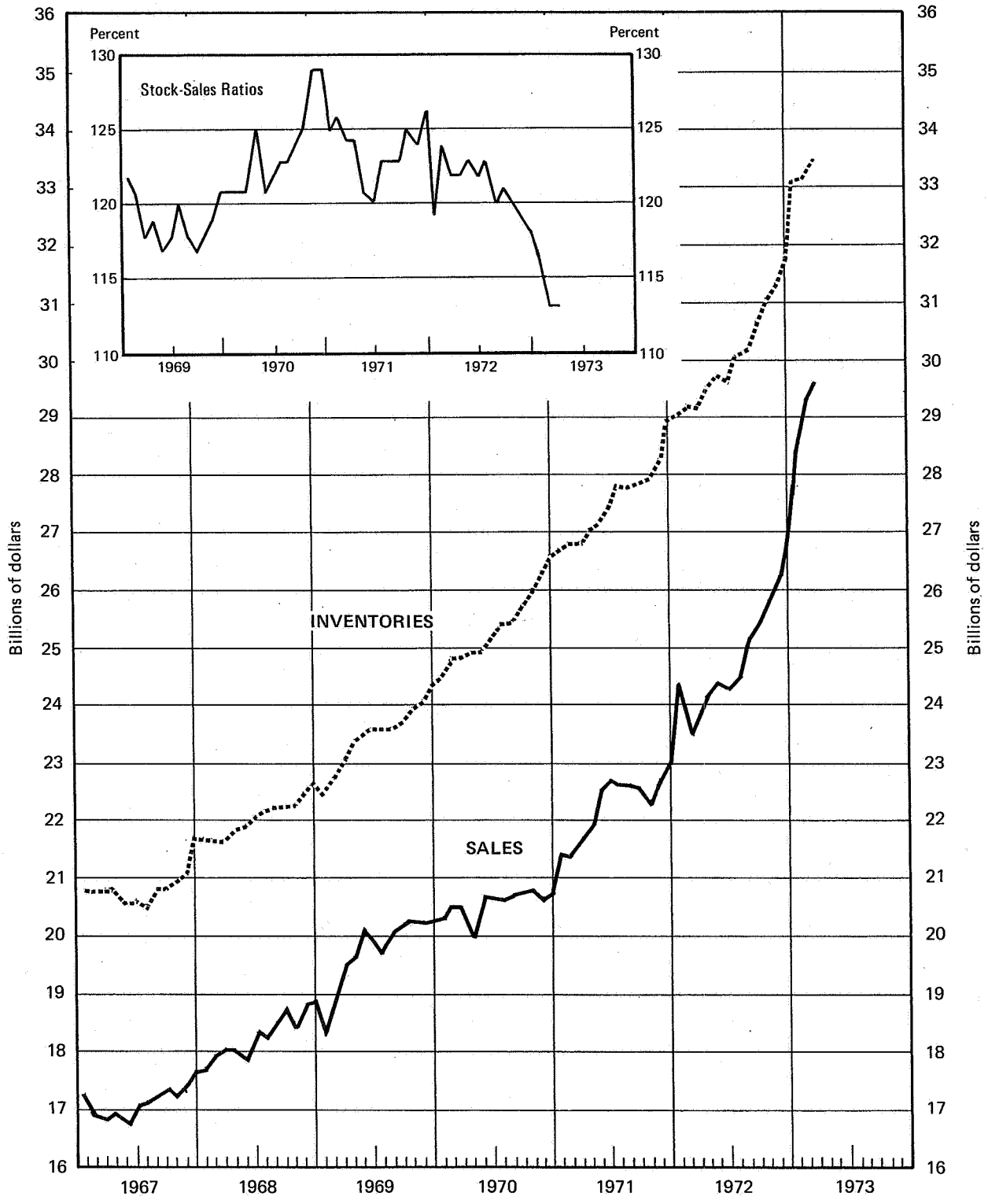
| Kind of business | 1973 | | | | 1972 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr.[1] | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,563 | 24,170 | 24,260 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 26,952 | 22,714 | 22,775 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,666 | 11,246 | 11,256 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,589 | 2,279 | 2,197 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,921 | 1,547 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 571 | 516 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,284 | 1,085 | 1,105 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,657 | 1,225 | 1,281 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,315 | 2,866 | 2,848 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,488 | 1,154 | 1,181 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 598 | 418 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,897 | 12,924 | 13,004 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,286 | 11,468 | 11,519 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,609 | 4,709 | 4,741 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,318 | 1,236 | 1,236 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,039 | 959 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 603 | 567 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,116 | 1,050 | 1,037 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 755 | 688 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,611 | 1,456 | 1,485 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,846 | 2,260 | 2,292 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,456 | 29,574 | 29,729 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,742 | 27,889 | 28,144 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,405 | 17,542 | 17,733 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,800 | 3,757 | 3,802 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,745 | 2,496 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 897 | 736 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,109 | 1,835 | 1,861 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,423 | 1,179 | 1,186 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,524 | 4,908 | 4,963 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,108 | 1,946 | 1,981 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,051 | 12,032 | 11,996 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,337 | 10,347 | 10,411 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,168 | 2,563 | 2,655 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,367 | 1,299 | 1,321 | 1,333 | 1,334 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,338 | 1,230 | 1,254 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 779 | 698 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 122 | 123 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 123 | 124 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 142 | 156 | 158 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 147 | 165 | 173 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 143 | 161 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 157 | 143 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 169 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 86 | 96 | 93 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 167 | 171 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 142 | 169 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 88 | 93 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 90 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 54 | 56 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 104 | 105 | 107 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 128 | 132 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: April 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | April 1973 from-- | | 4 months 1973 from 4 months 1972 | April 1973 from-- | | April 1973 from-- | | April 1973 from-- | |
| | April 1972 | March 1973 | | April 1972 | March 1973 | April 1972 | March 1973 | April 1972 | March 1973 |
| MERCHANT WHOLESALERS, TOTAL | +25 | -4 | +20 | +13 | 0 | +22 | +1 | +13 | +1 |
| TOTAL (excluding farm products, raw materials) | +22 | -3 | +17 | +10 | +1 | +19 | 0 | +10 | 0 |
| DURABLE GOODS, TOTAL | +25 | -1 | +21 | +11 | 0 | +22 | 0 | +11 | 0 |
| Motor vehicles, automotive equipment, total | +17 | +1 | +14 | +2 | -3 | +14 | -1 | +1 | -2 |
| Automobiles, other motor vehicles | +15 | -2 | +14 | -9 | -9 | - | - | - | - |
| Automotive equipment, tires, tubes | +20 | +5 | +13 | +10 | 0 | - | - | - | - |
| Automotive equipment | +17 | +3 | +10 | +9 | 0 | - | - | - | - |
| Electrical goods, total | +28 | -3 | +19 | +10 | +1 | +24 | +4 | +10 | +2 |
| Electrical supplies, apparatus | +27 | +3 | +22 | +17 | +2 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +29 | -7 | +18 | +5 | 0 | - | - | - | - |
| Appliances, TV, radio sets | +21 | -11 | +15 | -2 | -2 | - | - | - | - |
| Furniture, home furnishings, total | +14 | -7 | +14 | +21 | +2 | +11 | -3 | +22 | +3 |
| Furniture-household, office | +18 | -2 | +17 | +21 | +5 | - | - | - | - |
| Household furniture | +22 | 0 | +22 | +23 | +5 | - | - | - | - |
| Office furniture | +15 | -4 | +13 | +18 | +4 | - | - | - | - |
| Home furnishings, floor coverings | +12 | -9 | +12 | +21 | +1 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +22 | +1 | +18 | +15 | +1 | +18 | 0 | +15 | +1 |
| Hardware | +21 | -2 | +17 | +13 | +2 | - | - | - | - |
| General-line hardware | +17 | -6 | +16 | +9 | +1 | - | - | - | - |
| Plumbing and heating equipment, supplies | +24 | +2 | +19 | +16 | 0 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +13 | +7 | +12 | +16 | +5 | - | - | - | - |
| Lumber, construction materials, total | +36 | +3 | +31 | +21 | +6 | +35 | 0 | +21 | +5 |
| Lumber, millwork | +47 | +3 | +38 | +24 | +9 | - | - | - | - |
| Construction materials | +17 | +3 | +18 | +15 | 0 | - | - | - | - |
| Machinery, equipment, supplies, total | +19 | -3 | +17 | +12 | +1 | +16 | -2 | +13 | -1 |
| Commercial machines, equipment | +22 | -6 | +18 | +23 | 0 | - | - | - | - |
| Construction machinery, equipment | +20 | 0 | +17 | +9 | +1 | - | - | - | - |
| Industrial machinery, equipment, supplies | +19 | -4 | +18 | +16 | +1 | - | - | - | - |
| Professional equipment, supplies | +16 | -5 | +9 | +17 | +3 | - | - | - | - |
| Surgical, medical, hospital supplies | +20 | -11 | +14 | +26 | +5 | - | - | - | - |
| Service-establishment equipment, supplies | +2 | 0 | +3 | +3 | +4 | - | - | - | - |
| Metals, metalwork (except scrap), total | +33 | -1 | +32 | +8 | 0 | +29 | +1 | +8 | -4 |
| Iron, steel, and products | +30 | +1 | +32 | +11 | +1 | - | - | - | - |
| Nonferrous metals | +44 | -7 | +33 | -5 | -5 | - | - | - | - |
| Scrap, waste materials, total[2] | +48 | -2 | +44 | +18 | +1 | +43 | -5 | +19 | +2 |
| Iron, steel scrap | +53 | -6 | +53 | +23 | +1 | - | - | - | - |
| Waste materials | +41 | +6 | +30 | +8 | +1 | - | - | - | - |
| Jewelry | +49 | -7 | +44 | (S) | (S) | +56 | -1 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +25 | -6 | +20 | +17 | -1 | +23 | +2 | +17 | +2 |
| TOTAL (excluding farm products, raw materials) | +18 | -5 | +14 | +10 | +1 | +16 | +1 | +10 | +1 |
| Groceries and related products, total | +20 | -5 | +15 | +23 | +1 | +19 | +1 | +24 | +3 |
| General-line groceries | +15 | -4 | +11 | +14 | -1 | - | - | - | - |
| Voluntary groups | +11 | -3 | +9 | +13 | -1 | - | - | - | - |
| Retailer cooperatives | +17 | -2 | +10 | +14 | 0 | - | - | - | - |
| Nonaffiliated | +20 | -6 | +15 | +15 | -2 | - | - | - | - |
| Specialty-line groceries | +23 | -6 | +18 | +38 | +6 | - | - | - | - |
| Confectionery | +12 | -4 | +7 | -3 | -4 | - | - | - | - |
| Meats, meat products | +19 | -11 | +18 | +32 | -2 | - | - | - | - |
| Poultry, poultry products | +34 | -3 | +22 | +30 | 0 | - | - | - | - |
| Fresh fruits, vegetables | +32 | +8 | +18 | +22 | -3 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +10 | -4 | +4 | +5 | +6 | +7 | +2 | +5 | +4 |
| Beer | +10 | +1 | +6 | +7 | +10 | - | - | - | - |
| Wine, distilled spirits | +10 | -8 | +3 | +4 | +4 | - | - | - | - |
| Drugs, chemicals, allied products, total | +12 | -1 | +8 | +9 | 0 | +8 | +2 | +9 | +1 |
| Drugs, drug proprietaries, druggists' sundries | +9 | -3 | +6 | +9 | 0 | - | - | - | - |
| General-line drugs | +9 | -5 | +6 | +7 | -1 | - | - | - | - |
| Paints, varnishes | +6 | +3 | +5 | +6 | +3 | - | - | - | - |
| Other chemicals, allied products | +18 | +2 | +12 | +8 | +1 | - | - | - | - |
| Tobacco, tobacco products | +8 | -3 | +5 | +10 | +1 | +6 | +2 | +10 | 0 |
| Dry goods, apparel, total | +10 | -14 | +9 | (S) | (S) | +6 | -5 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +12 | -16 | +10 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +3 | -12 | +3 | (S) | (S) | - | - | - | - |
| Piece goods converters | +21 | -12 | +21 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +15 | -5 | +13 | +12 | +1 | +10 | -2 | +12 | +2 |
| Paper | +14 | -4 | +12 | +12 | +2 | - | - | - | - |
| Stationery, office supplies | +17 | -8 | +18 | +12 | 0 | - | - | - | - |
| Farm products (raw materials), total[2] | +82 | -8 | +69 | +61 | -8 | +79 | +10 | +61 | +4 |
| Cotton | +50 | -11 | +17 | +70 | -13 | - | - | - | - |
| Grain | +99 | -7 | +88 | +96 | -9 | - | - | - | - |
| Other nondurable goods, total | +29 | -5 | +23 | +4 | -1 | +26 | 0 | +3 | -2 |
| Amusement, sporting goods | +11 | -14 | +20 | +6 | +2 | - | - | - | - |
| Books, magazines, newspapers | +18 | -8 | +13 | +19 | +7 | - | - | - | - |
| Coal | +10 | -1 | +4 | (S) | (S) | - | - | - | - |
| Farm supplies | +31 | -15 | +25 | +1 | -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.

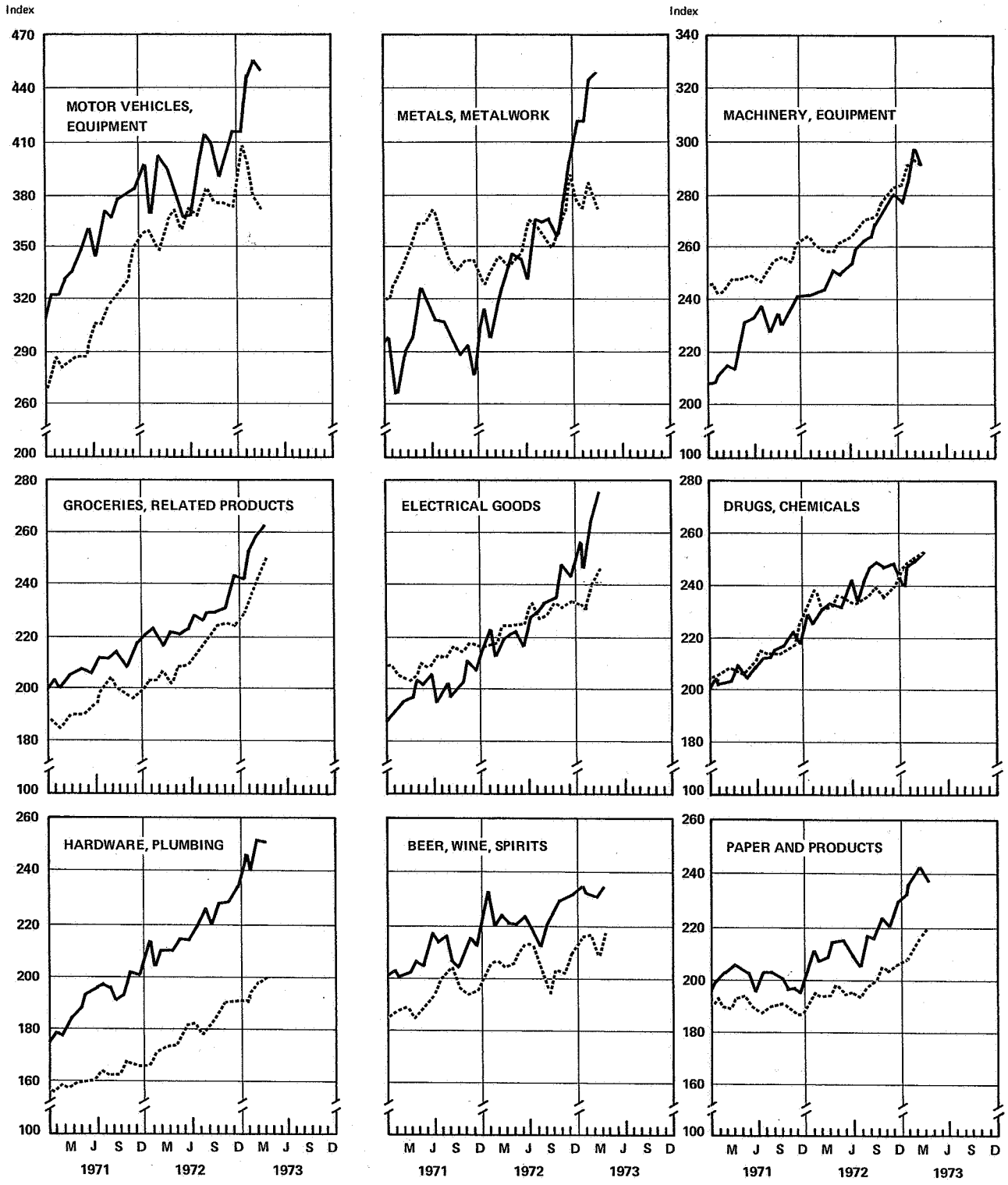
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

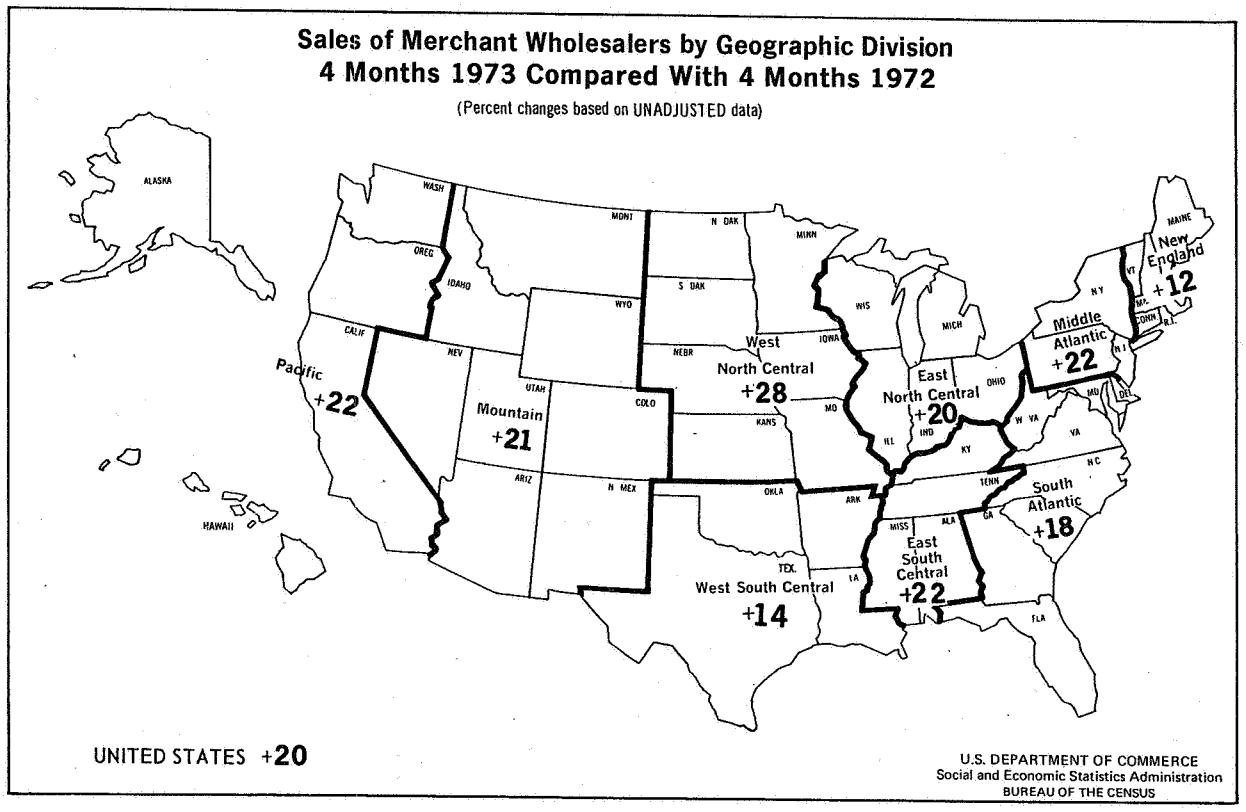
1957-59 Monthly average = 100

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: 1972 and 1973

(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 | 1973 | | | | 1972 | | | | | | | | | Total 4 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr.[1] | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,794 | 23,044 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 110,536 | 91,753 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,275 | 1,111 | 1,215 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 4,876 | 4,345 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,618 | 6,007 | 6,578 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 29,716 | 24,389 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,066 | 4,149 | 4,640 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 19,611 | 16,322 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,419 | 1,870 | 2,050 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 9,312 | 7,297 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,109 | 2,479 | 2,675 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 11,781 | 10,000 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,607 | 1,255 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 6,194 | 5,097 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,473 | 2,057 | 2,267 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 9,419 | 8,233 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 941 | 738 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 3,545 | 2,919 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,288 | 3,366 | 3,661 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 16,082 | 13,151 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,696 | 10,977 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 51,084 | 42,226 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 617 | 504 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 2,291 | 1,944 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 2,536 | 2,803 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 11,799 | 9,839 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,535 | 2,032 | 2,208 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 9,584 | 7,818 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 860 | 713 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 3,222 | 2,678 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,659 | 1,304 | 1,410 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 6,098 | 5,080 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 663 | 541 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 2,450 | 2,017 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,351 | 1,120 | 1,212 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 5,012 | 4,297 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 395 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 1,858 | 1,502 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,401 | 1,833 | 1,967 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 8,771 | 7,050 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,098 | 12,067 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 59,452 | 49,528 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 658 | 607 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 2,586 | 2,401 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,508 | 3,471 | 3,775 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 17,917 | 14,550 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,531 | 2,117 | 2,432 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 10,027 | 8,504 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,559 | 1,158 | 1,270 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 6,090 | 4,619 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,449 | 1,175 | 1,264 | 1,329 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 5,683 | 4,920 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 944 | 726 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 3,745 | 3,080 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,122 | 937 | 1,055 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 4,407 | 3,936 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 441 | 343 | 388 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 1,687 | 1,417 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,887 | 1,533 | 1,693 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 7,311 | 6,101 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | April 1973 from-- | | 4 months 1973 from 4 months 1972 | April 1973 from-- | | | | | | |
| | April 1972 | March 1973 | | April 1972 | March 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +25 | -4 | +20 | +13 | 0 | 0.9 | 0.4 | 0.7 | 0.8 | 0.2 |
| New England | +15 | -2 | +12 | +6 | +2 | 4.4 | 1.5 | 2.1 | 3.6 | 0.4 |
| Middle Atlantic | +27 | -7 | +22 | +8 | 0 | 1.4 | 0.8 | 1.2 | 1.5 | 0.6 |
| East North Central | +22 | -3 | +20 | +14 | 0 | 2.1 | 1.1 | 1.2 | 1.5 | 0.6 |
| West North Central | +29 | -5 | +28 | +22 | 0 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +25 | -2 | +18 | +18 | 0 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +27 | -3 | +22 | +14 | -1 | 3.4 | 1.6 | 1.9 | 2.2 | 0.7 |
| West South Central | +20 | -2 | +14 | +14 | -2 | 2.3 | 1.2 | 1.9 | 2.7 | 0.6 |
| Mountain | +28 | -1 | +21 | +20 | 0 | 4.4 | 2.6 | 3.8 | 4.6 | 1.0 |
| Pacific | +27 | -1 | +22 | +11 | 0 | 3.6 | 1.5 | 1.8 | 3.3 | 0.8 |
| Durable goods, total | +25 | -1 | +21 | +11 | 0 | 1.4 | 0.7 | 0.9 | 1.0 | 0.3 |
| New England | +22 | 0 | +18 | +4 | +2 | 7.7 | 2.7 | 3.3 | 3.7 | 0.9 |
| Middle Atlantic | +23 | -6 | +20 | +8 | 0 | 2.7 | 1.3 | 1.5 | 1.9 | 0.8 |
| East North Central | +25 | -1 | +22 | +12 | 0 | 3.1 | 1.6 | 1.9 | 1.9 | 0.9 |
| West North Central | +21 | -2 | +20 | +16 | +5 | 3.9 | 2.5 | 3.2 | 3.8 | 0.7 |
| South Atlantic | +27 | +1 | +20 | +13 | 0 | 3.1 | 1.6 | 2.4 | 2.5 | 0.8 |
| East South Central | +22 | +3 | +21 | +7 | +1 | 4.4 | 2.5 | 3.7 | 3.5 | 0.8 |
| West South Central | +21 | -1 | +17 | +12 | +1 | 3.4 | 1.4 | 2.9 | 3.4 | 0.7 |
| Mountain | +26 | -1 | +24 | +24 | +2 | 6.8 | 4.4 | 5.3 | 5.8 | 1.2 |
| Pacific | +31 | +3 | +25 | +8 | -1 | 6.7 | 2.0 | 2.1 | 3.1 | 1.5 |
| Nondurable goods, total | +25 | -6 | +20 | +17 | -1 | 1.3 | 0.6 | 0.9 | 1.3 | 0.3 |
| New England | +8 | -4 | +8 | +8 | +2 | 5.0 | 1.9 | 2.5 | 6.5 | 1.6 |
| Middle Atlantic | +30 | -7 | +23 | +9 | +1 | 1.7 | 1.1 | 1.8 | 3.6 | 0.6 |
| East North Central | +20 | -6 | +18 | +19 | -1 | 2.6 | 1.4 | 1.8 | 2.4 | 0.6 |
| West North Central | +35 | -6 | +32 | +28 | -4 | 3.9 | 1.7 | 2.9 | 5.4 | 1.3 |
| South Atlantic | +23 | -5 | +16 | +26 | +1 | 2.7 | 1.4 | 1.7 | 2.3 | 0.8 |
| East South Central | +30 | -7 | +22 | +21 | -2 | 4.0 | 1.5 | 2.4 | 2.6 | 0.9 |
| West South Central | +20 | -4 | +12 | +18 | -6 | 3.2 | 1.8 | 2.9 | 3.5 | 1.0 |
| Mountain | +27 | 0 | +19 | +12 | -4 | 5.0 | 1.9 | 5.2 | 6.7 | 1.9 |
| Pacific | +23 | -5 | +20 | +17 | +3 | 3.2 | 1.4 | 2.5 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +20 | +5 | +13 | +10 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +15 | (S) | (S) | +1 | - | 4 | - | - | 1 |
| Middle Atlantic | +23 | +5 | +20 | +14 | +1 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +19 | +2 | +10 | +19 | +1 | 8 | 3 | 5 | 7 | 1 |
| West North Central | +22 | +9 | +18 | (S) | (S) | 9 | 4 | 7 | 9 | 2 |
| South Atlantic | +24 | +14 | +8 | +9 | -2 | 8 | 3 | 5 | 6 | 3 |
| East South Central | (S) | +4 | -3 | -9 | 0 | - | 4 | 8 | 9 | 3 |
| West South Central | +25 | +1 | +18 | +15 | +2 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +6 | (S) | (S) | +2 | - | 6 | - | - | 2 |
| Pacific | +25 | -1 | +16 | 0 | 0 | 9 | 3 | 5 | 9 | 2 |
| Electrical supplies, apparatus | +27 | +3 | +22 | +17 | +2 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +8 | +9 | (S) | +3 | - | 3 | 4 | - | 1 |
| Middle Atlantic | +24 | -1 | +18 | +10 | +2 | 7 | 4 | 5 | 6 | 1 |
| East North Central | +22 | -1 | +22 | +12 | 0 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +13 | +28 | +31 | +2 | - | 3 | 6 | 7 | 1 |
| South Atlantic | +31 | +2 | +28 | +16 | +2 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | 0 | +26 | (S) | +3 | - | 4 | 6 | - | 2 |
| West South Central | +23 | +5 | +17 | +10 | +2 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | (S) | (S) | (S) | +2 | - | 2 | - | - | 1 |
| Pacific | +24 | +5 | +17 | +25 | +5 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +29 | -7 | +18 | +5 | 0 | 3 | 2 | 3 | 3 | 1 |
| New England | (S) | +1 | (S) | (S) | -3 | - | 5 | - | - | 3 |
| Middle Atlantic | +18 | -10 | +11 | -5 | +3 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +23 | -8 | +16 | +3 | -2 | 8 | 4 | 4 | 7 | 2 |
| West North Central | (S) | -4 | +14 | (S) | +7 | - | 5 | 4 | - | 2 |
| South Atlantic | +46 | -8 | +29 | +6 | -4 | 8 | 3 | 7 | 7 | 2 |
| West South Central | +6 | -13 | +14 | -3 | +2 | 7 | 2 | 3 | 9 | 2 |
| Mountain | (S) | -12 | (S) | (S) | -1 | - | 3 | - | - | 3 |
| Pacific | (S) | -4 | +30 | (S) | +3 | - | 3 | 7 | - | 3 |
| Furniture, home furnishings, total | +14 | -7 | +14 | +21 | +2 | 6 | 2 | 3 | 7 | 1 |
| New England | (S) | +5 | (S) | (S) | +4 | - | 5 | - | - | 4 |
| Middle Atlantic | +3 | -17 | +4 | +23 | +1 | 7 | 4 | 6 | 6 | 2 |
| East North Central | (S) | -2 | +22 | (S) | +3 | - | 4 | 7 | - | 2 |
| South Atlantic | (S) | -4 | +16 | (S) | +2 | - | 5 | 7 | - | 4 |
| East South Central | (S) | -6 | (S) | (S) | +3 | - | 5 | - | - | 3 |
| West South Central | +13 | -9 | +18 | (S) | +2 | 9 | 6 | 5 | - | 2 |
| Mountain | (S) | +30 | (S) | (S) | (S) | - | 6 | - | - | 4 |
| Pacific | +8 | -6 | +11 | +22 | +3 | 9 | 4 | 7 | 7 | 2 |
| Hardware | +21 | -2 | +17 | +13 | +2 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | +21 | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Middle Atlantic | +22 | 0 | +20 | +11 | +1 | 7 | 4 | 6 | 7 | 1 |
| East North Central | +23 | -3 | +14 | +11 | +2 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +19 | -12 | +20 | +27 | +6 | 5 | 3 | 5 | 6 | 1 |
| South Atlantic | +17 | -2 | +20 | +12 | 0 | 8 | 3 | 6 | 9 | 2 |
| East South Central | +20 | -6 | +15 | +18 | -1 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | -3 | +11 | +11 | +4 | - | 3 | 5 | 7 | 1 |
| Mountain | (S) | +10 | +26 | (S) | +2 | - | 4 | 6 | - | 2 |
| Pacific | +17 | -2 | +18 | +12 | +1 | 8 | 2 | 4 | 6 | 1 |
| Plumbing and heating equipment, supplies | +24 | +2 | +19 | +16 | 0 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | -8 | +20 | (S) | -3 | - | 4 | 6 | - | 2 |
| Middle Atlantic | -8 | -1 | +1 | +2 | +1 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +37 | +2 | +19 | +31 | +3 | 7 | 5 | 5 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 4 months 1973 from 4 months 1972 | April 1973 from-- | | | | | | |
| | April 1972 | March 1973 | | April 1972 | March 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | +6 | +47 | +33 | +3 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | +2 | (S) | +23 | -4 | - | 5 | - | 8 | 2 |
| East South Central | (S) | -1 | +25 | (S) | +1 | - | 6 | 9 | - | 2 |
| West South Central | (S) | +10 | +14 | +24 | +1 | - | 6 | 6 | 9 | 3 |
| Pacific | +12 | +6 | +5 | -1 | -2 | 9 | 4 | 6 | 7 | 2 |
| Lumber, construction materials, total | +36 | +3 | +31 | +21 | +6 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | 0 | +58 | (S) | +3 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +32 | +2 | +32 | +28 | +7 | 8 | 4 | 6 | 7 | 2 |
| East North Central | +22 | +7 | +17 | +10 | +6 | 8 | 3 | 5 | 6 | 2 |
| West North Central | +17 | -1 | +21 | +27 | +10 | 9 | 5 | 7 | 8 | 2 |
| South Atlantic | +20 | +1 | +14 | (S) | +4 | 9 | 3 | 4 | - | 3 |
| East South Central | (S) | -10 | (S) | (S) | 0 | - | 5 | - | - | 2 |
| West South Central | (S) | +2 | +16 | (S) | +1 | - | 4 | 7 | - | 2 |
| Pacific | +79 | +9 | +56 | (S) | +4 | 7 | 5 | 5 | - | 4 |
| Industrial machinery, equipment supplies distribution | +19 | -4 | +18 | +16 | +1 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | -9 | +9 | +22 | +2 | - | 5 | 4 | 7 | 3 |
| East North Central | (S) | -3 | +22 | +9 | -2 | - | 5 | 4 | 8 | 2 |
| South Atlantic | (S) | 0 | +12 | +8 | -1 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | -3 | +21 | +20 | +1 | - | 5 | 6 | 7 | 2 |
| Pacific | +17 | -3 | +18 | +11 | +5 | 9 | 6 | 5 | 6 | 2 |
| General-line grocery wholesalers | +15 | -4 | +11 | +14 | -1 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | -5 | (S) | (S) | 0 | - | 3 | - | - | 2 |
| Middle Atlantic | +24 | -6 | +16 | +26 | -6 | 5 | 1 | 3 | 7 | 2 |
| East North Central | +6 | -6 | +8 | +5 | +1 | 4 | 1 | 2 | 4 | 1 |
| West North Central | +17 | 0 | +12 | +17 | -2 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +19 | -2 | +5 | +16 | 0 | 8 | 2 | 4 | 7 | 2 |
| East South Central | +11 | -5 | +9 | +20 | +2 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +11 | -3 | +9 | -3 | -3 | 6 | 2 | 3 | 7 | 1 |
| Mountain | +43 | +2 | +26 | +30 | -8 | 5 | 2 | 8 | 6 | 1 |
| Pacific | +7 | -4 | +7 | +17 | +4 | 5 | 1 | 2 | 5 | 1 |
| Specialty-line grocery wholesalers | +23 | -6 | +18 | +38 | +6 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +36 | -12 | +25 | +48 | +10 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +16 | -4 | +19 | (S) | -1 | 8 | 3 | 8 | - | 4 |
| West North Central | (S) | (S) | (S) | +44 | +2 | - | 2 | 5 | 9 | 1 |
| South Atlantic | +25 | -6 | +16 | +20 | 0 | 8 | 3 | 6 | 8 | 2 |
| East South Central | (S) | +1 | -1 | (S) | (S) | - | 2 | 5 | - | 4 |
| West South Central | (S) | -6 | +5 | (S) | +1 | - | 6 | 6 | - | 3 |
| Mountain | (S) | -6 | (S) | (S) | -10 | - | 5 | - | - | 4 |
| Pacific | (S) | -8 | +20 | (S) | +18 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +32 | +8 | +18 | +22 | -3 | 3 | 2 | 3 | 4 | 1 |
| New England | (S) | +9 | +8 | (S) | (S) | - | 6 | 9 | - | - |
| Middle Atlantic | +37 | +10 | +18 | (S) | -14 | 8 | 4 | 3 | - | 4 |
| East North Central | +16 | +2 | +13 | +16 | -1 | 8 | 3 | 3 | 7 | 3 |
| West North Central | (S) | -3 | +21 | +20 | +2 | - | 3 | 9 | 8 | 3 |
| South Atlantic | +30 | +5 | +22 | +39 | +7 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | +8 | (S) | (S) | 0 | - | 5 | - | - | 5 |
| West South Central | (S) | +5 | +16 | (S) | -5 | - | 3 | 5 | - | 3 |
| Mountain | (S) | (S) | (S) | (S) | +1 | - | 3 | 6 | - | 3 |
| Pacific | +30 | +17 | +15 | (S) | -10 | 8 | 4 | 6 | - | 4 |
| Drug wholesalers (general and specialty lines) | +9 | -3 | +6 | +9 | 0 | 3 | 2 | 3 | 3 | 1 |
| New England | +7 | -18 | (S) | (S) | +5 | 9 | 3 | - | - | 2 |
| Middle Atlantic | -2 | +6 | 0 | (S) | 0 | 8 | 5 | 5 | - | 2 |
| East North Central | +25 | -3 | +23 | +28 | -2 | 6 | 2 | 5 | 6 | 2 |
| West North Central | +7 | -8 | +9 | +3 | +3 | 8 | 4 | 8 | 9 | 2 |
| South Atlantic | +7 | -7 | (S) | +11 | -2 | 6 | 4 | - | 8 | 2 |
| East South Central | (S) | -6 | +10 | (S) | -1 | - | 3 | 6 | - | 3 |
| West South Central | +10 | -4 | +6 | +11 | 0 | 6 | 2 | 4 | 7 | 1 |
| Mountain | (S) | -4 | +3 | (S) | -2 | - | 2 | 4 | - | 3 |
| Pacific | +8 | 0 | +3 | -5 | -1 | 8 | 4 | 3 | 9 | 2 |
| Tobacco distributors | +8 | -3 | +5 | +10 | +1 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | 0 | +1 | (S) | -5 | - | 2 | 6 | - | 2 |
| Middle Atlantic | +18 | +1 | +6 | +21 | +1 | 5 | 2 | 3 | 7 | 1 |
| East North Central | +4 | -4 | +3 | +12 | +1 | 7 | 2 | 3 | 6 | 2 |
| West North Central | +7 | +4 | +3 | (S) | 0 | 9 | 2 | 5 | - | 1 |
| South Atlantic | +8 | -11 | +14 | +3 | +1 | 6 | 2 | 3 | 7 | 1 |
| East South Central | (S) | -1 | +5 | (S) | +1 | - | 2 | 6 | - | 3 |
| West South Central | +4 | +2 | +2 | +9 | +4 | 9 | 1 | 4 | 9 | 1 |
| Mountain | (S) | -1 | -4 | (S) | +5 | - | 3 | 6 | - | 1 |
| Pacific | -2 | -3 | -1 | +4 | +2 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +10 | -14 | +9 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +8 | -14 | +9 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | -3 | +3 | (S) | (S) | - | 6 | 7 | 9 | 2 |
| East South Central | +93 | -27 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | -4 | (S) | (S) | - | - | 8 | - | 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 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 | 4-6 | 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.8 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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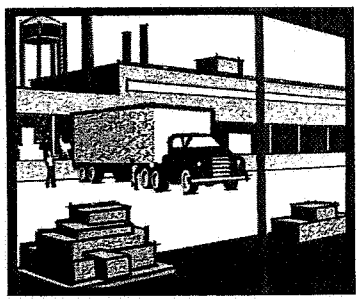


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# Monthly Wholesale Trade

## Sales and Inventories



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BW-73-5

# May 1973

Sales—May 1973 sales of merchant wholesalers were estimated at $31.1 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, May sales were $29.5 billion, virtually unchanged from last month, but 22 percent above May 1972. Adjusted March-through-May average sales were 6 percent above the December-through-February period, and were 22 percent above the average for the comparable months a year ago.

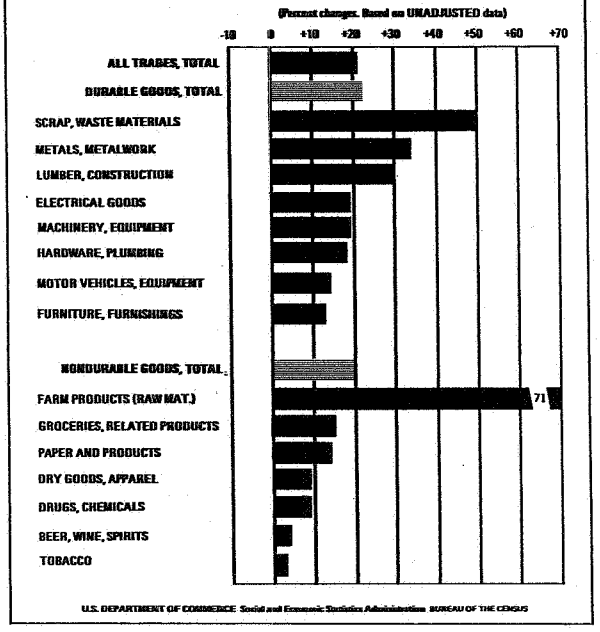
After adjustment, May sales in the durable goods trades increased 1 percent above the previous month and were 24 percent above May 1972. Nondurable goods sales were down 1 percent from the previous month, but were 20 percent above the same month a year ago. Average monthly sales in the durable goods group during the March-through-May period were 7 percent above the prior 3 months and were 23 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 6 percent above the average for the December-through-February period, and were 22 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 7 trade groups showing gains; 9 indicating declines; and 1 no change. The larger increases were reported in jewelry (25%), and scrap, waste materials (16%). The larger decreases were noted in tobacco, tobacco products (-5%); motor vehicles, automotive equipment (-4%); and lumber, construction materials (-4%). Compared with sales a year ago, all trade groups showed increases except tobacco, tobacco products (-3%). Among the sharper increases were farm products, raw materials (73%); scrap, waste materials (73%); and jewelry (56%).

Inventories—Total inventories of merchant wholesalers were valued at $33.8 billion at the end of May. After adjustment for seasonal variations May inventories were up 1 percent from last month and were 14 percent above May 1972. Durable goods stocks were up 2 percent from last month and were 13 percent above May 1972. Nondurable goods stocks were virtually unchanged from the previous month but were 17 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, 3 indicating declines, and 3 no change. The larger increases were noted in metals, metalwork (6%), and scrap, waste materials (5%). The larger decreases were shown in beer, wine spirits, (-3%), and farm products, raw materials (-3%).

**Sales of Merchant Wholesalers in Selected Kinds of Business**
**5 Months 1973 Compared With 5 Months 1972**




Changes from year ago levels were more substantial with all trade groups showing gains. Among the sharper increases were farm products, raw materials (67%); scrap, waste materials (26%); and lumber, construction materials (25%).

Stock-Sales Ratio—The May stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 115 percent, 2 points above the previous month, but 8 points below the May 1972 ratio. The stock-sales ratio for the durable goods was 143 percent, 2 points above last month, but down 15 points below the year-ago ratio. The ratio for nondurable goods was 90 percent, up 1 point from the previous month, but down 2 points below the May 1972 ratio.

An advance release of May 1973 data was issued on July 6, 1973

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 35 cents; annual subscription $3.50
Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | 1972 | | | | | | | | Total 5 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May[1] | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,094 | 25,290 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 141,696 | 117,043 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,576 | 28,375 | 23,756 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 129,717 | 110,022 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,820 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 66,050 | 54,125 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,710 | 2,761 | 2,410 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 12,665 | 11,101 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,326 | 1,394 | 1,254 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 6,329 | 5,661 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,125 | 1,187 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 5,416 | 4,933 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,754 | 1,789 | 1,484 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 8,536 | 7,156 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 813 | 840 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 3,871 | 3,198 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 941 | 950 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 4,665 | 3,957 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 609 | 615 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 3,088 | 2,692 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 557 | 571 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 2,747 | 2,427 |
| Furniture-household, office | (S) | 162 | 182 | 175 | 180 | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 861 | 740 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 382 | 392 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 1,886 | 1,687 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,268 | 1,369 | 1,162 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 6,088 | 5,179 |
| Hardware | 433 | 433 | 492 | 479 | 511 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 2,347 | 2,003 |
| General-line hardware | 243 | 241 | 284 | 267 | 282 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 1,317 | 1,133 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 2,982 | 2,512 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | (S) | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 759 | 665 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,675 | 1,773 | 1,383 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 7,673 | 5,879 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,152 | 1,188 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 5,216 | 3,804 |
| Construction materials | 432 | (S) | 494 | 522 | 585 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 2,457 | 2,075 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,423 | 3,769 | 3,067 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 16,538 | 13,906 |
| Construction machinery, equipment | 468 | 501 | 596 | 610 | 655 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 2,829 | 2,382 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,632 | 1,871 | 1,478 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 8,044 | 6,675 |
| Professional equipment, supplies | 386 | 395 | 457 | 418 | 449 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 2,104 | 1,946 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 183 | 190 | 178 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 893 | 858 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,734 | 1,257 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 7,495 | 5,584 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,243 | 1,394 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 5,907 | 4,372 |
| Nonferrous metals | 277 | 278 | 362 | 329 | 341 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 1,588 | 1,211 |
| Scrap, waste materials, total | 502 | 558 | 666 | 660 | 783 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 3,170 | 2,112 |
| Iron, steel scrap | 304 | 361 | 437 | 416 | 534 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 2,052 | 1,260 |
| Waste materials | 199 | 197 | 229 | 244 | 249 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 1,118 | 852 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,274 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 75,646 | 62,919 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,735 | 13,555 | 11,857 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 63,667 | 55,897 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,320 | 5,768 | 4,978 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 26,750 | 23,245 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,042 | 2,189 | 2,000 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 10,278 | 9,328 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,438 | 1,537 | 1,264 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 7,209 | 6,061 |
| Confectionery | 93 | 95 | 104 | 104 | 108 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 505 | 467 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,039 | 1,173 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 5,412 | 4,587 |
| Poultry, poultry products | 238 | 222 | 264 | 256 | 282 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 1,261 | 1,019 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 442 | 479 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 2,085 | 1,783 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,197 | 1,382 | 1,314 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 5,930 | 5,673 |
| Beer | 493 | 469 | 543 | 545 | 651 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 2,701 | 2,574 |
| Wine, distilled spirits | 561 | 577 | 707 | 653 | 731 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 3,229 | 3,099 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,024 | 1,100 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 5,101 | 4,685 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 555 | 583 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 2,838 | 2,673 |
| General-line drugs | 270 | 230 | 252 | 242 | 265 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 1,258 | 1,177 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 54 | 52 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 238 | 226 |
| Other chemicals, allied products | 369 | 359 | 417 | 418 | 463 | 380 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 2,026 | 1,785 |
| Tobacco, tobacco products | 555 | 517 | 583 | 555 | 608 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 2,819 | 2,736 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,058 | 1,048 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 5,525 | 5,064 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 493 | 437 | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 2,522 | 2,324 |
| Dry goods, notions | 431 | 391 | 414 | 380 | 406 | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 2,023 | 1,941 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 746 | 818 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 3,770 | 3,300 |
| Paper | 552 | 520 | 590 | 576 | 638 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 2,876 | 2,537 |
| Stationery, office supplies | 181 | 173 | 190 | 171 | 180 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 894 | 762 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,283 | 2,719 | 1,534 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 11,979 | 7,022 |
| Grain | 1,714 | 1,529 | 1,918 | 1,762 | 2,134 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 9,056 | 4,800 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,835 | 2,831 | 2,285 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 13,771 | 11,194 |
| Books, magazines, newspapers | 167 | 158 | 177 | 162 | 165 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 829 | 745 |

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 12, Estimating Procedures.
[2]The automotive group is subject to a high sampling variability of 6 percent.

## Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | 1972 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May[1] | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,824 | 29,669 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,518 | 28,272 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,086 | 17,855 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,855 | 3,783 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,321 | 2,223 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,752 | 2,532 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,151 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,600 | 1,532 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 907 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 697 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,169 | 1,921 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 849 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,051 | 933 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,526 | 1,226 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,025 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,753 | 5,018 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,673 | 1,457 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,303 | 2,006 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,328 | 1,961 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,983 | 1,592 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,738 | 11,814 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,432 | 10,418 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,116 | 2,644 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,465 | 1,302 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,114 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,377 | 1,358 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 364 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,013 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,349 | 1,236 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 906 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 775 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 534 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | 1972 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May[1] | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 109 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 111 | 119 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 136 | 150 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 157 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 166 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 154 | 171 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 137 | 143 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 168 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 158 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 178 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 165 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 166 | 176 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | 167 | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 153 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 256 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 123 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 134 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 142 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 53 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 65 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 71 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 138 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 155 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 95 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1972 and 1973

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

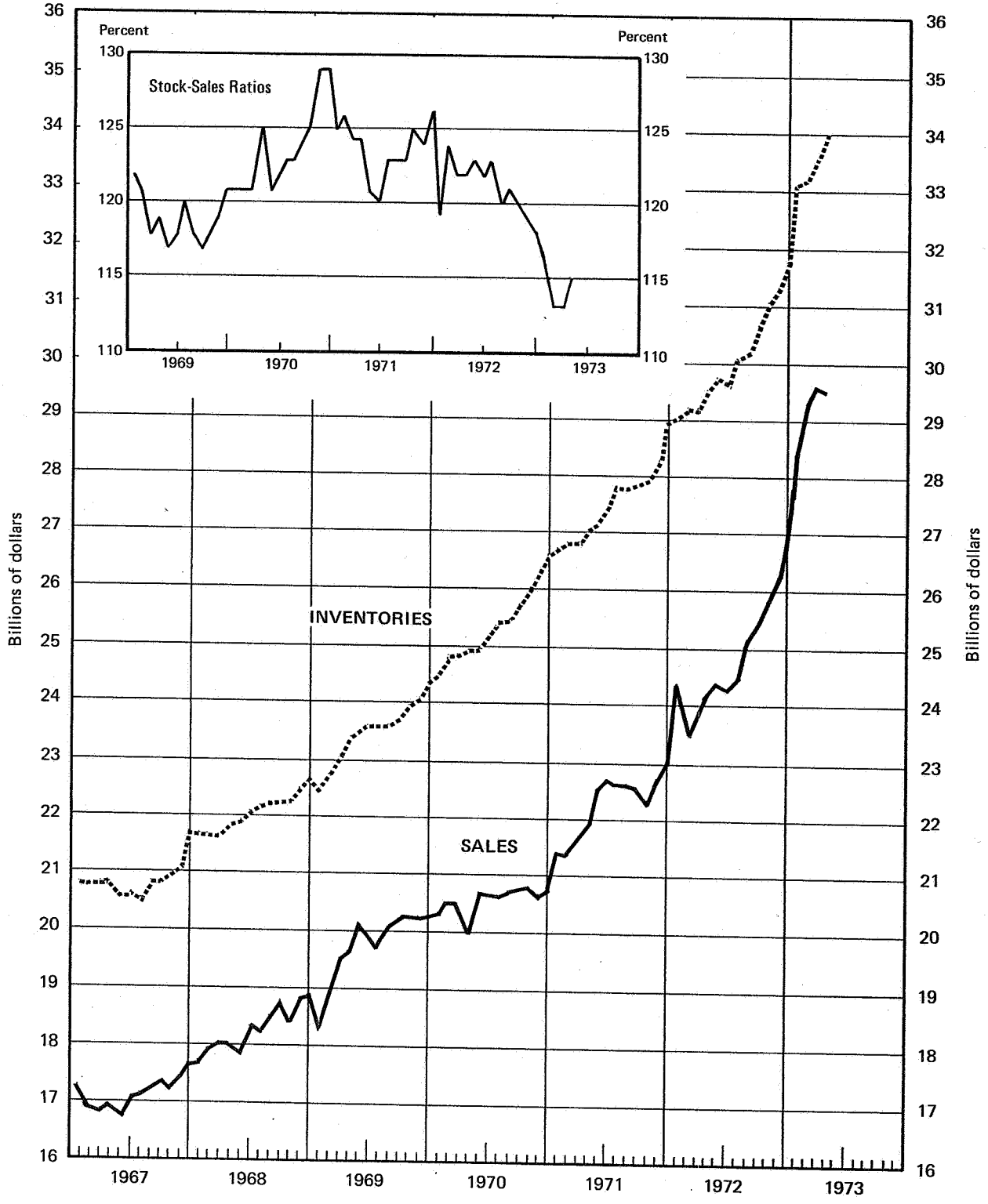
| Kind of business | 1973 | | | | | 1972 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May[1] | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,548 | 24,260 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 26,973 | 22,775 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,961 | 11,256 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,526 | 2,197 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,862 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 557 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,288 | 1,105 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,621 | 1,281 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,509 | 2,848 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,607 | 1,181 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 699 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,587 | 13,004 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,012 | 11,519 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,411 | 4,741 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,280 | 1,236 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,081 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 561 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,116 | 1,037 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 788 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,575 | 1,485 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,775 | 2,292 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,998 | 29,729 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,354 | 28,144 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,954 | 17,733 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,951 | 3,802 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,730 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 907 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,106 | 1,861 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,479 | 1,186 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,713 | 4,963 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,347 | 1,981 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,044 | 11,996 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,400 | 10,411 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,132 | 2,655 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,334 | 1,321 | 1,333 | 1,334 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,359 | 1,254 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 765 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 123 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 124 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 158 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 152 | 173 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 147 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 163 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 93 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 163 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 146 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 90 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 88 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 56 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 104 | 107 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 132 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 97 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: May 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | May 1973 from-- | | 5 months 1973 from 5 months 1972 | May 1973 from-- | | May 1973 from-- | | May 1973 from-- | |
| | May 1972 | April 1973 | | May 1972 | April 1973 | May 1972 | April 1973 | May 1972 | April 1973 |
| MERCHANT WHOLESALERS, TOTAL | +23 | +8 | +21 | +14 | +1 | +22 | 0 | +14 | +1 |
| TOTAL (excluding farm products, raw materials) | +19 | +7 | +18 | +12 | +2 | +18 | 0 | +11 | +2 |
| DURABLE GOODS, TOTAL | +24 | +7 | +22 | +12 | +2 | +24 | +1 | +13 | +2 |
| Motor vehicles, automotive equipment, total | +14 | +2 | +14 | +2 | 0 | +15 | -4 | +1 | +2 |
| Automobiles, other motor vehicles | +18 | -1 | +16 | -2 | +1 | - | - | - | - |
| Automotive equipment, tires, tubes | +11 | +5 | +12 | +4 | 0 | - | - | - | - |
| Automotive equipment | +10 | +6 | +10 | +2 | 0 | - | - | - | - |
| Electrical goods, total | +21 | +2 | +19 | +9 | +2 | +20 | -2 | +9 | 0 |
| Electrical supplies, apparatus | +20 | +3 | +21 | +15 | +4 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +21 | +1 | +18 | +4 | +2 | - | - | - | - |
| Appliances, TV, radio sets | +15 | +1 | +15 | -1 | +2 | - | - | - | - |
| Furniture, home furnishings, total | +12 | +3 | +13 | +23 | +2 | +11 | -1 | +22 | +3 |
| Furniture-household, office | +15 | +3 | +16 | +17 | +1 | - | - | - | - |
| Household furniture | +10 | +2 | +19 | +12 | +2 | - | - | - | - |
| Office furniture | +21 | +3 | +14 | +24 | +1 | - | - | - | - |
| Home furnishings, floor coverings | +11 | +3 | +12 | +24 | +3 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +18 | +8 | +18 | +13 | +1 | +17 | +1 | +13 | 0 |
| Hardware | +17 | +7 | +17 | +10 | +1 | - | - | - | - |
| General-line hardware | +16 | +6 | +16 | +12 | 0 | - | - | - | - |
| Plumbing and heating equipment, supplies | +18 | +7 | +19 | +12 | +1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +18 | +16 | +14 | +23 | +2 | - | - | - | - |
| Lumber, construction materials, total | +28 | +6 | +30 | +24 | +5 | +27 | -4 | +25 | +4 |
| Lumber, millwork | +34 | +3 | +37 | +31 | +6 | - | - | - | - |
| Construction materials | +18 | +12 | +18 | +13 | +3 | - | - | - | - |
| Machinery, equipment, supplies, total | +23 | +10 | +19 | +15 | +2 | +23 | +4 | +15 | +3 |
| Commercial machines, equipment | +22 | +11 | +18 | +18 | +1 | - | - | - | - |
| Construction machinery, equipment | +22 | +7 | +19 | +15 | +3 | - | - | - | - |
| Industrial machinery, equipment, supplies | +26 | +15 | +20 | +15 | 0 | - | - | - | - |
| Professional equipment, supplies | +9 | +7 | +8 | +14 | +3 | - | - | - | - |
| Surgical, medical, hospital supplies | +20 | +9 | +14 | +11 | +6 | - | - | - | - |
| Service-establishment equipment, supplies | +7 | +4 | +4 | +4 | 0 | - | - | - | - |
| Metals, metalwork (except scrap), total | +38 | +10 | +34 | +19 | +4 | +36 | +4 | +18 | +6 |
| Iron, steel, and products | +41 | +12 | +35 | +24 | +3 | - | - | - | - |
| Nonferrous metals | +28 | +3 | +31 | -6 | +9 | - | - | - | - |
| Scrap, waste materials, total[2] | +72 | +19 | +50 | +24 | +2 | +73 | +16 | +26 | +5 |
| Iron, steel scrap | +97 | +28 | +63 | +28 | +3 | - | - | - | - |
| Waste materials | +36 | +2 | +31 | +15 | +1 | - | - | - | - |
| Jewelry | +57 | +22 | +46 | (S) | (S) | +56 | +25 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +22 | +8 | +20 | +16 | -1 | +20 | -1 | +17 | 0 |
| TOTAL (excluding farm products, raw materials) | +14 | +6 | +14 | +10 | +2 | +13 | -2 | +9 | 0 |
| Groceries and related products, total | +16 | +8 | +15 | +18 | 0 | +14 | -3 | +18 | 0 |
| General-line groceries | +9 | +7 | +10 | +12 | -2 | - | - | - | - |
| Voluntary groups | +8 | +8 | +8 | +18 | +1 | - | - | - | - |
| Retailer cooperatives | +14 | +8 | +11 | +16 | -3 | - | - | - | - |
| Nonaffiliated | +9 | +6 | +13 | +4 | -4 | - | - | - | - |
| Specialty-line groceries | +22 | +7 | +19 | +23 | +1 | - | - | - | - |
| Confectionery | +7 | +4 | +8 | -3 | +1 | - | - | - | - |
| Meats, meat products | +18 | +13 | +18 | +30 | -1 | - | - | - | - |
| Poultry, poultry products | +31 | +10 | +24 | +29 | +2 | - | - | - | - |
| Fresh fruits, vegetables | +17 | +8 | +17 | +17 | +2 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +5 | +15 | +4 | +1 | +1 | +4 | -3 | +1 | -3 |
| Beer | +1 | +19 | +5 | +1 | -6 | - | - | - | - |
| Wine, distilled spirits | +9 | +12 | +4 | +1 | +4 | - | - | - | - |
| Drugs, chemicals, allied products, total | +13 | +7 | +9 | +9 | +2 | +14 | +5 | +8 | +3 |
| Drugs, drug proprietaries, druggists' sundries | +7 | +5 | +6 | +8 | +2 | - | - | - | - |
| General-line drugs | +10 | +9 | +7 | +7 | -1 | - | - | - | - |
| Paints, varnishes | +5 | +7 | +5 | +3 | +1 | - | - | - | - |
| Other chemicals, allied products | +22 | +11 | +13 | +14 | +3 | - | - | - | - |
| Tobacco, tobacco products | -1 | +9 | +3 | +4 | +3 | -3 | -5 | +3 | +1 |
| Dry goods, apparel, total | +6 | -1 | +9 | (S) | (S) | +8 | -2 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | -2 | -11 | +8 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +4 | +7 | +4 | (S) | (S) | - | - | - | - |
| Piece goods converters | +29 | +10 | +23 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +17 | +10 | +14 | +12 | +1 | +15 | +4 | +12 | -1 |
| Paper | +16 | +11 | +13 | +11 | 0 | - | - | - | - |
| Stationery, office supplies | +17 | +5 | +17 | +12 | +2 | - | - | - | - |
| Farm products (raw materials), total[2] | +77 | +19 | +71 | +65 | -13 | +73 | 0 | +67 | -3 |
| Cotton | +15 | -24 | +16 | +85 | -14 | - | - | - | - |
| Grain | +93 | +21 | +89 | +101 | -18 | - | - | - | - |
| Other nondurable goods, total | +24 | 0 | +23 | +7 | +2 | +21 | -1 | +6 | +3 |
| Amusement, sporting goods | +15 | -3 | +20 | +13 | +6 | - | - | - | - |
| Books, magazines, newspapers | +8 | +2 | +11 | +19 | +9 | [illegible] | [illegible] | [illegible] | [illegible] |
| Coal | [illegible] | [illegible] | [illegible] | (S) | (S) | - | - | - | - |
| Farm supplies | +29 | -3 | +27 | -4 | -12 | - | - | - | - |

S Does not meet publication standards because of extreme variability or high nonresponse rate. [r]Revised.
[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.

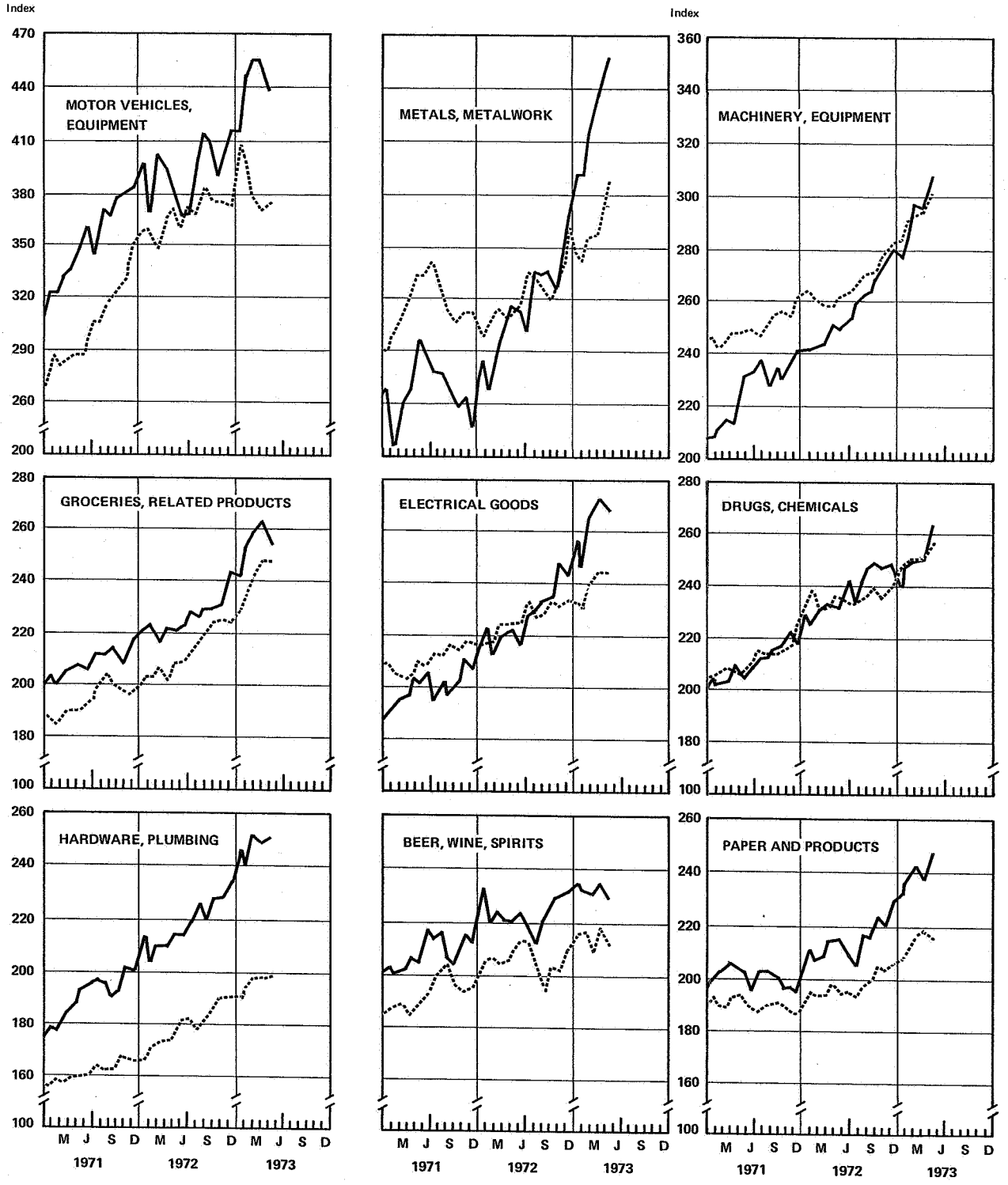
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

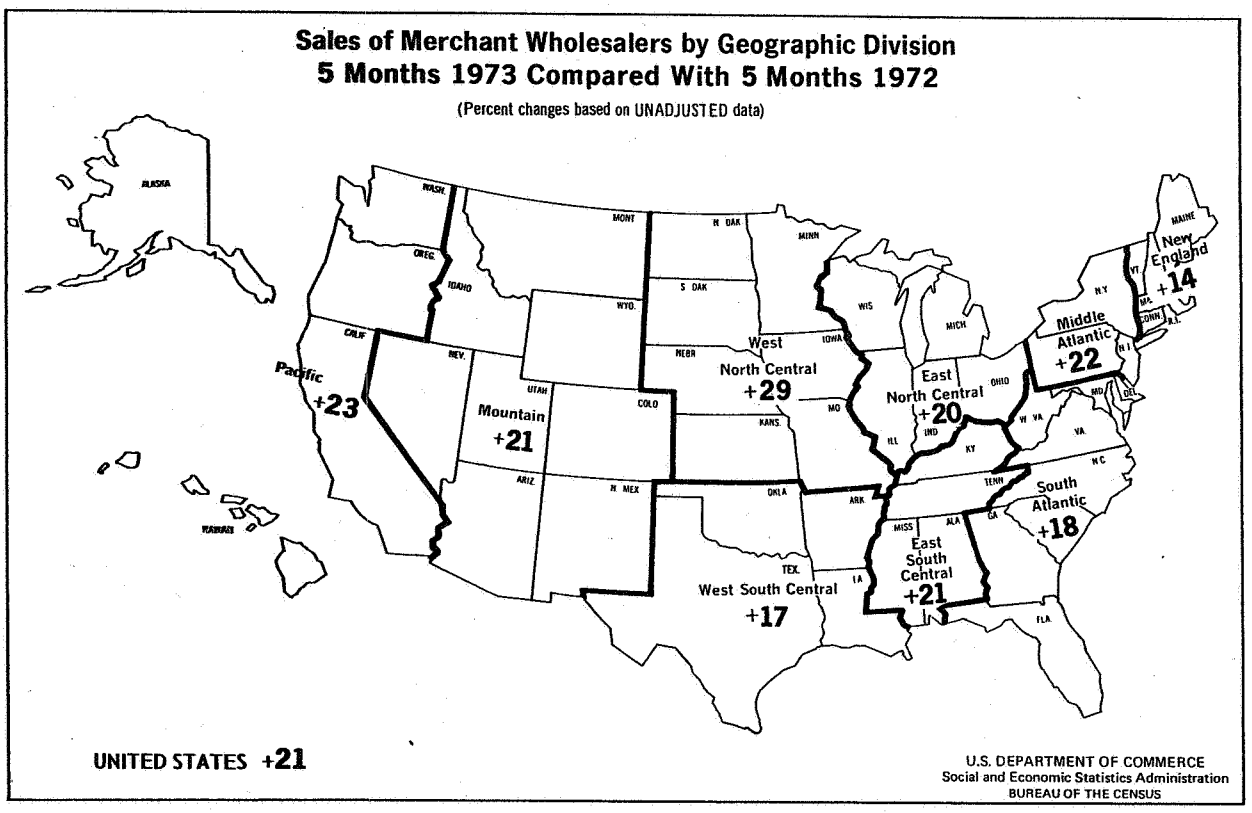
1957-59 Monthly average = 100

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: 1972 and 1973

(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 | 1973 | | | | | 1972 | | | | | | | | Total 5 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May[1] | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,094 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 141,696 | 117,043 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,406 | 1,215 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 6,325 | 5,569 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,133 | 6,578 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 37,794 | 30,966 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,569 | 4,640 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 25,277 | 20,962 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,700 | 2,050 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 12,032 | 9,347 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 2,675 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 15,002 | 12,675 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,696 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 7,841 | 6,489 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,815 | 2,267 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 12,280 | 10,500 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 964 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 4,505 | 3,733 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,576 | 3,661 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 20,643 | 16,812 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,820 | 11,898 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 66,050 | 54,125 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 704 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 3,022 | 2,477 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,391 | 2,803 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 15,189 | 12,641 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,707 | 2,208 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 12,327 | 10,026 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 894 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 4,121 | 3,459 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,754 | 1,410 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 7,902 | 6,490 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 723 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 3,179 | 2,578 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,537 | 1,212 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 6,566 | 5,509 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 519 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 2,377 | 1,927 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,592 | 1,967 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 11,366 | 9,017 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,274 | 13,392 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 75,646 | 62,919 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 702 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 3,303 | 3,082 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,742 | 3,775 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 22,601 | 18,325 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,862 | 2,432 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 12,949 | 10,936 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,807 | 1,270 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 7,911 | 5,888 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,482 | 1,264 | 1,329 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 7,100 | 6,184 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 973 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 4,662 | 3,911 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,278 | 1,055 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 5,713 | 4,991 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 445 | 388 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 2,128 | 1,806 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 1,984 | 1,693 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 9,278 | 7,795 | 2-5 | 4 |

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

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

# Table 7. Percent Changes in Sales and Inventories of Merchant Wholesalers, and Sampling Errors, by Geographic Divisions for Selected Kinds of Business: May 1973

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

| Kind of business and geographic division[1] | Percent change in-- Sales[1] | | | Inventories | | Sampling errors of the ratio corresponding to the percent change in columns--[2] | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | May 1973 from-- | | 5 months 1973 from 5 months 1972 | May 1973 from-- | | | | | | |
| | May 1972 | April 1973 | | May 1972 | April 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +23 | +8 | +21 | +14 | +1 | 0.9 | 0.4 | 0.7 | 0.8 | 0.2 |
| New England | +16 | +6 | +14 | +14 | +3 | 4.4 | 1.5 | 2.1 | 3.6 | 0.4 |
| Middle Atlantic | +24 | +8 | +22 | +7 | +1 | 1.4 | 0.8 | 1.2 | 1.5 | 0.6 |
| East North Central | +20 | +8 | +20 | +16 | +1 | 2.1 | 1.1 | 1.2 | 1.5 | 0.6 |
| West North Central | +32 | +11 | +29 | +22 | -2 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +21 | +4 | +18 | +16 | 0 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +22 | +9 | +21 | +15 | -1 | 3.4 | 1.6 | 1.9 | 2.2 | 0.7 |
| West South Central | +24 | +12 | +17 | +13 | -2 | 2.3 | 1.2 | 1.9 | 2.7 | 0.6 |
| Mountain | +18 | +3 | +21 | +19 | +1 | 4.4 | 2.6 | 3.8 | 4.6 | 1.0 |
| Pacific | +25 | +7 | +23 | +16 | +2 | 3.6 | 1.5 | 1.8 | 3.3 | 0.8 |
| Durable goods, total | +24 | +7 | +22 | +12 | +2 | 1.4 | 0.7 | 0.9 | 1.0 | 0.3 |
| New England | +32 | +9 | +22 | +13 | +3 | 7.7 | 2.7 | 3.3 | 3.7 | 0.9 |
| Middle Atlantic | +21 | +9 | +20 | +6 | +2 | 2.7 | 1.3 | 1.5 | 1.9 | 0.8 |
| East North Central | +23 | +5 | +23 | +13 | +2 | 3.1 | 1.6 | 1.9 | 1.9 | 0.9 |
| West North Central | +14 | +3 | +19 | +12 | +1 | 3.9 | 2.5 | 3.2 | 3.8 | 0.7 |
| South Atlantic | +24 | +3 | +22 | +14 | +2 | 3.1 | 1.6 | 2.4 | 2.5 | 0.8 |
| East South Central | +29 | +8 | +23 | +13 | +3 | 4.4 | 2.5 | 3.7 | 3.5 | 0.8 |
| West South Central | +27 | +12 | +19 | +12 | 0 | 3.4 | 1.4 | 2.9 | 3.4 | 0.7 |
| Mountain | +22 | +4 | +23 | +24 | +2 | 6.8 | 4.4 | 5.3 | 5.8 | 1.2 |
| Pacific | +32 | +8 | +26 | +16 | +3 | 6.7 | 2.0 | 2.1 | 3.1 | 1.5 |
| Nondurable goods, total | +22 | +8 | +20 | +16 | -1 | 1.3 | 0.6 | 0.9 | 1.3 | 0.3 |
| New England | +3 | +4 | +7 | +14 | +3 | 5.0 | 1.9 | 2.5 | 6.5 | 1.6 |
| Middle Atlantic | +26 | +6 | +23 | +8 | +1 | 1.7 | 1.1 | 1.8 | 3.6 | 0.6 |
| East North Central | +18 | +10 | +18 | +21 | -1 | 2.6 | 1.4 | 1.8 | 2.4 | 0.6 |
| West North Central | +42 | +15 | +34 | +34 | -4 | 3.9 | 1.7 | 2.9 | 5.4 | 1.3 |
| South Atlantic | +17 | +7 | +15 | +20 | -2 | 2.7 | 1.4 | 1.7 | 2.3 | 0.8 |
| East South Central | +17 | +9 | +19 | +18 | -4 | 4.0 | 1.5 | 2.4 | 2.6 | 0.9 |
| West South Central | +21 | +11 | +14 | +16 | -6 | 3.2 | 1.8 | 2.9 | 3.5 | 1.0 |
| Mountain | +14 | +2 | +18 | +7 | +1 | 5.0 | 1.9 | 5.2 | 6.7 | 1.9 |
| Pacific | +17 | +6 | +19 | +15 | 0 | 3.2 | 1.4 | 2.5 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +11 | +5 | +12 | +4 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +20 | (S) | (S) | 5 | - | 4 | - | - | 1 |
| Middle Atlantic | 0 | -2 | +15 | +2 | +1 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +4 | +4 | +8 | +11 | +2 | 8 | 3 | 5 | 7 | 1 |
| West North Central | +19 | +14 | +17 | -2 | 0 | 9 | 4 | 7 | 9 | 2 |
| South Atlantic | +16 | +8 | +8 | -6 | +2 | 8 | 3 | 5 | 6 | 3 |
| East South Central | (S) | +7 | +3 | (S) | (S) | - | 4 | 8 | 9 | 3 |
| West South Central | +24 | +4 | +19 | +14 | -6 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +2 | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Pacific | +6 | +7 | +12 | -8 | -2 | 9 | 3 | 5 | 9 | 2 |
| Electrical supplies, apparatus | +20 | +3 | +21 | +15 | +4 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +15 | +10 | (S) | +1 | - | 3 | 4 | - | 1 |
| Middle Atlantic | +15 | +3 | +17 | +6 | +2 | 7 | 4 | 5 | 6 | 1 |
| East North Central | +14 | -4 | +21 | +16 | +4 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +9 | +24 | +22 | +4 | - | 3 | 6 | 7 | 1 |
| South Atlantic | +41 | +4 | +31 | +27 | +6 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | -5 | +18 | (S) | +4 | - | 4 | 6 | - | 2 |
| West South Central | +15 | +5 | +17 | +2 | +2 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | -1 | (S) | (S) | +5 | - | 2 | - | - | 1 |
| Pacific | +21 | +8 | +16 | +19 | +2 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +21 | +1 | +18 | +4 | +2 | 3 | 2 | 3 | 3 | 1 |
| New England | (S) | +7 | (S) | (S) | +3 | - | 5 | - | - | 3 |
| Middle Atlantic | +14 | +1 | +13 | -5 | +1 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +28 | -2 | +18 | +11 | +3 | 8 | 4 | 4 | 7 | 2 |
| West North Central | (S) | -11 | +12 | (S) | -1 | - | 5 | 4 | - | 2 |
| South Atlantic | +18 | +5 | +24 | -9 | +2 | 8 | 3 | 7 | 7 | 2 |
| East South Central | +1 | +1 | +13 | +2 | +4 | 7 | 2 | 3 | 9 | 2 |
| West South Central | (S) | (S) | (S) | (S) | (S) | - | 3 | - | - | 3 |
| Mountain | (S) | +12 | +34 | (S) | +3 | - | 3 | 7 | - | 3 |
| Pacific | | | | | | | | | | |
| Furniture, home furnishings, total | +12 | +3 | +13 | +23 | +2 | 6 | 2 | 3 | 7 | 1 |
| New England | (S) | -1 | (S) | (S) | (S) | - | 5 | - | - | 4 |
| Middle Atlantic | +6 | +1 | +5 | +26 | +3 | 7 | 4 | 6 | 6 | 2 |
| East North Central | (S) | -4 | +19 | (S) | +2 | - | 4 | 7 | - | 2 |
| South Atlantic | (S) | +12 | +21 | (S) | +1 | - | 5 | 7 | - | 4 |
| East South Central | (S) | +2 | (S) | (S) | (S) | - | 5 | - | - | 3 |
| West South Central | +16 | +2 | +19 | (S) | +3 | 9 | 6 | 5 | - | 2 |
| Mountain | (S) | +2 | (S) | (S) | +6 | - | 6 | - | - | 4 |
| Pacific | +17 | +8 | +12 | +23 | +4 | 9 | 4 | 7 | 7 | 2 |
| Hardware | +17 | +7 | +17 | +10 | +1 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | +10 | (S) | (S) | +11 | - | 6 | - | - | 2 |
| Middle Atlantic | +14 | +9 | +18 | -6 | -1 | 7 | 4 | 6 | 7 | 1 |
| East North Central | +15 | +6 | +13 | +8 | +1 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +14 | +4 | +18 | +18 | -1 | 5 | 3 | 5 | 6 | 1 |
| South Atlantic | +13 | +11 | +20 | +9 | +2 | 8 | 3 | 6 | 9 | 2 |
| East South Central | +16 | +9 | +15 | +15 | -3 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | +2 | +14 | +11 | -2 | - | 3 | 5 | 7 | 1 |
| Mountain | (S) | +13 | +29 | (S) | -1 | - | 4 | 6 | - | 2 |
| Pacific | +14 | -1 | +18 | +22 | +4 | 8 | 2 | 4 | 6 | 1 |
| Plumbing and heating equipment, supplies | +18 | +7 | +19 | +12 | +1 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | -2 | +17 | (S) | -1 | - | 4 | 6 | - | 2 |
| Middle Atlantic | +12 | +10 | +7 | +21 | +2 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +6 | +5 | +13 | 0 | +2 | 7 | 5 | 5 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 5 months 1973 from 5 months 1972 | May 1973 from-- | | | | | | |
| | May 1972 | April 1973 | | May 1972 | April 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | +4 | +46 | +31 | +2 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | +6 | (S) | +26 | +3 | - | 5 | - | 8 | 2 |
| East South Central | (S) | +10 | +20 | (S) | +1 | - | 6 | 9 | - | 2 |
| West South Central | (S) | +9 | +13 | +5 | 0 | - | 6 | 6 | 9 | 3 |
| Pacific | -2 | +3 | +3 | +1 | +2 | 9 | 4 | 6 | 7 | 2 |
| Lumber, construction materials, total | +28 | +6 | +30 | +24 | +5 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +19 | +59 | (S) | +11 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +14 | +5 | +27 | +17 | +1 | 8 | 4 | 6 | 7 | 2 |
| East North Central | +10 | +11 | +16 | +21 | +5 | 8 | 3 | 5 | 6 | 2 |
| West North Central | +14 | +10 | +21 | +10 | +2 | 9 | 5 | 7 | 8 | 2 |
| South Atlantic | +51 | +11 | +24 | (S) | +4 | 9 | 3 | 4 | - | 3 |
| East South Central | (S) | +15 | (S) | (S) | +2 | - | 5 | - | - | 2 |
| West South Central | (S) | 0 | +31 | (S) | +14 | - | 4 | 7 | - | 2 |
| Pacific | +41 | -5 | +52 | (S) | (S) | 7 | 5 | 5 | - | 4 |
| Industrial machinery, equipment supplies distribution | +26 | +15 | +20 | +15 | 0 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | +13 | +9 | +22 | -1 | - | 5 | 4 | 7 | 3 |
| East North Central | (S) | +10 | +28 | +16 | +3 | - | 5 | 4 | 8 | 2 |
| South Atlantic | (S) | +10 | +11 | -2 | 0 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | +23 | +26 | +19 | +4 | - | 5 | 6 | 7 | 2 |
| Pacific | +26 | +23 | +21 | +13 | -4 | 9 | 6 | 5 | 6 | 2 |
| General-line grocery wholesalers | +9 | +7 | +10 | +12 | -2 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +1 | (S) | (S) | 0 | - | 3 | - | - | 2 |
| Middle Atlantic | +8 | +3 | +13 | +14 | -2 | 5 | 1 | 3 | 7 | 2 |
| East North Central | +12 | +10 | +10 | +20 | -3 | 4 | 1 | 2 | 4 | 1 |
| West North Central | +6 | +6 | +11 | +15 | -2 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +14 | +7 | +4 | +14 | -1 | 8 | 2 | 4 | 7 | 2 |
| East South Central | +9 | +10 | +9 | +7 | -2 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +6 | +8 | +9 | +5 | -2 | 6 | 2 | 3 | 7 | 1 |
| Mountain | +29 | +7 | +24 | +18 | 0 | 5 | 2 | 8 | 6 | 1 |
| Pacific | +12 | +8 | +9 | +10 | -2 | 5 | 1 | 2 | 5 | 1 |
| Specialty-line grocery wholesalers | +22 | +7 | +19 | +23 | +1 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +44 | +17 | +29 | +18 | 0 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +13 | +2 | +19 | (S) | +1 | 8 | 3 | 8 | - | 4 |
| West North Central | (S) | +6 | +26 | (S) | +2 | - | 2 | 5 | - | 1 |
| South Atlantic | -1 | -1 | +10 | -11 | -5 | 8 | 3 | 6 | 8 | 2 |
| East South Central | (S) | +8 | +1 | (S) | +5 | - | 2 | 5 | - | 4 |
| West South Central | (S) | +11 | +6 | (S) | +4 | - | 6 | 6 | - | 3 |
| Mountain | (S) | (S) | (S) | (S) | (S) | - | 5 | - | - | 4 |
| Pacific | (S) | +4 | +17 | (S) | 0 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +17 | +8 | +17 | +17 | +2 | 3 | 2 | 3 | 4 | 1 |
| New England | (S) | +17 | +5 | (S) | (S) | - | 6 | 9 | - | - |
| Middle Atlantic | +16 | +5 | +17 | (S) | +11 | 8 | 4 | 3 | - | 4 |
| East North Central | +19 | +17 | +14 | 0 | +2 | 8 | 3 | 3 | 7 | 3 |
| West North Central | (S) | +14 | +23 | +8 | -5 | - | 3 | 9 | 8 | 3 |
| South Atlantic | +10 | +3 | +18 | +28 | -5 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | +14 | (S) | (S) | +5 | - | 5 | - | - | 5 |
| West South Central | (S) | +11 | +17 | (S) | +2 | - | 3 | 5 | - | 3 |
| Mountain | (S) | +24 | +27 | (S) | (S) | - | 3 | 6 | - | 3 |
| Pacific | +17 | -2 | +17 | (S) | +3 | 8 | 4 | 6 | - | 4 |
| Drug wholesalers (general and specialty lines) | +7 | +5 | +6 | +8 | +2 | 3 | 2 | 3 | 3 | 1 |
| New England | -9 | +5 | (S) | (S) | (S) | 9 | 3 | - | - | 2 |
| Middle Atlantic | +6 | +2 | +2 | (S) | +2 | 8 | 5 | 5 | - | 2 |
| East North Central | +21 | +7 | +22 | +32 | +4 | 6 | 2 | 5 | 6 | 2 |
| West North Central | +7 | +5 | +9 | +9 | +5 | 8 | 4 | 8 | 9 | 2 |
| South Atlantic | 0 | +7 | (S) | +2 | +2 | 6 | 4 | - | 8 | 2 |
| East South Central | (S) | +7 | +10 | (S) | +1 | - | 3 | 6 | - | 3 |
| West South Central | +10 | +9 | +6 | +8 | -1 | 6 | 2 | 4 | 7 | 1 |
| Mountain | (S) | +5 | +3 | (S) | -6 | - | 2 | 4 | - | 3 |
| Pacific | +4 | +2 | +3 | -5 | +4 | 8 | 4 | 3 | 9 | 2 |
| Tobacco distributors | -1 | +9 | +3 | +4 | +3 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | +8 | -6 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | -1 | +7 | +3 | +25 | +9 | 5 | 2 | 3 | 7 | 1 |
| East North Central | -2 | +11 | +2 | +4 | +3 | 7 | 2 | 3 | 6 | 2 |
| West North Central | +11 | +12 | +4 | (S) | +2 | 9 | 2 | 5 | - | 1 |
| South Atlantic | +16 | +12 | +15 | +6 | 0 | 6 | 2 | 3 | 7 | 1 |
| East South Central | (S) | +10 | +8 | (S) | +2 | - | 2 | 6 | - | 3 |
| West South Central | -9 | +6 | -1 | -2 | +2 | 9 | 1 | 4 | 9 | 1 |
| Mountain | (S) | +14 | -7 | (S) | -1 | - | 3 | 6 | - | 1 |
| Pacific | -16 | +6 | -5 | -12 | +1 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +6 | -1 | +9 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +5 | -2 | +9 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | -9 | +2 | (S) | (S) | - | 6 | 7 | 9 | 2 |
| East South Central | +23 | +4 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | -3 | (S) | (S) | - | - | 8 | - | 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 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| **Seasonal adjustment factors for inventories** | | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 98.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.8 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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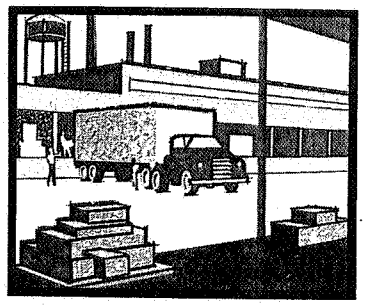


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: August 1973

BW-73-6

# June 1973

Sales–June 1973 sales of merchant wholesalers were estimated at $30.3 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, June sales were $29.7 billion, virtually unchanged from last month, but 22 percent above June 1972. Adjusted April-through-June average sales were 4 percent above the January-through-March period, and were 22 percent above the average for the comparable months a year ago.

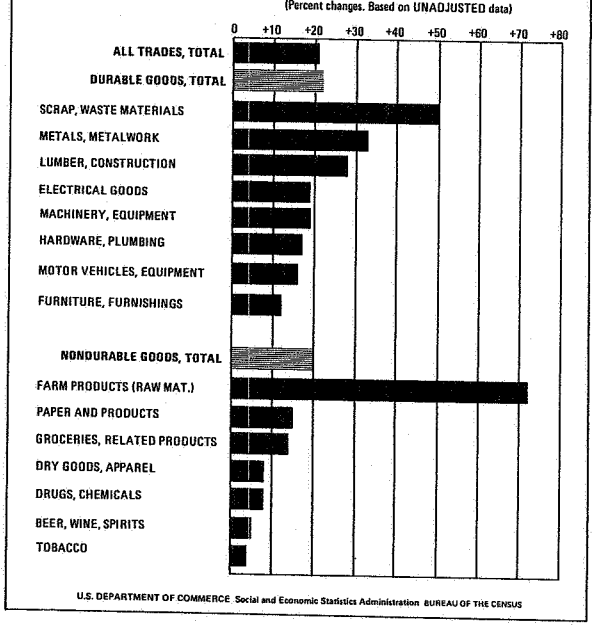
After adjustment, June sales in the durable goods trades remained virtually unchanged from the previous month but were 24 percent above June 1972. Nondurable goods sales also remained unchanged from the previous month but were 22 percent above the same month a year ago. Average monthly sales in the durable goods group during the April-through-June period were 4 percent above the prior 3 months and were 23 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 January-through-March period, and were 22 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; 7 indicating declines; and 5 no change. The largest increase was reported in farm products, raw materials (4%). The larger decreases were noted in jewelry (-6%), and scrap, waste materials (-4%). Compared with sales a year ago, all trade groups showed increases. Among the sharper increases were farm products, raw materials (81%); scrap, waste materials (46%); and metals, metalwork (33%).

Inventories–Total inventories of merchant wholesalers were valued at $34.2 billion at the end of June. After adjustment for seasonal variations June inventories were up 1 percent from last month, and were 16 percent above June 1972. Durable goods stocks were up 2 percent from last month and were 14 percent above June 1972. Nondurable goods stocks were virtually unchanged from the previous month but were 19 percent above stocks on hand a year ago.

Based on adjusted data, all trade groups showed increases from their previous months' inventory levels with the exception of farm products, raw materials (-5%); furniture, home furnishings (-1%); and drugs, chemicals which showed no change. The larger increases were noted in tobacco, tobacco products (5%), and groceries, and related products (4%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (71%), and lumber, construction materials (25%).

**Sales of Merchant Wholesalers in Selected Kinds of Business 6 Months 1973 Compared With 6 Months 1972**




Stock-Sales Ratio–The June stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 116 percent, 1 point above the previous month, but 6 points below the June 1972 ratio. The stock-sales ratio for the durable goods was 146 percent, 3 points above last month, but down 12 points below the year-ago ratio. The ratio for nondurable goods was 89 percent, virtually unchanged from the previous month, but down 2 points below the June 1972 ratio.

An advance release of June 1973 data was issued on August 6, 1973

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# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | 1972 | | | | | | | Total 6 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June[1] | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,267 | 25,389 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 172,099 | 142,431 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,830 | 24,020 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 157,696 | 134,041 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,692 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 80,747 | 66,251 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,808 | 2,352 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 15,564 | 13,453 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,416 | 1,274 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 7,802 | 6,936 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,182 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 6,636 | 6,033 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,939 | 1,589 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 10,450 | 8,745 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 813 | 838 | 881 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 4,740 | 3,940 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 941 | 926 | 1,069 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 5,710 | 4,805 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 609 | 599 | 691 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 3,763 | 3,269 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 557 | 572 | 570 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 3,317 | 2,959 |
| Furniture-household, office | (S) | 162 | 182 | 175 | (S) | (S) | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 1,030 | 913 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 382 | 401 | (S) | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 2,288 | 2,046 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,373 | 1,215 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 7,466 | 6,394 |
| Hardware | 433 | 433 | 492 | 479 | 515 | 498 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 2,849 | 2,456 |
| General-line hardware | 243 | 241 | 284 | 267 | 283 | 282 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 1,599 | 1,392 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 3,649 | 3,095 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | (S) | 212 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 968 | 844 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,739 | 1,434 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 9,398 | 7,313 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,166 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 6,377 | 4,711 |
| Construction materials | 432 | (S) | 494 | 522 | 576 | 573 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 3,020 | 2,601 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,703 | 3,127 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 20,220 | 17,033 |
| Construction machinery, equipment | 468 | 501 | 596 | 610 | 649 | 632 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 3,455 | 2,931 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,843 | 1,431 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 9,844 | 8,106 |
| Professional equipment, supplies | 386 | 395 | 457 | 418 | 449 | 472 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 2,576 | 2,381 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 183 | 185 | 183 | 186 | 170 | 188 | 172 | 181 | 181 | 172 | 1,070 | 1,044 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,615 | 1,226 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 9,090 | 6,810 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,241 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 7,123 | 5,335 |
| Nonferrous metals | 277 | 278 | 362 | 329 | 347 | 373 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 1,968 | 1,474 |
| Scrap, waste materials, total[3] | 502 | 558 | 666 | 660 | 778 | 700 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 3,865 | 2,585 |
| Iron, steel scrap | 304 | 361 | 437 | 416 | (S) | 444 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 2,486 | 1,549 |
| Waste materials | 199 | 197 | 229 | 244 | 254 | 256 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 1,379 | 1,036 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,575 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 91,352 | 76,180 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,138 | 11,893 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 76,948 | 67,789 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,493 | 4,943 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 32,290 | 28,187 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,070 | 1,941 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 12,360 | 11,268 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,430 | 1,307 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 8,653 | 7,368 |
| Confectionery | 93 | 95 | 104 | 104 | 110 | 102 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 609 | 566 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,120 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 6,543 | 5,528 |
| Poultry, poultry products | 238 | 222 | 264 | 256 | 280 | 279 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 1,538 | 1,240 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 442 | 489 | 491 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 2,586 | 2,217 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,405 | 1,379 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 7,378 | 7,052 |
| Beer | 493 | 469 | 543 | 545 | 676 | 706 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 3,432 | 3,242 |
| Wine, distilled spirits | 561 | 577 | 707 | 653 | 749 | 699 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 3,946 | 3,810 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,046 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 6,124 | 5,680 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 555 | 587 | 559 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 3,402 | 3,221 |
| General-line drugs | 270 | 230 | 252 | 242 | 260 | 250 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 1,502 | 1,410 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 55 | 55 | 53 | 51 | 58 | 52 | 51 | 47 | 39 | 294 | 280 |
| Other chemicals, allied products | 369 | 359 | 417 | 418 | 434 | 432 | 395 | 335 | 385 | 352 | 368 | 358 | 337 | 2,429 | 2,180 |
| Tobacco, tobacco products | 555 | 517 | 583 | 555 | 634 | 620 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 3,465 | 3,338 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,113 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 6,660 | 6,138 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 3,030 | 2,805 |
| Dry goods, notions | 431 | 391 | 414 | 380 | (S) | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 2,472 | 2,367 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 746 | 822 | 809 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 4,582 | 3,980 |
| Paper | 552 | 520 | 590 | 576 | 640 | 631 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 3,509 | 3,061 |
| Stationery, office supplies | 181 | 173 | 190 | 171 | 181 | 178 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 1,074 | 919 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,437 | 1,369 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 14,403 | 8,390 |
| Grain | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,900 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 10,947 | 5,762 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,652 | 2,218 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 16,447 | 13,412 |
| Books, magazines, newspapers | 167 | 158 | 177 | 162 | 166 | 173 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 1,003 | 904 |

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 12, Estimating Procedures.
[2]The automotive group is subject to a high sampling variability of 6 percent.
[3]The scrap, waste materials 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: 1972 and 1973

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

| Kind of business | 1973 | | | | | | 1972 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June[1] | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 34,154 | 29,648 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 21,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 32,157 | 28,465 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,489 | 18,003 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 4,034 | 3,732 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,486 | 2,184 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,869 | 2,547 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,219 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,651 | 1,568 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 900 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 692 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,195 | 1,970 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 881 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,051 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,551 | 1,242 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,064 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,814 | 5,065 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,657 | 1,441 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,371 | 1,995 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,302 | 1,972 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,927 | 1,579 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,665 | 11,646 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,668 | 10,462 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,207 | 2,614 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,499 | 1,295 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,169 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,471 | 1,372 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 364 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,319 | 1,231 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 896 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 788 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 545 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | 1972 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June[1] | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 112 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 116 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 139 | 148 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 144 | 159 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 176 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 148 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 140 | 132 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 172 | 154 | 185 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 158 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | (S) | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 160 | 162 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 177 | 174 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | 165 | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 89 | 87 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 157 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 262 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 130 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 143 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 155 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 89 | 88 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 53 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 82 | 68 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 51 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 158 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 126 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 160 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 90 | 102 | 84 | 92 | 88 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

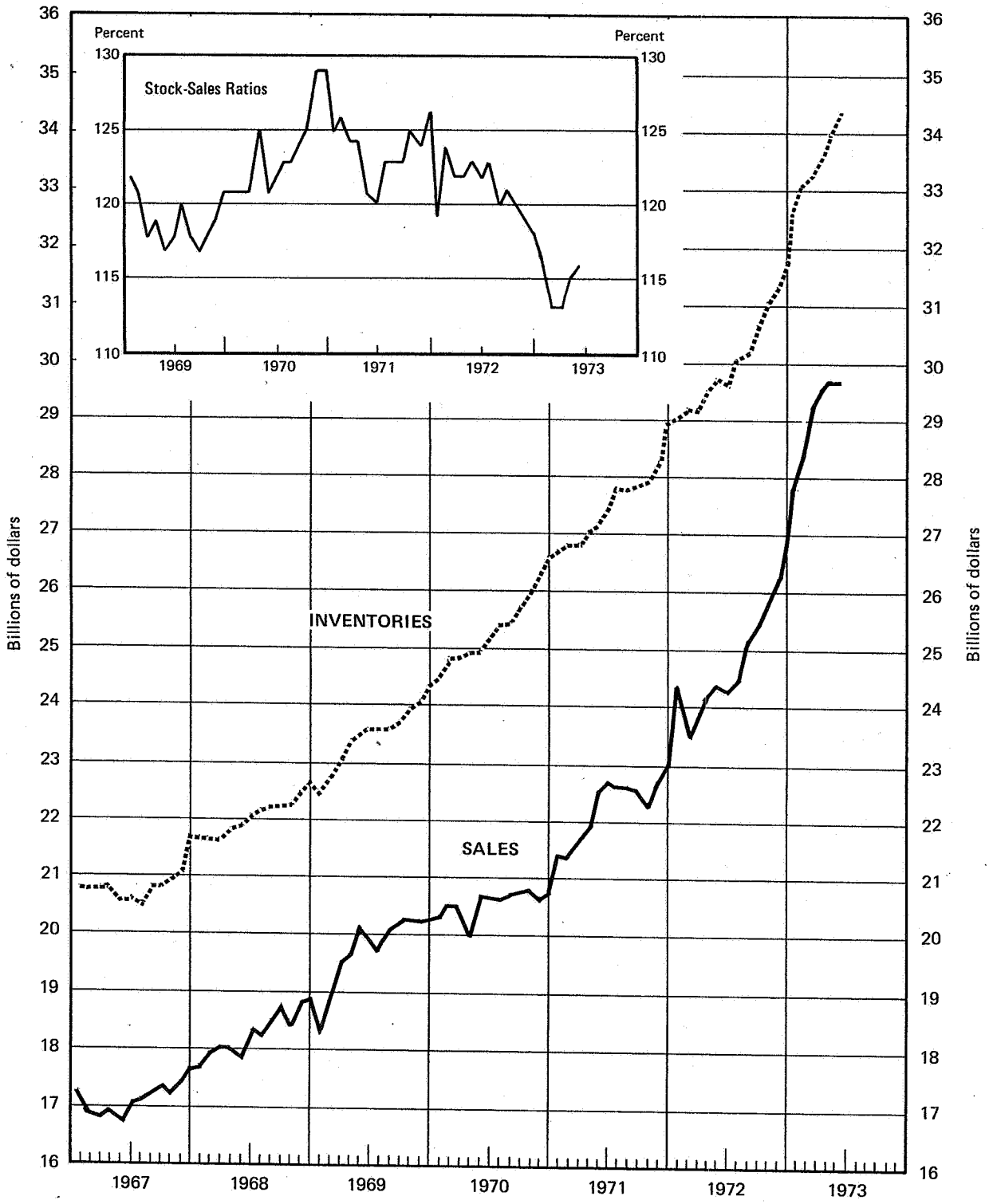
| Kind of business | 1973 | | | | | | 1972 | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June[1] | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,683 | 24,230 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 27,028 | 22,761 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,898 | 11,248 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,612 | 2,123 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,897 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 565 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,275 | 1,102 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,590 | 1,292 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,480 | 2,885 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,548 | 1,167 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 664 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,785 | 12,982 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,130 | 11,513 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,449 | 4,747 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,306 | 1,249 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,063 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 600 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,135 | 1,052 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 814 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,655 | 1,469 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,763 | 2,234 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,388 | 29,641 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,895 | 28,181 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,302 | 17,780 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 4,050 | 3,691 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,835 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 876 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,146 | 1,926 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,194 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,762 | 5,005 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,318 | 1,998 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,086 | 11,861 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,593 | 10,401 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,266 | 2,657 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,410 | 1,333 | 1,334 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,327 | 1,238 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 779 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 122 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 124 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 158 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 155 | 174 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 149 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 155 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 175 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 92 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 166 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 150 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 60 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 108 | 107 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 125 | 125 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: June 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | June 1973 from-- | | 6 months 1973 from 6 months 1972 | June 1973 from-- | | June 1973 from-- | | June 1973 from-- | |
| | June 1972 | May 1973 | | June 1972 | May 1973 | June 1972 | May 1973 | June 1972 | May 1973 |
| MERCHANT WHOLESALERS, TOTAL | +19 | -3 | +21 | +15 | +1 | +22 | 0 | +16 | +1 |
| TOTAL (excluding farm products, raw materials) | +16 | -2 | +18 | +13 | +2 | +19 | 0 | +13 | +2 |
| DURABLE GOODS, TOTAL | +21 | -1 | +22 | +14 | +2 | +24 | 0 | +14 | +2 |
| Motor vehicles, automotive equipment, total | +19 | -2 | +16 | +8 | +1 | +23 | 0 | +10 | +2 |
| Automobiles, other motor vehicles | +29 | -1 | +19 | 0 | -1 | - | - | - | - |
| Automotive equipment, tires, tubes | +11 | -2 | +12 | +14 | +2 | - | - | - | - |
| Automotive equipment | +8 | -3 | +10 | +12 | +2 | - | - | - | - |
| Electrical goods, total | +22 | +10 | +19 | +13 | +4 | +26 | +3 | +13 | +3 |
| Electrical supplies, apparatus | +17 | +4 | +20 | +24 | +4 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +26 | +15 | +19 | +5 | +4 | - | - | - | - |
| Appliances, TV, radio sets | +20 | +15 | +15 | -4 | +2 | - | - | - | - |
| Furniture, home furnishings, total | +7 | 0 | +12 | +18 | +2 | +10 | +1 | +18 | -1 |
| Furniture-household, office | +2 | +3 | +13 | +12 | 0 | - | - | - | - |
| Household furniture | -4 | -3 | +14 | +9 | +2 | | | | |
| Office furniture | +8 | +8 | +12 | +17 | -3 | - | - | - | - |
| Home furnishings, floor coverings | +9 | -2 | +12 | +20 | +2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +13 | 0 | +17 | +11 | +1 | +16 | -1 | +11 | +1 |
| Hardware | +10 | -3 | +16 | +12 | +2 | - | - | - | - |
| General-line hardware | +9 | 0 | +15 | +10 | +3 | - | - | - | - |
| Plumbing and heating equipment, supplies | +14 | -1 | +18 | +9 | +1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +18 | +10 | +15 | +19 | -4 | - | - | - | - |
| Lumber, construction materials, total | +21 | -1 | +28 | +25 | +3 | +23 | -1 | +25 | +2 |
| Lumber, millwork | +28 | -2 | +35 | +34 | +5 | - | - | - | - |
| Construction materials | +9 | -1 | +16 | +9 | -1 | - | - | - | - |
| Machinery, equipment, supplies, total | +18 | -1 | +19 | +15 | +2 | +21 | 0 | +15 | +2 |
| Commercial machines, equipment | +17 | +3 | +18 | +21 | +5 | - | - | - | - |
| Construction machinery, equipment | +15 | -3 | +18 | +16 | +2 | - | - | - | - |
| Industrial machinery, equipment, supplies | +27 | -2 | +21 | +19 | +2 | - | - | - | - |
| Professional equipment, supplies | +9 | +5 | +8 | +16 | +3 | - | - | - | - |
| Surgical, medical, hospital supplies | +18 | +7 | +14 | +23 | +4 | - | - | - | - |
| Service-establishment equipment, supplies | -2 | -2 | +2 | -3 | -4 | - | - | - | - |
| Metals, metalwork (except scrap), total | +32 | -6 | +33 | +17 | +3 | +33 | -3 | +16 | +3 |
| Iron, steel, and products | +29 | -9 | +34 | +22 | +2 | - | - | - | - |
| Nonferrous metals | +42 | +7 | +33 | -4 | +9 | - | - | - | - |
| Scrap, waste materials, total[2,3] | +48 | -10 | +50 | +22 | +2 | +46 | -4 | +23 | +2 |
| Iron, steel scrap | +54 | (S) | +60 | +24 | +5 | - | - | - | - |
| Waste materials | +40 | 0 | +33 | +18 | -2 | - | - | - | - |
| Jewelry | +37 | -8 | +43 | (S) | (S) | +32 | -6 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +17 | -5 | +20 | +17 | -1 | +22 | 0 | +19 | 0 |
| TOTAL (excluding farm products, raw materials) | +10 | -4 | +14 | +12 | +2 | +14 | 0 | +11 | +1 |
| Groceries and related products, total | +11 | -6 | +14 | +23 | +2 | +15 | 0 | +23 | +4 |
| General-line groceries | +7 | -6 | +10 | +16 | +2 | - | - | - | - |
| Voluntary groups | +5 | -6 | +8 | +17 | 0 | - | - | - | - |
| Retailer cooperatives | +9 | -4 | +10 | +14 | +2 | - | - | - | - |
| Nonaffiliated | +8 | -9 | +13 | +15 | +3 | - | - | - | - |
| Specialty-line groceries | +9 | -8 | +17 | +31 | +4 | - | - | - | - |
| Confectionery | +3 | -7 | +8 | +2 | +2 | - | - | - | - |
| Meats, meat products | +19 | -6 | +18 | +38 | -1 | - | - | - | - |
| Poultry, poultry products | +26 | 0 | +24 | +30 | -1 | - | - | - | - |
| Fresh fruits, vegetables | +13 | 0 | +17 | +18 | +4 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +2 | -2 | +5 | +7 | +3 | +5 | -1 | +6 | +2 |
| Beer | +6 | +4 | +6 | +5 | -4 | - | - | - | - |
| Wine, distilled spirits | -2 | -7 | +4 | +8 | +6 | - | - | - | - |
| Drugs, chemicals, allied products, total | +5 | -3 | +8 | +7 | 0 | +7 | 0 | +7 | 0 |
| Drugs, drug proprietaries, druggists' sundries | +2 | -5 | +6 | +8 | -1 | - | - | - | - |
| General-line drugs | +7 | -4 | +7 | +8 | +1 | - | - | - | - |
| Paints, varnishes | +4 | 0 | +5 | +10 | +2 | - | - | - | - |
| Other chemicals, allied products | +9 | -1 | +11 | +5 | 0 | - | - | - | - |
| Tobacco, tobacco products | +3 | -2 | +4 | +11 | +1 | +6 | +3 | +10 | +5 |
| Dry goods, apparel, total | +4 | +4 | +8 | (S) | (S) | +8 | 0 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +3 | +10 | +8 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +1 | +2 | +4 | (S) | (S) | - | - | - | - |
| Piece goods converters | +11 | -5 | +20 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +19 | -2 | +15 | +12 | +2 | +22 | +3 | +12 | +2 |
| Paper | +20 | -2 | +15 | +15 | +2 | - | - | - | - |
| Stationery, office supplies | +13 | -2 | +17 | +6 | +3 | - | - | - | - |
| Farm products (raw materials), total[2] | +78 | -10 | +72 | +69 | -12 | +81 | +4 | +71 | -5 |
| Cotton | +46 | 0 | +20 | +84 | -19 | - | - | - | - |
| Grain | +98 | -11 | +90 | +91 | -17 | - | - | - | - |
| Other nondurable goods, total | +20 | -7 | +23 | +8 | +2 | +24 | -1 | +8 | +1 |
| Amusement, sporting goods | +9 | -6 | +18 | +5 | 0 | - | - | - | - |
| Books, magazines, newspapers | +9 | +4 | +11 | +22 | 0 | - | - | - | - |
| Coal | +22 | -6 | +9 | (S) | (S) | - | - | - | - |
| Farm supplies | +44 | -22 | +30 | +1 | -3 | - | - | - | - |

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

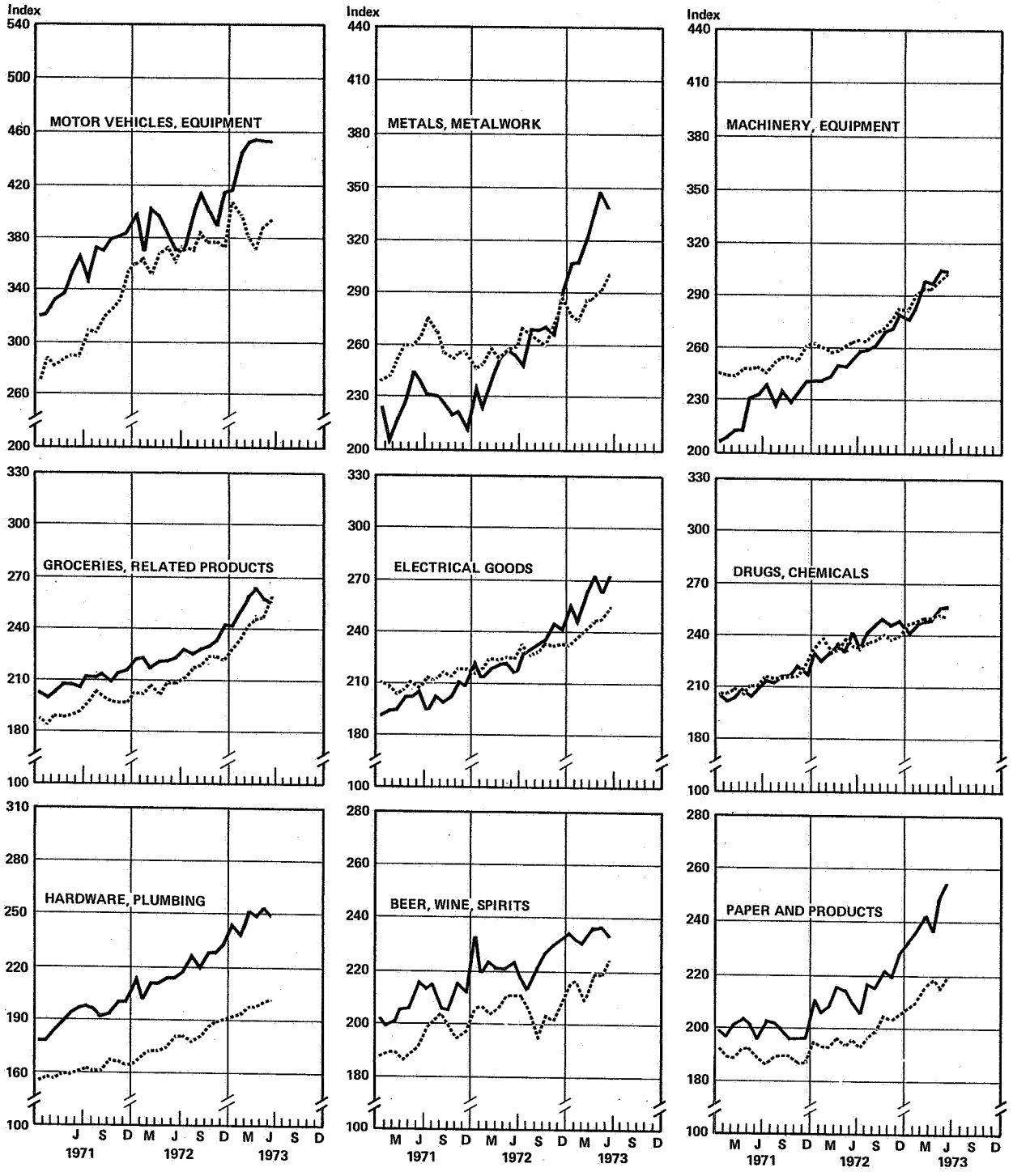
[1] Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2] There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution. [3] This group is also subject to a high sampling variability of 10 percent for the month to month sales trends.

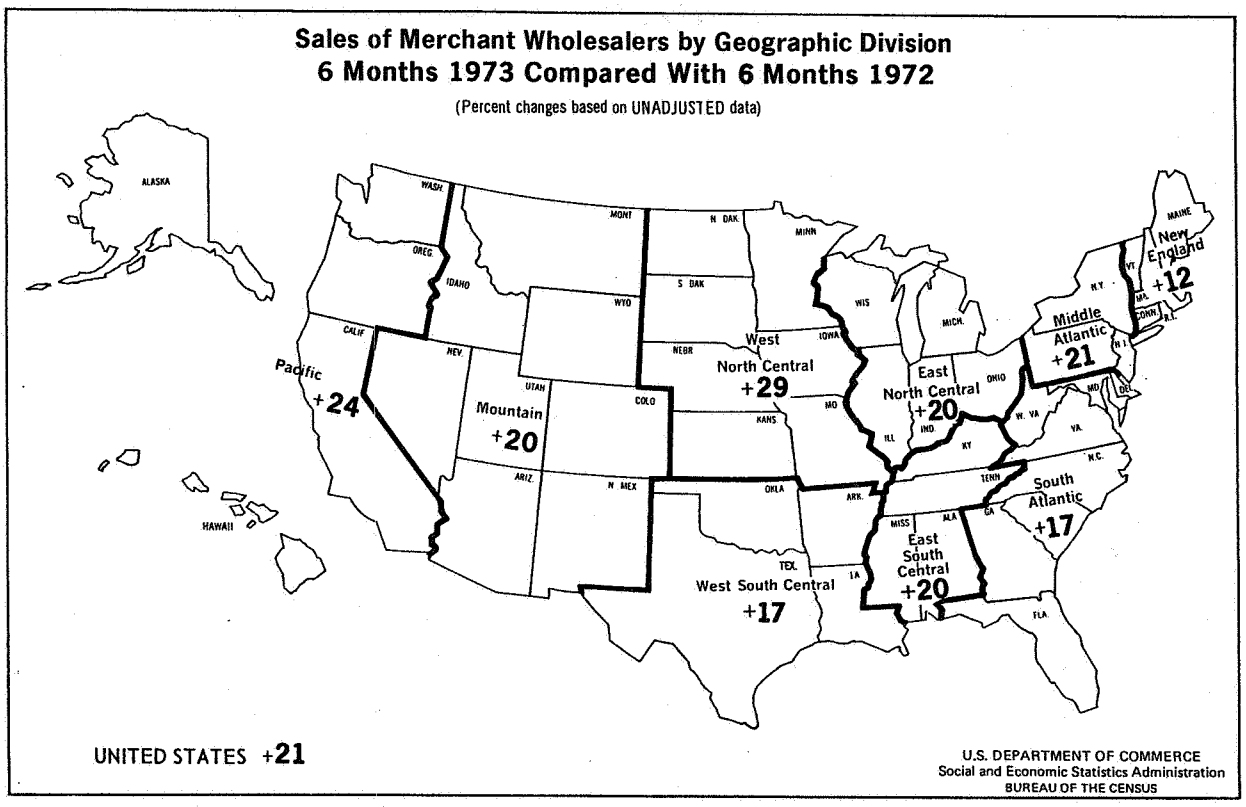
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data asjusted for seasonal variations and trading day differences

Sales ——————
Inventories .....






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | 1972 | | | | | | | Total 6 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June[1] | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,267 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 172,099 | 142,431 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,361 | 1,245 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 7,653 | 6,805 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,910 | 6,799 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 45,783 | 37,765 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,424 | 4,545 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 30,706 | 25,506 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,650 | 2,019 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 14,680 | 11,366 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,124 | 2,797 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 18,126 | 15,472 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,617 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 9,487 | 7,877 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,691 | 2,245 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 14,960 | 12,745 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 977 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 5,496 | 4,565 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,513 | 3,517 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 25,208 | 20,295 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,692 | 12,127 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 80,747 | 66,251 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 662 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 3,656 | 3,031 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,330 | 2,845 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 18,562 | 15,486 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,677 | 2,258 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 15,010 | 12,284 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 942 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 5,111 | 4,254 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,740 | 1,468 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 9,637 | 7,958 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 746 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 3,931 | 3,191 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,516 | 1,234 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 8,040 | 6,744 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 535 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 2,913 | 2,378 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,544 | 1,907 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 13,887 | 10,925 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,575 | 13,262 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 91,352 | 76,180 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 699 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 3,997 | 3,773 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,580 | 3,954 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 27,221 | 22,279 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,747 | 2,286 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 15,696 | 13,222 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,707 | 1,224 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 9,569 | 7,113 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,384 | 1,329 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 8,489 | 7,514 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 871 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 5,556 | 4,685 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,174 | 1,011 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 6,919 | 6,002 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 443 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 2,584 | 2,187 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,969 | 1,610 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 11,321 | 9,405 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | June 1973 from-- | | 6 months 1973 from 6 months 1972 | June 1973 from-- | | | | | | |
| | June 1972 | May 1973 | | June 1972 | May 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +19 | -3 | +21 | +15 | +1 | 0.9 | 0.4 | 0.5 | 0.8 | 0.2 |
| New England | +9 | -1 | +12 | +11 | +2 | 4.4 | 1.5 | 1.6 | 3.6 | 0.4 |
| Middle Atlantic | +16 | -4 | +21 | +9 | +1 | 1.4 | 0.8 | 1.1 | 1.5 | 0.6 |
| East North Central | +19 | -3 | +20 | +18 | +1 | 2.1 | 1.1 | 0.8 | 1.5 | 0.6 |
| West North Central | +31 | -2 | +29 | +26 | -1 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +12 | -4 | +17 | +13 | +1 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +16 | -6 | +20 | +24 | 0 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +20 | -4 | +17 | +13 | +1 | 2.3 | 1.2 | 1.5 | 2.7 | 0.6 |
| Mountain | +17 | 0 | +20 | +27 | +3 | 4.4 | 2.6 | 2.9 | 4.6 | 1.0 |
| Pacific | +28 | -3 | +24 | +16 | +2 | 3.6 | 1.5 | 1.3 | 3.3 | 0.8 |
| Durable goods, total | +21 | -1 | +22 | +14 | +2 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +19 | -2 | +20 | +7 | +1 | 7.7 | 2.7 | 3.0 | 3.7 | 0.9 |
| Middle Atlantic | +17 | -3 | +20 | +9 | +2 | 2.7 | 1.3 | 1.9 | 1.9 | 0.8 |
| East North Central | +18 | -1 | +22 | +16 | +3 | 3.1 | 1.6 | 1.5 | 1.9 | 0.9 |
| West North Central | +18 | 0 | +20 | +20 | +2 | 3.9 | 2.5 | 2.8 | 3.8 | 0.7 |
| South Atlantic | +18 | -1 | +21 | +12 | +2 | 3.1 | 1.6 | 2.2 | 2.5 | 0.8 |
| East South Central | +22 | +2 | +23 | +14 | +3 | 4.4 | 2.5 | 3.0 | 3.5 | 0.8 |
| West South Central | +23 | +1 | +19 | +13 | +3 | 3.4 | 1.4 | 2.2 | 3.4 | 0.7 |
| Mountain | +19 | +3 | +22 | +30 | +3 | 6.8 | 4.4 | 4.5 | 5.8 | 1.2 |
| Pacific | +33 | -1 | +28 | +14 | +1 | 6.7 | 2.0 | 1.9 | 3.1 | 1.5 |
| Nondurable goods, total | +17 | -5 | +20 | +17 | -1 | 1.3 | 0.6 | 0.7 | 1.3 | 0.3 |
| New England | +1 | 0 | +6 | +15 | +3 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +16 | -4 | +22 | +8 | +1 | 1.7 | 1.1 | 1.4 | 3.6 | 0.6 |
| East North Central | +20 | -4 | +19 | +21 | -3 | 2.6 | 1.4 | 1.4 | 2.4 | 0.6 |
| West North Central | +39 | -3 | +34 | +32 | -4 | 3.9 | 1.7 | 3.3 | 5.4 | 1.3 |
| South Atlantic | +4 | -7 | +13 | +15 | -1 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +12 | -13 | +18 | +36 | -4 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +16 | -10 | +15 | +12 | -3 | 3.2 | 1.8 | 2.4 | 3.5 | 1.0 |
| Mountain | +16 | -3 | +18 | +22 | +5 | 5.0 | 1.9 | 4.0 | 6.7 | 1.9 |
| Pacific | +22 | -4 | +20 | +19 | +3 | 3.2 | 1.4 | 1.6 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +11 | -2 | +12 | +14 | +2 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | -2 | (S) | (S) | -2 | - | 4 | - | - | 1 |
| Middle Atlantic | +17 | +1 | +17 | +19 | +2 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +5 | -2 | +8 | +24 | +4 | 8 | 3 | 4 | 7 | 1 |
| West North Central | +9 | -17 | +18 | +25 | +3 | 9 | 4 | 5 | 9 | 2 |
| South Atlantic | +15 | 0 | +10 | +2 | 0 | 8 | 3 | 4 | 6 | 3 |
| East South Central | (S) | -2 | -2 | -1 | +1 | - | 4 | 8 | 9 | 3 |
| West South Central | +4 | +2 | +15 | +5 | +1 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +5 | (S) | (S) | +6 | - | 6 | - | - | 2 |
| Pacific | +10 | -7 | +13 | -3 | +2 | 9 | 3 | 4 | 9 | 2 |
| Electrical supplies, apparatus | +17 | +4 | +20 | +24 | +4 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +1 | +16 | (S) | +3 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +4 | +2 | +15 | +11 | +1 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +13 | +4 | +20 | +28 | +6 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +8 | +27 | +30 | -1 | - | 3 | 5 | 7 | 1 |
| South Atlantic | +21 | +2 | +27 | +24 | +4 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | +9 | +19 | (S) | +2 | - | 4 | 6 | - | 2 |
| West South Central | +17 | +6 | +18 | +19 | 0 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | +17 | (S) | (S) | +4 | - | 2 | - | - | 1 |
| Pacific | +15 | -1 | +16 | +30 | +7 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +26 | +15 | +19 | +5 | +4 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +12 | (S) | (S) | -8 | - | 5 | - | - | 3 |
| Middle Atlantic | +24 | +14 | +14 | +4 | +3 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +23 | +18 | +18 | +2 | +5 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | +14 | +11 | (S) | +7 | - | 5 | 5 | - | 2 |
| South Atlantic | +23 | +16 | +24 | -14 | +1 | 8 | 3 | 5 | 7 | 2 |
| West South Central | +28 | +15 | +17 | +38 | +8 | 7 | 2 | 3 | 9 | 2 |
| Mountain | (S) | +19 | (S) | (S) | 0 | - | 3 | - | - | 3 |
| Pacific | (S) | +16 | +36 | (S) | +5 | - | 3 | 5 | - | 3 |
| Furniture, home furnishings, total | +7 | 0 | +12 | +18 | +2 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | +12 | +17 | (S) | -16 | - | 5 | 8 | - | 4 |
| Middle Atlantic | -6 | -10 | +3 | (S) | (S) | 7 | 4 | 5 | 6 | 2 |
| East North Central | (S) | -5 | +15 | (S) | +3 | - | 4 | 5 | - | 2 |
| South Atlantic | (S) | +13 | +21 | (S) | -3 | - | 5 | 6 | - | 4 |
| East South Central | (S) | -9 | (S) | (S) | +1 | - | 5 | - | - | 3 |
| West South Central | +17 | +8 | +19 | (S) | +4 | 9 | 6 | 6 | - | 2 |
| Mountain | (S) | +17 | +23 | (S) | (S) | - | 6 | 9 | - | 4 |
| Pacific | 0 | 0 | +8 | +12 | +2 | 9 | 4 | 6 | 7 | 2 |
| Hardware | +10 | -3 | +16 | +12 | +2 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | -6 | (S) | (S) | +3 | - | 6 | - | - | 2 |
| Middle Atlantic | +7 | -8 | +18 | +10 | +1 | 7 | 4 | 5 | 7 | 1 |
| East North Central | +11 | -5 | +13 | +15 | 0 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +22 | +2 | +19 | +21 | -3 | 5 | 3 | 4 | 6 | 1 |
| South Atlantic | +15 | -3 | +19 | +23 | +9 | 8 | 3 | 4 | 9 | 2 |
| East South Central | -10 | -6 | +9 | -10 | +6 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | +1 | +16 | +18 | 0 | - | 3 | 4 | 7 | 1 |
| Mountain | (S) | -4 | +25 | (S) | +3 | - | 4 | 1 | - | 2 |
| Pacific | +1 | +2 | +14 | +2 | +3 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +14 | -1 | +18 | +9 | +1 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | -7 | +13 | (S) | +4 | - | 4 | 4 | - | 2 |
| Middle Atlantic | +14 | -2 | +8 | +15 | -1 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +3 | 0 | +12 | 0 | 0 | 7 | 5 | 3 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 6 months 1973 from 6 months 1972 | June 1973 from-- | | | | | | |
| | June 1972 | May 1973 | | June 1972 | May 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | +4 | +38 | -2 | +2 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | -4 | +38 | +26 | -1 | - | 5 | 9 | 8 | 2 |
| East South Central | (S) | +5 | +24 | (S) | +3 | - | 6 | 7 | - | 2 |
| West South Central | (S) | -3 | +11 | +10 | -1 | - | 6 | 8 | 9 | 3 |
| Pacific | +13 | +2 | +7 | +5 | +2 | 9 | 4 | 5 | 7 | 2 |
| Lumber, construction materials, total | +21 | -1 | +28 | +25 | +3 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | -2 | +49 | (S) | -3 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +15 | -1 | +24 | (S) | (S) | 8 | 4 | 5 | 7 | 2 |
| East North Central | +23 | +1 | +17 | +23 | +2 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +22 | +7 | +21 | +26 | -2 | 9 | 5 | 8 | 8 | 2 |
| South Atlantic | +19 | -6 | +20 | (S) | +6 | 9 | 3 | 6 | - | 3 |
| East South Central | (S) | -2 | +15 | (S) | +3 | - | 5 | 6 | - | 2 |
| West South Central | (S) | -11 | +19 | (S) | +5 | - | 4 | 9 | - | 2 |
| Pacific | +31 | +2 | +49 | (S) | +2 | 7 | 5 | 7 | - | 4 |
| Industrial machinery, equipment supplies distribution | +27 | -2 | +21 | +19 | +2 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | +1 | +9 | +16 | -1 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | -4 | +28 | +24 | +3 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | -2 | +17 | +20 | +6 | - | 5 | 9 | 8 | 2 |
| West South Central | (S) | -5 | +24 | +21 | +2 | - | 5 | 7 | 7 | 2 |
| Pacific | +41 | 0 | +23 | +27 | +2 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +7 | -6 | +10 | +16 | +2 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | 0 | +2 | (S) | +3 | - | 3 | 7 | - | 2 |
| Middle Atlantic | +5 | -11 | +12 | +13 | -4 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +4 | -4 | +9 | +23 | -1 | 4 | 1 | 3 | 4 | 1 |
| West North Central | +10 | -1 | +11 | +18 | +2 | 4 | 1 | 1 | 5 | 1 |
| South Atlantic | -9 | -8 | +1 | -7 | +1 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +16 | -9 | +11 | +38 | +4 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +11 | -4 | +10 | +11 | +11 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +16 | -8 | (S) | +12 | +6 | 5 | 2 | - | 6 | 1 |
| Pacific | +10 | -5 | +9 | +19 | +2 | 5 | 1 | 2 | 5 | 1 |
| Specialty-line grocery wholesalers | +9 | -8 | +17 | +31 | +4 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +16 | -10 | +26 | +24 | +2 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +12 | -3 | +17 | (S) | +7 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | -9 | +20 | (S) | +9 | - | 2 | 3 | - | 1 |
| South Atlantic | +1 | -9 | +11 | +32 | +8 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | -2 | +3 | (S) | -9 | - | 2 | 5 | - | 4 |
| West South Central | (S) | -9 | +10 | (S) | (S) | - | 6 | 5 | - | 3 |
| Mountain | (S) | -10 | (S) | (S) | +2 | - | 5 | - | - | 4 |
| Pacific | (S) | -13 | +18 | (S) | +1 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +13 | 0 | +17 | +18 | +4 | 3 | 2 | 2 | 4 | 1 |
| New England | (S) | +17 | +8 | (S) | (S) | - | 6 | 8 | - | - |
| Middle Atlantic | +23 | +4 | +18 | (S) | +13 | 8 | 4 | 3 | - | 4 |
| East North Central | +2 | 0 | +11 | +3 | +5 | 8 | 3 | 4 | 7 | 3 |
| West North Central | (S) | +3 | +28 | +20 | +4 | - | 3 | 7 | 8 | 3 |
| South Atlantic | -8 | -9 | +12 | +18 | -2 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | -7 | (S) | (S) | -4 | - | 5 | - | - | 5 |
| West South Central | (S) | -8 | +19 | (S) | +8 | - | 3 | 6 | - | 3 |
| Mountain | (S) | -38 | (S) | (S) | -4 | - | 3 | - | - | 3 |
| Pacific | +30 | +13 | +20 | (S) | (S) | 8 | 4 | 3 | - | 4 |
| Drug wholesalers (general and specialty lines) | +2 | -5 | +6 | +8 | -1 | 3 | 2 | 2 | 3 | 1 |
| New England | -5 | -10 | +2 | (S) | -4 | 9 | 3 | 9 | - | 2 |
| Middle Atlantic | -3 | -4 | +1 | (S) | 0 | 8 | 5 | 4 | - | 2 |
| East North Central | +21 | 0 | +22 | +30 | 0 | 6 | 2 | 4 | 6 | 2 |
| West North Central | +14 | -4 | +10 | +16 | -2 | 8 | 4 | 5 | 9 | 2 |
| South Atlantic | -5 | -4 | -5 | -2 | -6 | 6 | 4 | 9 | 8 | 2 |
| East South Central | (S) | -11 | +7 | (S) | +4 | - | 3 | 2 | - | 3 |
| West South Central | -2 | -6 | +4 | +1 | +2 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | -4 | -1 | (S) | 0 | - | 2 | 3 | - | 3 |
| Pacific | -4 | -11 | +3 | +14 | +2 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | +3 | -2 | +4 | +11 | +1 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | (S) | -3 | (S) | (S) | - | 2 | 5 | - | 2 |
| Middle Atlantic | 0 | -2 | +4 | +29 | +1 | 5 | 2 | 4 | 7 | 1 |
| East North Central | +10 | -1 | +5 | +20 | -1 | 7 | 2 | 2 | 6 | 2 |
| West North Central | -1 | -4 | +1 | (S) | 0 | 9 | 2 | 7 | - | 1 |
| South Atlantic | +14 | -4 | +15 | +7 | +3 | 6 | 2 | 2 | 7 | 1 |
| East South Central | (S) | 0 | +1 | (S) | 0 | - | 2 | 4 | - | 3 |
| West South Central | -3 | -12 | +1 | +6 | +4 | 9 | 1 | 6 | 9 | 1 |
| Mountain | (S) | -1 | -2 | (S) | -2 | - | 3 | 8 | - | 1 |
| Pacific | +1 | 0 | -2 | +15 | +3 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +4 | +4 | +8 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | 0 | +4 | +8 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | +10 | +4 | (S) | (S) | - | 6 | 5 | 9 | 2 |
| East South Central | +11 | -9 | +39 | (S) | (S) | 3 | 5 | 9 | - | 2 |
| West South Central | (S) | (S) | -1 | (S) | (S) | - | - | 6 | - | 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 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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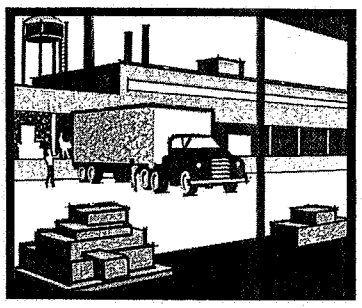


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: September 1973

BW-73-7

# July 1973

**Sales**—July 1973 sales of merchant wholesalers were estimated at $29.8 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, July sales were $30.3 billion, up 3 percent from last month, and 24 percent above July 1972. Adjusted May-through-July average sales were 3 percent above the February-through-April period, and were 23 percent above the average for the comparable months a year ago.

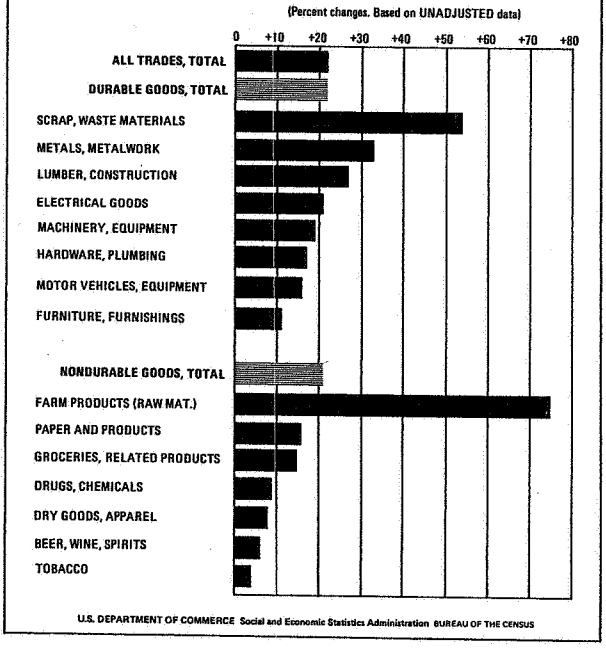
After adjustment July sales in the durable goods trades increased 2 percent above the previous month and were 24 percent above July 1972. Nondurable goods sales were up 4 percent above the previous month, and were 25 percent above the same month a year ago. Average monthly sales in the durable goods group during the May-through-July period were 3 percent above the prior 3 months and were 23 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 3 percent above the average for the February-through-April period, and were 22 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 11 trade groups showing gains; 3 indicating declines; and 3 no change. The larger increases were reported in farm products, raw materials (12%); scrap, waste materials (6%), and jewelry (6%). The largest decrease was noted in furniture, home furnishings (-6%). Compared with sales a year ago all trade groups showed increases with the exception of furniture, home furnishings which showed no change. Among the sharper increases were farm products, raw materials (96%); scrap, waste materials (76%); and jewelry (56%).

**Inventories**—Total inventories of merchant wholesalers were valued at $34.2 billion at the end of July. After adjustment for seasonable variations July inventories were up 1 percent from last month, and were 15 percent above July 1972. Durable goods stocks remained virtually unchanged from the previous month but were 11 percent above July 1972. Nondurable goods stocks increased 3 percent during July and were 21 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 larger increases were noted in farm products, raw materials (12%), and beer, wine, spirits (3%). The largest decrease was shown in groceries and related products (-3%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (85%); lumber, construction materials (22%); and scrap, waste materials (20%).

**Sales of Merchant Wholesalers in Selected Kinds of Business**
**7 Months 1973 Compared With 7 Months 1972**




**Stock-Sales Ratio**—The July stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 114 percent, down 2 points from the previous month, and 9 points below the July 1972 ratio. The stock-sales ratio for durable goods was 144 percent, down 2 points from the previous month and 17 points below the ratio for July 1972. The ratio for nondurable goods was 88 percent, 1 point below the June ratio, and 3 points below the July 1972 ratio.

An advance release of July 1973 data was issued on September 5, 1973

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Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | 1972 | | | | | | Total 7 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July[1] | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,790 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 201,729 | 165,908 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,141 | 22,144 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 184,696 | 156,171 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,021 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 94,645 | 77,336 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,675 | 2,186 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 18,198 | 15,625 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,401 | 1,218 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 9,197 | 8,153 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,182 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 7,825 | 7,078 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 2,013 | 1,564 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 12,475 | 10,309 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 703 | 761 | 740 | 805 | 764 | 736 | 5,648 | 4,644 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,119 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 6,827 | 5,665 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 609 | 599 | 700 | 732 | 595 | 646 | 639 | 679 | 726 | 649 | 4,505 | 3,864 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 557 | 572 | 575 | 525 | 493 | 562 | 552 | 599 | 604 | 533 | 3,848 | 3,452 |
| Furniture-household, office | (S) | 162 | 182 | 175 | (S) | 178 | 150 | (S) | 166 | 159 | 172 | (S) | (S) | 1,181 | 1,060 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 382 | 401 | 397 | 375 | 346 | 396 | 393 | 427 | 434 | 356 | 2,667 | 2,392 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,342 | 1,124 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 8,820 | 7,519 |
| Hardware | 433 | 433 | 492 | 479 | 515 | 504 | 492 | 404 | 468 | 426 | 459 | 469 | 383 | 3,347 | 2,860 |
| General-line hardware | 243 | 241 | 284 | 267 | 283 | 288 | 282 | 227 | 272 | 239 | 256 | 265 | 208 | 1,887 | 1,619 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 548 | (S) | 592 | 636 | (S) | (S) | 4,295 | 3,642 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | (S) | 211 | 211 | 172 | 183 | 152 | 153 | (S) | (S) | 1,178 | 1,016 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,574 | 1,305 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 10,962 | 8,618 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,024 | 844 | 974 | 928 | 992 | 978 | 811 | 7,387 | 5,555 |
| Construction materials | 432 | (S) | 494 | 522 | 576 | 578 | 549 | 462 | 568 | 499 | 540 | 509 | 420 | 3,575 | 3,063 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,471 | 2,800 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 23,637 | 19,833 |
| Construction machinery, equipment | 468 | 501 | 596 | 610 | 649 | 634 | 617 | 511 | 558 | 539 | 543 | 509 | 516 | 4,075 | 3,442 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,632 | 1,307 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 11,406 | 9,414 |
| Professional equipment, supplies | 386 | 395 | 457 | 418 | 449 | 459 | 455 | 390 | 419 | 420 | 448 | 419 | 416 | 3,018 | 2,771 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 183 | 185 | 188 | 190 | 170 | 188 | 172 | 181 | 181 | 172 | 1,265 | 1,215 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,512 | 1,086 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 10,528 | 7,895 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,153 | 837 | 1,042 | 957 | 977 | 935 | 946 | 8,197 | 6,172 |
| Nonferrous metals | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 248 | 277 | 270 | 262 | (S) | 273 | 2,331 | 1,723 |
| Scrap, waste materials, total | 502 | 558 | 666 | 660 | 778 | 723 | 694 | 387 | 446 | 443 | 466 | 444 | 453 | 4,582 | 2,972 |
| Iron, steel scrap | 304 | 361 | 437 | 416 | (S) | 469 | 453 | 236 | 274 | 276 | 285 | 269 | 279 | 2,963 | 1,785 |
| Waste materials | 199 | 197 | 229 | 244 | 254 | 255 | 241 | 151 | 172 | 167 | 181 | 175 | 174 | 1,620 | 1,187 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,769 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 107,085 | 88,586 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,120 | 11,059 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 90,052 | 78,849 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,610 | 4,766 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 37,880 | 32,954 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,100 | 1,909 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 14,429 | 13,177 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,426 | 1,218 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 10,109 | 8,586 |
| Confectionery | 93 | 95 | 104 | 104 | 110 | 104 | 100 | 89 | 99 | 103 | 114 | 109 | 101 | 711 | 655 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,183 | 928 | 992 | 952 | 977 | 1,001 | 974 | 7,700 | 6,456 |
| Poultry, poultry products | 238 | 222 | 264 | 256 | 280 | 279 | 307 | 214 | 234 | 216 | 223 | 236 | 234 | 1,844 | 1,454 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 442 | 489 | 499 | 493 | 408 | 401 | 350 | 352 | 369 | 362 | 3,087 | 2,625 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,338 | 1,174 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 8,704 | 8,226 |
| Beer | 493 | 469 | 543 | 545 | 676 | 685 | 708 | 629 | 678 | 574 | 547 | 540 | 530 | 4,119 | 3,871 |
| Wine, distilled spirits | 561 | 577 | 707 | 653 | 749 | 707 | 630 | 545 | 637 | 661 | 749 | 850 | 1,012 | 4,585 | 4,355 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,045 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 7,193 | 6,577 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 511 | 598 | 602 | 663 | 609 | 602 | 3,992 | 3,732 |
| General-line drugs | 270 | 230 | 252 | 242 | 260 | 248 | 250 | 234 | 263 | 252 | 264 | 253 | 240 | 1,751 | 1,645 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 55 | 55 | 58 | 51 | 58 | 52 | 51 | 47 | 39 | 352 | 331 |
| Other chemicals, allied products | 369 | 359 | 417 | 418 | 434 | 441 | 411 | 335 | 385 | 352 | 368 | 358 | 337 | 2,849 | 2,515 |
| Tobacco, tobacco products | 555 | 517 | 583 | 555 | 634 | 605 | 600 | 574 | 613 | 597 | 579 | 585 | 578 | 4,051 | 3,912 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,066 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 7,720 | 7,132 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 3,545 | 3,310 |
| Dry goods, notions | 431 | 391 | 414 | 380 | (S) | (S) | 390 | (S) | (S) | 418 | 421 | 402 | 340 | 2,865 | 2,729 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 746 | 822 | 800 | 754 | 612 | 738 | 697 | 733 | 729 | 703 | 5,328 | 4,593 |
| Paper | 552 | 520 | 590 | 576 | 640 | 624 | 573 | 467 | 566 | 527 | 555 | 539 | 527 | 4,075 | 3,528 |
| Stationery, office supplies | 181 | 173 | 190 | 171 | 181 | 177 | 180 | 145 | 173 | 170 | 178 | 190 | 176 | 1,252 | 1,064 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,649 | 1,347 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 17,033 | 9,737 |
| Grain | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,082 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 13,032 | 6,759 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,707 | 2,043 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 19,177 | 15,456 |
| Books, magazines, newspapers | 167 | 158 | 177 | 162 | 166 | 176 | 189 | 168 | 175 | 171 | 179 | 184 | 171 | 1,195 | 1,072 |

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 12, Estimating Procedures.
[2]The automotive group is subject to a high sampling variability of 5 percent.

## Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | 1972 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July[1] | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,181 | 29,901 | 29,868 | 30,367 | 31,255 | 31,665 | 21,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,013 | 28,714 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,366 | 18,332 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,911 | 3,842 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,476 | 2,235 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,929 | 2,604 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,188 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,742 | 1,616 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 917 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 708 | 614 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,214 | 1,940 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 886 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,069 | 946 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,481 | 1,207 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 984 | 772 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,825 | 5,127 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,716 | 1,479 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,338 | 2,031 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,206 | 2,079 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,810 | 1,664 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,815 | 11,569 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,647 | 10,382 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,081 | 2,651 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,412 | 1,301 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,154 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,428 | 1,294 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 355 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,074 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,378 | 1,243 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 780 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 536 | 475 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | 1972 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July[1] | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 127 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 130 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 165 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 176 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 133 | 140 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 156 | 188 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 175 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 188 | 177 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 165 | 172 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 180 | 191 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 173 | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 94 | 92 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 96 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 167 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 278 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 143 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 146 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 157 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 94 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 55 | 56 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 68 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 81 | 75 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 107 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 170 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 102 | 84 | 92 | 88 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

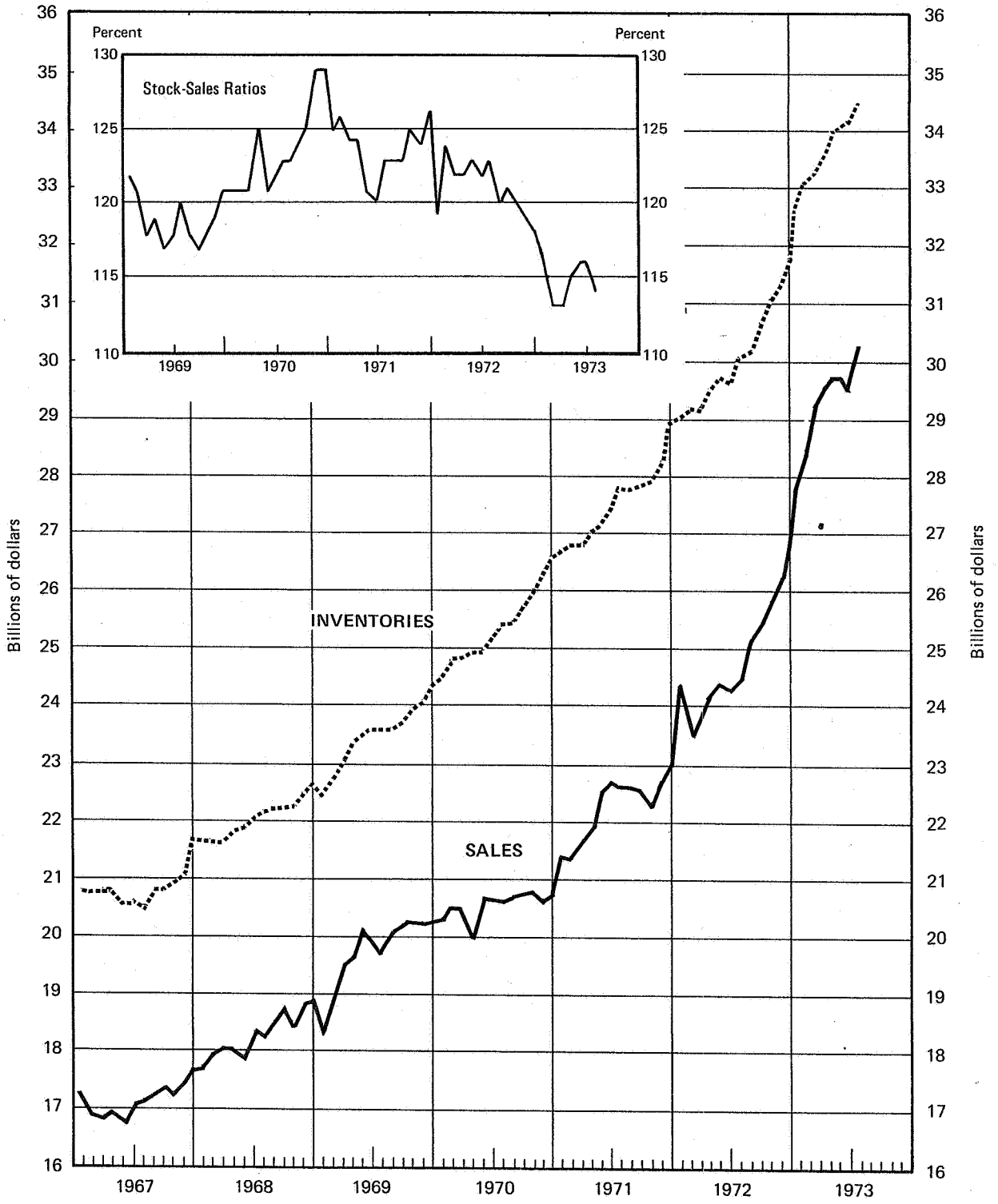
| Kind of business | 1973 | | | | | | | 1972 | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July[1] | July | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,349 | 24,394 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,402 | 22,889 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 13,989 | 11,326 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,582 | 2,124 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 2,013 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 534 | 533 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,300 | 1,116 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,495 | 1,283 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,524 | 2,950 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,527 | 1,136 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 728 | 413 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,360 | 13,068 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,413 | 11,563 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,593 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,343 | 1,215 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,087 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 591 | 585 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,129 | 1,082 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 790 | 653 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,947 | 1,505 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,880 | 2,206 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,532 | 30,056 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,784 | 28,569 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,134 | 18,182 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,872 | 3,804 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,920 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 890 | 777 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,181 | 1,921 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,475 | 1,212 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,722 | 5,036 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,188 | 2,087 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,398 | 11,874 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,650 | 10,387 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,115 | 2,686 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,456 | 1,334 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,375 | 1,238 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 766 | 682 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 123 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 125 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 161 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 179 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 167 | 146 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 168 | 172 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 99 | 94 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 162 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 143 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 90 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 56 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 108 | 110 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 126 | 129 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 97 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: JULY 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | July 1973 from-- | | 7 months 1973 from 7 months 1972 | July 1973 from-- | | July 1973 from-- | | July 1973 from-- | |
| | July 1972 | June 1973 | | July 1972 | June 1973 | July 1972 | June 1973 | July 1972 | June 1973 |
| MERCHANT WHOLESALERS, TOTAL | +27 | -1 | +22 | +14 | +1 | +24 | +3 | +15 | +1 |
| TOTAL (excluding farm products, raw materials) | +22 | -2 | +18 | +11 | 0 | +20 | +2 | +11 | 0 |
| DURABLE GOODS, TOTAL | +26 | -4 | +22 | +11 | 0 | +24 | +2 | +11 | 0 |
| Motor vehicles, automotive equipment, total | +22 | -3 | +16 | +2 | 0 | +22 | 0 | +2 | -1 |
| Automobiles, other motor vehicles | +32 | -6 | +20 | -11 | 0 | - | - | - | - |
| Automotive equipment, tires, tubes | +15 | -1 | +13 | +11 | 0 | - | - | - | - |
| Automotive equipment | +13 | -1 | +10 | +10 | +1 | - | - | - | - |
| Electrical goods, total | +29 | +3 | +21 | +12 | +1 | +27 | +5 | +12 | +2 |
| Electrical supplies, apparatus | +27 | +1 | +22 | +20 | -3 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +30 | +5 | +20 | +8 | +4 | - | - | - | - |
| Appliances, TV, radio sets | +23 | +4 | +16 | -1 | +1 | - | - | - | - |
| Furniture, home furnishings, total | +6 | -9 | +11 | +16 | +2 | 0 | -6 | +15 | +2 |
| Furniture-household, office | +2 | -16 | +11 | +17 | +3 | - | - | - | - |
| Household furniture | +6 | -13 | +13 | +14 | +2 | - | - | - | - |
| Office furniture | -1 | -18 | +10 | +20 | +3 | - | - | - | - |
| Home furnishings, floor coverings | +8 | -6 | +11 | +15 | +2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +19 | -3 | +17 | +14 | 0 | +16 | +1 | +14 | +1 |
| Hardware | +22 | -2 | +17 | +15 | +1 | - | - | - | - |
| General-line hardware | +24 | -2 | +16 | +15 | -1 | - | - | - | - |
| Plumbing and heating equipment, supplies | +17 | -4 | +18 | +13 | +1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +22 | 0 | +16 | +17 | -1 | - | - | - | - |
| Lumber, construction materials, total | +20 | -9 | +27 | +23 | -4 | +17 | -5 | +22 | -1 |
| Lumber, millwork | +21 | -11 | +33 | +27 | -6 | - | - | - | - |
| Construction materials | +19 | -5 | +17 | +14 | -1 | - | - | - | - |
| Machinery, equipment, supplies, total | +24 | -5 | +19 | +14 | 0 | +19 | +3 | +14 | -1 |
| Commercial machines, equipment | +36 | -2 | +21 | +30 | +4 | - | - | - | - |
| Construction machinery, equipment | +21 | -3 | +18 | +16 | 0 | - | - | - | - |
| Industrial machinery, equipment, supplies | +25 | -7 | +21 | +15 | +1 | - | - | - | - |
| Professional equipment, supplies | +17 | -1 | +9 | +10 | 0 | - | - | - | - |
| Surgical, medical, hospital supplies | +20 | -4 | +15 | +13 | -2 | - | - | - | - |
| Service-establishment equipment, supplies | +11 | +1 | +4 | -1 | -1 | - | - | - | - |
| Metals, metalwork (except scrap), total | +39 | -2 | +33 | +6 | +1 | +34 | +3 | +5 | -1 |
| Iron, steel, and products | +38 | -1 | +33 | +9 | 0 | - | - | - | - |
| Nonferrous metals | +44 | -5 | +35 | -4 | +4 | - | - | - | - |
| Scrap, waste materials, total[2] | +79 | -4 | +54 | +21 | 0 | +76 | +6 | +20 | 0 |
| Iron, steel scrap | +92 | -3 | +66 | +28 | +2 | - | - | - | - |
| Waste materials | +60 | -5 | +36 | +7 | -2 | - | - | - | - |
| Jewelry | +53 | -13 | +45 | (S) | (S) | +56 | +6 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +27 | +1 | +21 | +19 | +2 | +25 | +4 | +21 | +3 |
| TOTAL (excluding farm products, raw materials) | +19 | 0 | +14 | +12 | 0 | +16 | +2 | +12 | +1 |
| Groceries and related products, total | +18 | 2 | +15 | +16 | -3 | +15 | +3 | +16 | -3 |
| General-line groceries | +10 | +3 | +9 | +8 | -3 | - | - | - | - |
| Voluntary groups | +9 | +3 | +8 | +7 | -3 | - | - | - | - |
| Retailer cooperatives | +18 | +5 | +11 | +12 | -3 | - | - | - | - |
| Nonaffiliated | +4 | +1 | +11 | +7 | -4 | - | - | - | - |
| Specialty-line groceries | +17 | -2 | +18 | +26 | -2 | - | - | - | - |
| Confectionery | +12 | -4 | +8 | +10 | -2 | - | - | - | - |
| Meats, meat products | +28 | +8 | +19 | +19 | -4 | - | - | - | - |
| Poultry, poultry products | +43 | +10 | +27 | +24 | +1 | - | - | - | - |
| Fresh fruits, vegetables | +21 | -1 | +18 | +16 | 0 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +14 | -4 | +6 | +10 | -3 | +11 | +4 | +9 | +3 |
| Beer | +12 | +3 | +6 | +2 | -2 | - | - | - | - |
| Wine, distilled spirits | +16 | -11 | +5 | +14 | -3 | - | - | - | - |
| Drugs, chemicals, allied products, total | +17 | -2 | +9 | +11 | +3 | +13 | 0 | +11 | +2 |
| Drugs, drug proprietaries, druggists' sundries | +13 | 0 | +7 | +12 | +5 | - | - | - | - |
| General-line drugs | +7 | +1 | +6 | +5 | 0 | - | - | - | - |
| Paints, varnishes | +15 | +6 | +6 | -1 | -1 | - | - | - | - |
| Other chemicals, allied products | +23 | -7 | +13 | +10 | 0 | - | - | - | - |
| Tobacco, tobacco products | +4 | -1 | +4 | +13 | +1 | +1 | +1 | +12 | +2 |
| Dry goods, apparel, total | +7 | -4 | +8 | (S) | (S) | +4 | 0 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +4 | +8 | +7 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +8 | -10 | +5 | (S) | (S) | - | - | - | - |
| Piece goods converters | +18 | -20 | +20 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +23 | -6 | +16 | +11 | 0 | +21 | -2 | +12 | -1 |
| Paper | +23 | -8 | +15 | +13 | 0 | - | - | - | - |
| Stationery, office supplies | +24 | +2 | +18 | +8 | 0 | - | - | - | - |
| Farm products (raw materials), total[2] | +97 | +10 | +75 | +82 | +10 | +96 | +12 | +85 | +12 |
| Cotton | +87 | -10 | +25 | +83 | -24 | - | - | - | - |
| Grain | +109 | +9 | +93 | +119 | +29 | - | - | - | - |
| Other nondurable goods, total | +32 | +1 | +24 | +11 | +1 | +31 | +3 | +11 | +1 |
| Amusement, sporting goods | +11 | +1 | +17 | +8 | +1 | - | - | - | - |
| Books, magazines, newspapers | +12 | +6 | +11 | +20 | -1 | - | - | - | - |
| Coal | +30 | +2 | +12 | (S) | (S) | - | - | - | - |
| Farm supplies | +52 | -3 | +33 | +6 | +5 | - | - | - | - |

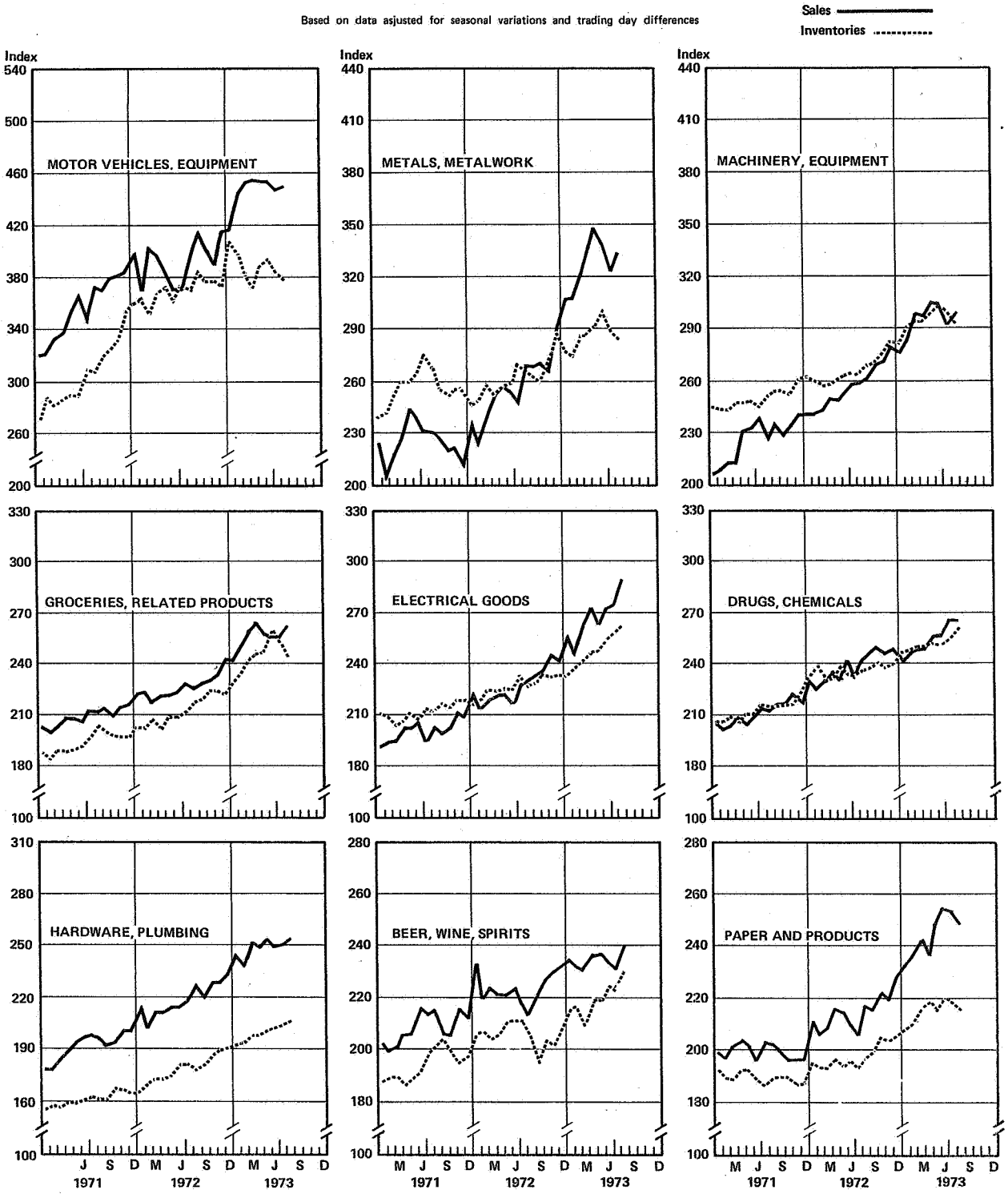
S Does not meet publication standards because of extreme variability or high nonresponse rate.

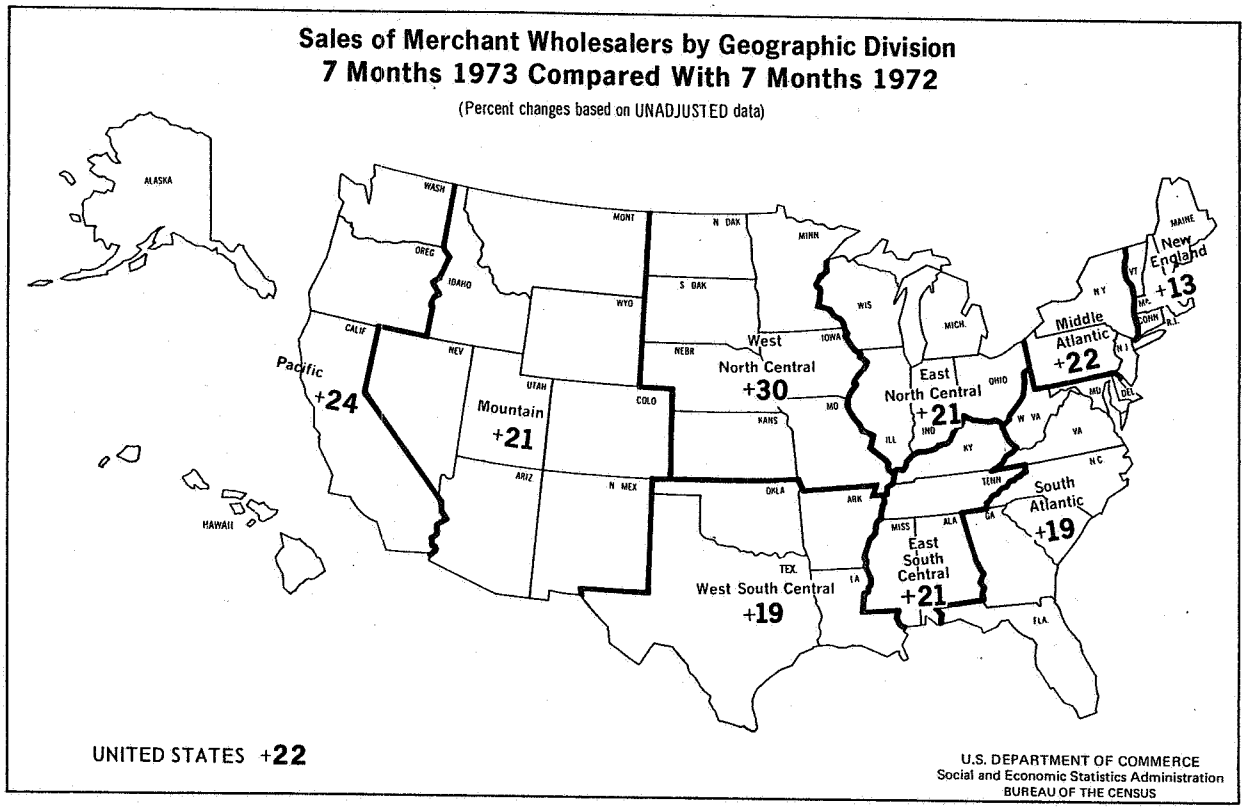
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data asjusted for seasonal variations and trading day differences






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | | 1972 | | | | | | Total 7 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July[1] | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,790 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 201,729 | 165,908 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,345 | 1,148 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 8,993 | 7,952 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,709 | 6,111 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 53,518 | 43,876 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,341 | 4,226 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 35,919 | 29,732 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,667 | 1,981 | 2,279 | 2,108 | 2,246 | 2,373 | 2,389 | 17,322 | 13,348 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,198 | 2,545 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 21,431 | 18,017 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,658 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 11,111 | 9,155 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,682 | 2,086 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 17,660 | 14,831 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 997 | 815 | 894 | 852 | 847 | 857 | 830 | 6,491 | 5,380 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,194 | 3,302 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 29,284 | 23,631 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,021 | 11,085 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 94,645 | 77,336 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 647 | 490 | 584 | 530 | 580 | 584 | 551 | 4,314 | 3,521 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,213 | 2,585 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 21,774 | 18,090 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,611 | 2,049 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 17,568 | 14,333 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 938 | 747 | 858 | 799 | 861 | 825 | 759 | 6,045 | 5,001 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,668 | 1,299 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 11,311 | 9,258 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 709 | 539 | 622 | 603 | 627 | 558 | 554 | 4,628 | 3,730 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,468 | 1,134 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 9,492 | 7,878 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 546 | 443 | 485 | 468 | 464 | 462 | 424 | 3,468 | 2,820 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,221 | 1,800 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 16,044 | 12,691 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,769 | 12,406 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 107,085 | 88,586 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 698 | 658 | 706 | 627 | 625 | 695 | 672 | 4,679 | 4,431 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,496 | 3,526 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 31,744 | 25,805 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,730 | 2,177 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 18,351 | 15,399 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,730 | 1,234 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 11,277 | 8,347 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,529 | 1,246 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 10,120 | 8,759 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 949 | 740 | 801 | 817 | 882 | 941 | 888 | 6,843 | 5,425 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,213 | 952 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 8,168 | 6,953 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 451 | 372 | 409 | 384 | 383 | 395 | 406 | 3,023 | 2,559 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,973 | 1,502 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 13,240 | 10,907 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | July 1973 from-- | | 7 months 1973 from 7 months 1972 | July 1973 from-- | | | | | | |
| | July 1972 | June 1973 | | July 1972 | June 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +27 | -1 | +22 | +14 | +1 | 0.9 | 0.4 | 0.5 | 0.8 | 0.2 |
| New England | +17 | -1 | +13 | +9 | 0 | 4.4 | 1.5 | 1.6 | 3.6 | 0.4 |
| Middle Atlantic | +26 | -3 | +22 | +11 | +3 | 1.4 | 0.8 | 1.1 | 1.5 | 0.6 |
| East North Central | +26 | +1 | +21 | +12 | 0 | 2.1 | 1.1 | 0.8 | 1.5 | 0.6 |
| West North Central | +35 | +2 | +30 | +24 | +4 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +26 | -1 | +19 | +19 | 0 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +30 | +5 | +21 | +20 | -3 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +28 | -1 | +19 | +15 | 0 | 2.3 | 1.2 | 1.5 | 2.7 | 0.6 |
| Mountain | +22 | +2 | +21 | +15 | -1 | 4.4 | 2.6 | 2.9 | 4.6 | 1.0 |
| Pacific | +27 | -5 | +24 | +12 | 0 | 3.6 | 1.5 | 1.3 | 3.3 | 0.8 |
| Durable goods, total | +26 | -4 | +22 | +11 | 0 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +32 | -4 | +22 | +10 | 0 | 7.7 | 2.7 | 3.0 | 3.7 | 0.9 |
| Middle Atlantic | +24 | -3 | +20 | +8 | 0 | 2.7 | 1.3 | 1.9 | 1.9 | 0.8 |
| East North Central | +27 | 0 | +22 | +9 | -1 | 3.1 | 1.6 | 1.5 | 1.9 | 0.9 |
| West North Central | +26 | 0 | +21 | +14 | -1 | 3.9 | 2.5 | 2.8 | 3.8 | 0.7 |
| South Atlantic | +28 | -4 | +22 | +16 | -1 | 3.1 | 1.6 | 2.2 | 2.5 | 0.8 |
| East South Central | +32 | -3 | +24 | +14 | -1 | 4.4 | 2.5 | 3.0 | 3.5 | 0.8 |
| West South Central | +29 | -2 | +20 | +10 | -2 | 3.4 | 1.4 | 2.2 | 3.4 | 0.7 |
| Mountain | +23 | 0 | +23 | +13 | -3 | 6.8 | 4.4 | 4.5 | 5.8 | 1.2 |
| Pacific | +23 | -10 | +26 | +6 | -1 | 6.7 | 2.0 | 1.9 | 3.1 | 1.5 |
| Nondurable goods, total | +27 | +1 | +21 | +19 | +2 | 1.3 | 0.6 | 0.7 | 1.3 | 0.3 |
| New England | +6 | +2 | +6 | (S) | (S) | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +28 | -2 | +23 | +14 | +4 | 1.7 | 1.1 | 1.4 | 3.6 | 0.6 |
| East North Central | +25 | +2 | +19 | +17 | +1 | 2.6 | 1.4 | 1.4 | 2.4 | 0.6 |
| West North Central | +40 | +2 | +35 | +34 | +8 | 3.9 | 1.7 | 3.3 | 5.4 | 1.3 |
| South Atlantic | +23 | +3 | +16 | +22 | -1 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +28 | +12 | +20 | +27 | -6 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +27 | 0 | +17 | +22 | +2 | 3.2 | 1.8 | 2.4 | 3.5 | 1.0 |
| Mountain | +21 | +5 | +18 | +20 | +3 | 5.0 | 1.9 | 4.0 | 6.7 | 1.9 |
| Pacific | +31 | +3 | +21 | +21 | -1 | 3.2 | 1.4 | 1.6 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +15 | -1 | +13 | +11 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +4 | (S) | (S) | (S) | - | 4 | - | - | 1 |
| Middle Atlantic | +27 | +6 | +18 | +12 | -2 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +4 | +1 | +7 | +4 | -2 | 8 | 3 | 4 | 7 | 1 |
| West North Central | +33 | +11 | +21 | +11 | +1 | 9 | 4 | 5 | 9 | 2 |
| South Atlantic | +15 | -14 | +11 | +23 | +2 | 8 | 3 | 4 | 6 | 3 |
| East South Central | (S) | -3 | -2 | +1 | +2 | - | 4 | 8 | 9 | 3 |
| West South Central | +18 | -2 | +18 | +16 | +2 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +3 | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Pacific | +4 | -6 | +11 | -7 | +1 | 9 | 3 | 4 | 9 | 2 |
| Electrical supplies, apparatus | +27 | +1 | +22 | +20 | -3 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +5 | +17 | (S) | -2 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +26 | +3 | +18 | +21 | 0 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +39 | +2 | +24 | +22 | -5 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | 0 | +22 | +2 | 0 | - | 3 | 5 | 7 | 1 |
| South Atlantic | +16 | -3 | +25 | +19 | +1 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | +3 | +25 | (S) | -18 | - | 4 | 6 | - | 2 |
| West South Central | +33 | -4 | +20 | +34 | -2 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | -3 | (S) | (S) | 0 | - | 2 | - | - | 1 |
| Pacific | +12 | +4 | +15 | +7 | -5 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +30 | +5 | +20 | +8 | +4 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +2 | (S) | (S) | (S) | - | 5 | - | - | 3 |
| Middle Atlantic | +19 | +1 | +15 | +14 | +2 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +34 | +6 | +20 | +4 | +8 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | +16 | +12 | (S) | +9 | - | 5 | 5 | - | 2 |
| South Atlantic | +38 | +10 | +26 | 0 | +7 | 8 | 3 | 5 | 7 | 2 |
| West South Central | +36 | +4 | +17 | +27 | 0 | 7 | 2 | 3 | 9 | 2 |
| Mountain | (S) | -7 | (S) | (S) | -11 | - | 3 | - | - | 3 |
| Pacific | (S) | +2 | +37 | (S) | +3 | - | 3 | 5 | - | 3 |
| Furniture, home furnishings, total | +6 | -9 | +11 | +16 | +2 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | -22 | +7 | (S) | (S) | - | 5 | 8 | - | 4 |
| Middle Atlantic | +2 | -6 | +4 | +11 | 0 | 7 | 4 | 5 | 6 | 2 |
| East North Central | (S) | -15 | +12 | (S) | +1 | - | 4 | 5 | - | 2 |
| South Atlantic | (S) | -8 | +24 | (S) | +5 | - | 5 | 6 | - | 4 |
| East South Central | (S) | -6 | (S) | (S) | -1 | - | 5 | - | - | 3 |
| West South Central | +29 | -2 | +20 | (S) | +8 | 9 | 6 | 6 | - | 2 |
| Mountain | (S) | -2 | +18 | (S) | -1 | - | 6 | 9 | - | 4 |
| Pacific | +4 | -12 | +8 | +22 | +4 | 9 | 4 | 6 | 7 | 2 |
| Hardware | +22 | -2 | +17 | +15 | +1 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | (S) | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Middle Atlantic | +8 | -10 | +16 | +5 | +2 | 7 | 4 | 5 | 7 | 1 |
| East North Central | +17 | -2 | +14 | +7 | +2 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +33 | +4 | +21 | +21 | 0 | 5 | 3 | 4 | 6 | 1 |
| South Atlantic | +45 | -2 | +23 | +37 | -4 | 8 | 3 | 4 | 9 | 2 |
| East South Central | +30 | +4 | +15 | +22 | +2 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | +2 | +15 | +13 | -3 | - | 3 | 4 | 7 | 1 |
| Mountain | (S) | +4 | +28 | (S) | -6 | - | 4 | 1 | - | 2 |
| Pacific | +12 | -9 | +15 | +20 | +6 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +17 | -4 | +18 | +13 | +1 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | (S) | +16 | (S) | (S) | - | 4 | 4 | - | 2 |
| Middle Atlantic | +17 | -2 | +8 | +18 | +1 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +4 | -5 | +12 | +4 | +3 | 7 | 5 | 3 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 7 months 1973 from 7 months 1972 | July 1973 from-- | | | | | | |
| | July 1972 | June 1973 | | July 1972 | June 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | -2 | +38 | +21 | 0 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | -12 | +35 | +15 | -2 | - | 5 | 9 | 8 | 2 |
| East South Central | (S) | -4 | +19 | (S) | 0 | - | 6 | 7 | - | 2 |
| West South Central | (S) | -2 | +14 | +23 | -1 | - | 6 | 8 | 9 | 3 |
| Pacific | +21 | -3 | +9 | +8 | +2 | 9 | 4 | 5 | 7 | 2 |
| Lumber, construction materials, total | +20 | -9 | +27 | +23 | -4 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | (S) | +54 | (S) | +2 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +16 | +2 | +22 | +15 | -4 | 8 | 4 | 5 | 7 | 2 |
| East North Central | +14 | -2 | +15 | +15 | -6 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +14 | -8 | +20 | +9 | -7 | 9 | 5 | 8 | 8 | 2 |
| South Atlantic | +24 | -11 | +22 | (S) | -1 | 9 | 3 | 6 | - | 3 |
| East South Central | (S) | -7 | 17 | (S) | (S) | - | 5 | 6 | - | 2 |
| West South Central | (S) | -1 | +16 | (S) | -7 | - | 4 | 9 | - | 2 |
| Pacific | +33 | -21 | +47 | (S) | -6 | 7 | 5 | 7 | - | 4 |
| Industrial machinery, equipment supplies distribution | +25 | -7 | +21 | +15 | +1 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | -2 | +9 | +3 | 0 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | -7 | +28 | +15 | +3 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | -8 | +17 | +23 | -4 | - | 5 | 9 | 8 | 2 |
| West South Central | (S) | -2 | +22 | -12 | +2 | - | 5 | 7 | 7 | 2 |
| Pacific | +16 | -13 | +21 | +16 | -1 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +10 | +3 | +9 | +8 | -3 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +5 | -4 | (S) | (S) | - | 3 | 7 | - | 2 |
| Middle Atlantic | -2 | 0 | +10 | +3 | -3 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +15 | -2 | +10 | +15 | -4 | 4 | 1 | 3 | 4 | 1 |
| West North Central | +15 | +4 | +11 | +11 | -3 | 4 | 1 | 1 | 5 | 1 |
| South Atlantic | +3 | +7 | +3 | -9 | -6 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +9 | +8 | +10 | +10 | -1 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +33 | +2 | +13 | +29 | -5 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +20 | +9 | (S) | +7 | -1 | 5 | 2 | - | 6 | 1 |
| Pacific | +12 | +6 | +9 | +16 | -2 | 5 | 1 | 2 | 4 | 1 |
| Specialty-line grocery wholesalers | +17 | -2 | +18 | +26 | -2 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +31 | -7 | +27 | +24 | -3 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +7 | -1 | +14 | (S) | 0 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | +5 | +24 | (S) | +4 | - | 2 | 3 | - | 1 |
| South Atlantic | +18 | 0 | +13 | +36 | 0 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | -8 | 0 | (S) | +6 | - | 2 | 5 | - | 4 |
| West South Central | (S) | -22 | +5 | (S) | 0 | - | 6 | 5 | - | 3 |
| Mountain | (S) | +9 | (S) | (S) | +6 | - | 5 | - | - | 4 |
| Pacific | (S) | +8 | +22 | (S) | (S) | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +21 | -1 | +18 | +16 | 0 | 3 | 2 | 2 | 4 | 1 |
| New England | (S) | -1 | +10 | (S) | -4 | - | 6 | 8 | - | - |
| Middle Atlantic | +11 | -8 | +16 | (S) | -13 | 8 | 4 | 3 | - | 4 |
| East North Central | +8 | +3 | +12 | -1 | +4 | 8 | 3 | 4 | 7 | 3 |
| West North Central | (S) | -3 | +24 | +10 | -1 | - | 3 | 7 | 8 | 3 |
| South Atlantic | +23 | +6 | +17 | +14 | +6 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | -6 | (S) | (S) | (S) | - | 5 | - | - | 5 |
| West South Central | (S) | +3 | +20 | (S) | -6 | - | 3 | 6 | - | 3 |
| Mountain | (S) | +52 | (S) | (S) | +52 | - | 3 | - | - | 3 |
| Pacific | +21 | -13 | +19 | (S) | -10 | 8 | 4 | 3 | - | 4 |
| Drug wholesalers (general and specialty lines) | +13 | 0 | +7 | +12 | +5 | 3 | 2 | 2 | 3 | 1 |
| New England | 0 | +5 | +2 | (S) | -2 | 9 | 3 | 9 | - | 2 |
| Middle Atlantic | +9 | -6 | +3 | (S) | +29 | 8 | 5 | 4 | - | 2 |
| East North Central | +25 | -2 | +22 | +27 | -1 | 6 | 2 | 4 | 6 | 2 |
| West North Central | -5 | -6 | +6 | -1 | +2 | 8 | 4 | 5 | 9 | 2 |
| South Atlantic | +2 | 0 | -4 | -9 | -3 | 6 | 4 | 9 | 8 | 2 |
| East South Central | (S) | +4 | +9 | (S) | -2 | - | 3 | 2 | - | 3 |
| West South Central | +17 | +6 | +7 | +5 | +4 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | +7 | +2 | (S) | -8 | - | 2 | 3 | - | 3 |
| Pacific | +25 | +13 | +6 | +5 | -6 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | +4 | -1 | +4 | +13 | +1 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | -1 | -6 | (S) | (S) | - | 2 | 5 | - | 2 |
| Middle Atlantic | +6 | -1 | +4 | +32 | 0 | 5 | 2 | 4 | 7 | 1 |
| East North Central | +9 | -1 | +4 | +17 | +3 | 7 | 2 | 2 | 6 | 2 |
| West North Central | -9 | -2 | -1 | (S) | 0 | 9 | 2 | 7 | - | 1 |
| South Atlantic | +4 | -1 | +12 | +3 | +1 | 6 | 2 | 2 | 7 | 1 |
| East South Central | (S) | +10 | +9 | (S) | 0 | - | 2 | 4 | - | 3 |
| West South Central | -3 | -9 | 0 | +11 | 0 | 9 | 1 | 6 | 9 | 1 |
| Mountain | (S) | +2 | +3 | (S) | +12 | - | 3 | 8 | - | 1 |
| Pacific | 0 | -2 | -3 | +5 | -2 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +7 | -4 | +8 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +6 | -6 | +8 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | +1 | +4 | (S) | (S) | - | 6 | 5 | 9 | 2 |
| East South Central | -2 | +27 | +31 | (S) | (S) | 3 | 5 | 9 | - | 2 |
| West South Central | (S) | (S) | -2 | (S) | (S) | - | - | 6 | - | 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, ne, September and December 1971, and March 1972. Column C shows the sampling errors for cumulative sales trends for June 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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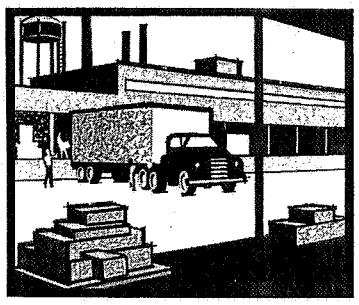


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: October 1973

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# August 1973

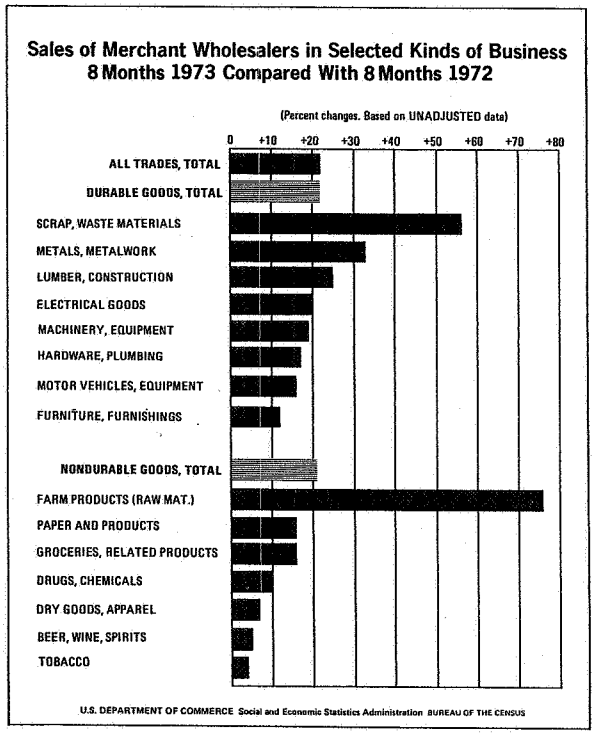
**Sales**—August 1973 sales of merchant wholesalers were estimated at $32.5 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, August sales were $30.8 billion, up 1 percent from last month, and 22 percent above August 1972. Adjusted June-through-August average sales were 2 percent above the March-through-May period, and were 23 percent above the average for the comparable months a year ago.

After adjustment August sales in the durable goods trades remained virtually unchanged from the previous month, but were 18 percent above August 1972. Nondurable goods sales were 2 percent above the previous month, and were 26 percent above the same month a year ago. Average monthly sales in the durable goods group during the June-through-August period were 1 percent above the prior 3 months, and were 22 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 March-through-May period and were 24 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 10 trade groups showing gains; 5 indicating declines; and 2 no change. The larger increases were reported in jewelry (9%), and dry goods, apparel (6%). The larger decreases were noted in electrical goods (-5%), and motor vehicles, automotive equipment (-4%). Compared with sales a year ago, all trade groups showed increases with the exception of dry goods, apparel (-2%). Among the sharper increases were farm products, raw materials (93%); scrap, waste materials (67%); and jewelry (45%).

**Inventories**—Total inventories of merchant wholesalers were valued $34.4 billion at the end of August. After adjustment for seasonal variations August inventories were up 1 percent from last month, and were 16 percent above August 1972. Durable goods stocks remained virtually unchanged from the previous month but were 12 percent above August 1972. Nondurable goods stocks increased 2 percent during August and were 22 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, 5 indicating declines, and 1 no change. The larger increases were noted in farm products, raw materials (13%), and furniture, home furnishings (4%). The larger decreases were shown in metals, metalwork (-6%), and tobacco, tobacco products (-5%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (80%); furniture, home furnishings (24%); and scrap, waste materials (23%).




**Stock-Sales Ratio**—The August stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 114 percent, virtually unchanged from the previous month, but 6 points below the August 1972 ratio. The stock-sales ratio for the durable goods was 144 percent, virtually the same as July, but down 8 points from the year-ago ratio. The ratio for nondurable goods was 88 percent, unchanged from the previous month, but down 3 points from the August 1972 ratio.

An advance release of August 1973 data was issued on October 9, 1973

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Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | 1972 | | | | | Total 8 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug.[1] | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL..... | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,455 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 234,285 | 192,577 |
| TOTAL (exc. farm products, raw materials)..... | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,265 | 29,663 | 25,133 | 24,014 | 24,990 | 24,983 | 23,927 | 214,483 | 181,319 |
| DURABLE GOODS, TOTAL..... | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,983 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 109,679 | 89,889 |
| Motor vehicles, automotive equipment, total[2]..... | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,681 | 2,641 | 2,419 | 2,307 | 2,353 | 2,204 | 2,079 | 20,846 | 18,059 |
| Automotive equipment, tires, tubes... | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,414 | 1,449 | 1,305 | 1,201 | 1,278 | 1,205 | 1,078 | 10,659 | 9,458 |
| Automotive equipment..... | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,191 | 1,214 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 9,047 | 8,197 |
| Electrical goods, total..... | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 1,996 | 2,014 | 1,708 | 1,690 | 1,805 | 1,852 | 1,701 | 14,472 | 12,017 |
| Electrical supplies, apparatus..... | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 917 | 761 | 740 | 805 | 764 | 736 | 6,565 | 5,405 |
| Electrical appliances, TV, radio sets, electronic parts, equipment... | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,103 | 1,097 | 947 | 950 | 1,000 | 1,088 | 965 | 7,907 | 6,612 |
| Appliances, TV, radio sets..... | 619 | 555 | 690 | 609 | 599 | 700 | 723 | 700 | 646 | 639 | 679 | 726 | 649 | 5,195 | 4,510 |
| Furniture, home furnishings, total..... | 501 | 512 | 606 | 557 | 572 | 575 | 539 | 622 | 562 | 552 | 599 | 604 | 533 | 4,484 | 4,014 |
| Furniture-household, office..... | (S) | 162 | 182 | 175 | (S) | 178 | 153 | (S) | 166 | 159 | 172 | (S) | (S) | 1,353 | 1,226 |
| Home furnishings, floor coverings.... | 337 | 350 | 425 | 382 | 401 | 397 | 385 | 454 | 396 | 393 | 427 | 434 | 356 | 3,131 | 2,788 |
| Hardware, plumbing, heating equipment, supplies, total..... | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,343 | 1,447 | 1,275 | 1,170 | 1,248 | 1,205 | 1,055 | 10,268 | 8,793 |
| Hardware..... | 433 | 433 | 492 | 479 | 515 | 504 | 493 | 538 | 468 | 426 | 459 | 469 | 383 | 3,886 | 3,328 |
| General-line hardware..... | 243 | 241 | 284 | 267 | 283 | 288 | 280 | 306 | 272 | 239 | 256 | 265 | 208 | 2,191 | 1,891 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 592 | 636 | (S) | (S) | 5,007 | 4,267 |
| Air conditioning, refrigeration equipment, supplies..... | (S) | (S) | (S) | (S) | (S) | 211 | 208 | (S) | 183 | 152 | 153 | (S) | (S) | 1,375 | 1,199 |
| Lumber, construction materials, total.. | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,608 | 1,739 | 1,542 | 1,427 | 1,532 | 1,486 | 1,231 | 12,735 | 10,160 |
| Lumber, millwork..... | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,067 | 1,133 | 974 | 928 | 992 | 978 | 811 | 8,564 | 6,529 |
| Construction materials..... | 432 | (S) | 494 | 522 | 576 | 578 | 540 | 605 | 568 | 499 | 540 | 509 | 420 | 4,171 | 3,631 |
| Machinery, equipment, supplies, total.. | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,449 | 3,730 | 3,075 | 3,059 | 3,101 | 3,031 | 3,026 | 27,345 | 22,908 |
| Construction machinery, equipment.... | 468 | 501 | 596 | 610 | 649 | 634 | 624 | 640 | 558 | 539 | 543 | 509 | 516 | 4,721 | 4,000 |
| Industrial machinery, equipment, supplies..... | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,637 | 1,784 | 1,432 | 1,435 | 1,442 | 1,462 | 1,465 | 13,195 | 10,845 |
| Professional equipment, supplies..... | 386 | 395 | 457 | 418 | 449 | 459 | 459 | 471 | 419 | 420 | 448 | 419 | 416 | 3,494 | 3,190 |
| Service-establishment equipment, supplies..... | 172 | 167 | 180 | 183 | 185 | 188 | 187 | 200 | 188 | 172 | 181 | 181 | 172 | 1,462 | 1,403 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,550 | 1,730 | 1,319 | 1,227 | 1,239 | 1,205 | 1,220 | 12,296 | 9,214 |
| Iron, steel, and products..... | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,190 | 1,336 | 1,042 | 957 | 977 | 935 | 946 | 9,570 | 7,214 |
| Nonferrous metals..... | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 395 | 277 | 270 | 262 | (S) | 273 | 2,726 | 1,999 |
| Scrap, waste materials, total ..... | 502 | 558 | 666 | 660 | 778 | 723 | 697 | 756 | 446 | 443 | 466 | 444 | 453 | 5,341 | 3,418 |
| Iron, steel scrap..... | 304 | 361 | 437 | 416 | (S) | 469 | 460 | 487 | 274 | 276 | 285 | 269 | 279 | 3,457 | 2,059 |
| Waste materials..... | 199 | 197 | 229 | 244 | 254 | 255 | 237 | 269 | 172 | 167 | 181 | 175 | 174 | 1,884 | 1,359 |
| NONDURABLE GOODS, TOTAL..... | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,472 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 124,606 | 102,688 |
| TOTAL (exc. farm products, raw materials)..... | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,192 | 14,680 | 12,581 | 11,922 | 12,386 | 12,682 | 12,370 | 104,804 | 91,430 |
| Groceries and related products, total.. | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,754 | 6,213 | 5,140 | 4,820 | 4,940 | 5,146 | 5,007 | 44,237 | 38,094 |
| General-line groceries..... | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,164 | 2,366 | 2,073 | 1,891 | 1,962 | 2,056 | 1,993 | 16,859 | 15,250 |
| Specialty-line groceries..... | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,465 | 1,645 | 1,340 | 1,306 | 1,313 | 1,374 | 1,342 | 11,792 | 9,926 |
| Confectionery..... | 93 | 95 | 104 | 104 | 110 | 104 | 98 | 103 | 99 | 103 | 114 | 109 | 101 | 811 | 755 |
| Meat, meat products..... | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,222 | 1,276 | 992 | 952 | 977 | 1,001 | 974 | 9,014 | 7,448 |
| Poultry, poultry products..... | 238 | 222 | 264 | 256 | 280 | 279 | 303 | 367 | 234 | 216 | 223 | 236 | 234 | 2,208 | 1,688 |
| Fresh fruits, vegetables..... | 388 | 358 | 420 | 442 | 489 | 499 | 502 | 455 | 401 | 350 | 352 | 369 | 362 | 3,552 | 3,026 |
| Beer, wine, distilled alcoholic beverages, total..... | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,296 | 1,374 | 1,315 | 1,235 | 1,296 | 1,391 | 1,543 | 10,036 | 9,542 |
| Beer..... | 493 | 469 | 543 | 545 | 676 | 685 | 685 | 701 | 678 | 574 | 547 | 540 | 530 | 4,797 | 4,549 |
| Wine, distilled spirits..... | 561 | 577 | 707 | 653 | 749 | 707 | 611 | 673 | 637 | 661 | 749 | 850 | 1,012 | 5,239 | 4,992 |
| Drugs, chemicals, allied products, total..... | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,053 | 1,179 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 8,379 | 7,617 |
| Drugs, drug proprietaries, sundries.. | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 660 | 598 | 602 | 663 | 609 | 602 | 4,652 | 4,329 |
| General-line drugs..... | 270 | 230 | 252 | 242 | 260 | 248 | 254 | 283 | 263 | 252 | 264 | 253 | 240 | 2,037 | 1,907 |
| Paints, varnishes..... | 41 | 42 | 50 | 51 | 55 | 55 | 59 | 62 | 58 | 52 | 51 | 47 | 39 | 414 | 388 |
| Other chemicals, allied products..... | 369 | 359 | 417 | 418 | 434 | 441 | 418 | 457 | 385 | 352 | 368 | 358 | 337 | 3,313 | 2,900 |
| Tobacco, tobacco products..... | 555 | 517 | 583 | 555 | 634 | 605 | 603 | 636 | 613 | 597 | 579 | 585 | 578 | 4,690 | 4,525 |
| Dry goods, apparel, total..... | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,053 | 1,364 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 9,071 | 8,483 |
| Apparel and accessories, hosiery, lingerie, footwear..... | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 4,244 | 3,991 |
| Dry goods, notions..... | 431 | 391 | 414 | 380 | (S) | (S) | 371 | 456 | (S) | 418 | 421 | 402 | 340 | 3,302 | 3,213 |
| Paper, paper products, excluding wallpaper, total..... | 733 | 693 | 780 | 746 | 822 | 800 | 748 | 842 | 738 | 697 | 733 | 729 | 703 | 6,164 | 5,331 |
| Paper..... | 552 | 520 | 590 | 576 | 640 | 624 | 572 | 642 | 566 | 527 | 555 | 539 | 527 | 4,716 | 4,094 |
| Stationery, office supplies..... | 181 | 173 | 190 | 171 | 181 | 177 | 175 | 200 | 173 | 170 | 178 | 190 | 176 | 1,447 | 1,237 |
| Farm products (raw materials), total... | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,627 | 2,792 | 1,521 | 1,541 | 1,833 | 2,171 | 2,162 | 19,802 | 11,258 |
| Grain..... | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,073 | 2,225 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 15,249 | 7,885 |
| Other nondurable goods, total..... | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,685 | 3,072 | 2,382 | 2,379 | 2,537 | 2,677 | 2,584 | 22,228 | 17,838 |
| Books, magazines, newspapers..... | 167 | 158 | 177 | 162 | 166 | 176 | 191 | 201 | 175 | 171 | 179 | 184 | 171 | 1,398 | 1,248 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | 1972 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug.[1] | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,295 | 34,356 | 29,868 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,100 | 31,880 | 28,466 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,390 | 20,277 | 18,098 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,924 | 3,856 | 3,697 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,500 | 2,499 | 2,204 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,908 | 2,930 | 2,523 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,176 | 1,179 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,732 | 1,751 | 1,548 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 939 | 977 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 730 | 763 | 599 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,185 | 2,170 | 1,880 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 858 | 858 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,063 | 1,056 | 922 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,450 | 1,391 | 1,199 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 955 | 906 | 756 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,839 | 5,846 | 5,147 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,700 | 1,715 | 1,522 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,376 | 2,368 | 2,044 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,273 | 2,234 | 2,146 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,881 | 1,864 | 1,761 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,905 | 14,079 | 11,769 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,710 | 11,603 | 10,367 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,138 | 3,147 | 2,674 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,450 | 1,466 | 1,309 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,170 | 1,173 | 923 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,353 | 1,310 | 1,241 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 340 | 320 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,013 | 989 | 913 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,389 | 1,429 | 1,254 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 983 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 794 | 784 | 696 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 540 | 534 | 473 | 487 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | 1972 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug.[1] | Aug. | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 106 | 112 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 107 | 113 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 135 | 144 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 146 | 153 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 173 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 145 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 132 | 129 | 128 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 157 | 160 | 164 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 174 | 157 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 189 | 168 | 151 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 163 | 150 | 147 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 174 | 159 | 159 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 90 | 80 | 78 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 90 | 80 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 169 | 157 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 272 | 268 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 145 | 133 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 147 | 129 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 158 | 140 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 81 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 79 | 82 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 54 | 51 | 52 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 62 | 63 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 80 | 71 | 69 | 74 | 76 | 73 | 74 |
| Beer, wine distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 104 | 95 | 94 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 46 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 166 | 147 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 121 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 149 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 106 | 93 | 94 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 83 | 84 | 92 | 88 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

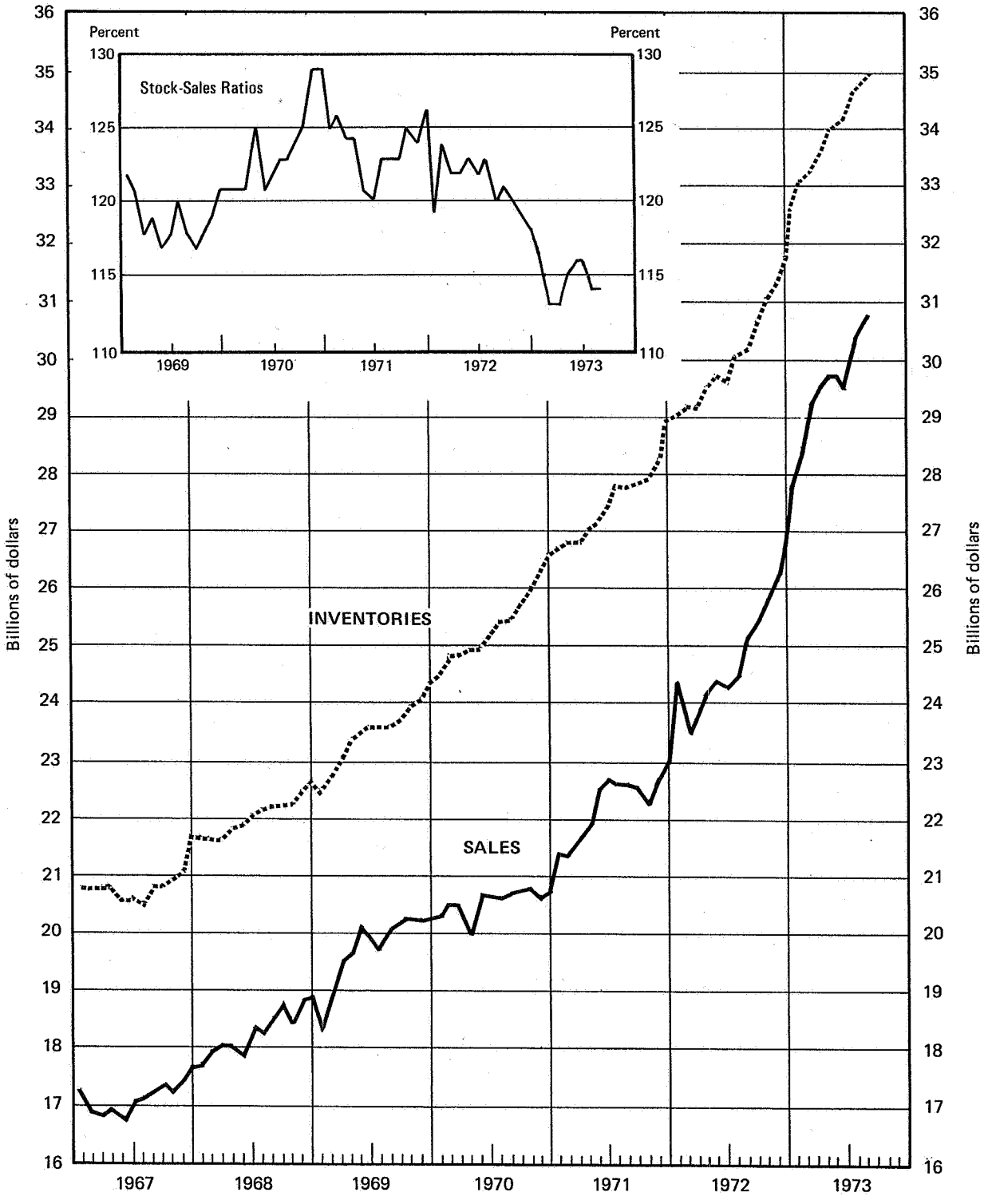
| Kind of business | 1973 | | | | | | | | 1972 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug.[1] | Aug. | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,443 | 30,762 | 25,137 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,521 | 27,832 | 23,621 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 14,039 | 13,975 | 11,802 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,588 | 2,494 | 2,310 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 1,996 | 1,889 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 548 | 563 | 512 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,301 | 1,314 | 1,163 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,527 | 1,511 | 1,354 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,502 | 3,549 | 2,965 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,566 | 1,605 | 1,236 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 731 | 746 | 446 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,404 | 16,787 | 13,335 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,482 | 13,857 | 11,819 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,737 | 5,900 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,301 | 1,263 | 1,190 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,096 | 1,122 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 594 | 586 | 566 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,115 | 1,179 | 1,198 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 783 | 783 | 690 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,922 | 2,930 | 1,516 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,856 | 3,024 | 2,335 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,653 | 35,015 | 30,164 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,871 | 31,885 | 28,427 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,159 | 20,183 | 17,984 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,885 | 3,959 | 3,769 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,899 | 2,948 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 912 | 949 | 768 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,153 | 2,185 | 1,893 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,444 | 1,390 | 1,198 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,736 | 5,754 | 5,056 | 5,126 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,255 | 2,130 | 2,061 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,494 | 14,832 | 12,180 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,712 | 11,702 | 10,443 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,173 | 3,221 | 2,751 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,379 | 1,358 | 1,289 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,386 | 1,429 | 1,251 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 780 | 785 | 698 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 114 | 120 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 115 | 120 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 144 | 152 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 159 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 156 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 166 | 169 | 150 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 165 | 166 | 163 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 95 | 92 | 88 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 164 | 162 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 144 | 133 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 88 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 84 | 88 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 55 | 55 | 57 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 106 | 108 | 108 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 126 | 127 | 126 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 100 | 100 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: August 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | August 1973 from-- | | 8 months 1973 from 8 months 1972 | August 1973 from-- | | August 1973 from-- | | August 1973 from-- | |
| | August 1972 | July 1973 | | August 1972 | July 1973 | August 1972 | July 1973 | August 1972 | July 1973 |
| MERCHANT WHOLESALERS, TOTAL | +22 | +8 | +22 | +15 | 0 | +22 | +1 | +16 | +1 |
| TOTAL (excluding farm products, raw materials) | +18 | +9 | +18 | +12 | -1 | +18 | +1 | +12 | 0 |
| DURABLE GOODS, TOTAL | +19 | +6 | +22 | +12 | -1 | +18 | 0 | +12 | 0 |
| Motor vehicles, automotive equipment, total | +9 | -2 | +16 | +4 | -2 | +8 | -4 | +5 | +2 |
| Automobiles, other motor vehicles | +7 | -6 | +19 | -9 | -5 | - | - | - | - |
| Automotive equipment, tires, tubes | +11 | +2 | +13 | +13 | 0 | - | - | - | - |
| Automotive equipment | +8 | +2 | +10 | +14 | +1 | - | - | - | - |
| Electrical goods, total | +18 | +1 | +20 | +16 | +1 | +18 | -5 | +17 | +2 |
| Electrical supplies, apparatus | +20 | +3 | +21 | +21 | 0 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +16 | -1 | +20 | +13 | +1 | - | - | - | - |
| Appliances, TV, radio sets | +8 | -3 | +15 | +1 | 0 | - | - | - | - |
| Furniture, home furnishings, total | +11 | +16 | +12 | +24 | +4 | +10 | +3 | +24 | +4 |
| Furniture-household, office | +1 | +10 | +10 | +15 | +2 | - | - | - | - |
| Household furniture | -5 | +5 | +10 | +12 | +3 | - | - | - | - |
| Office furniture | +6 | +14 | +10 | +20 | 0 | - | - | - | - |
| Home furnishings, floor coverings | +15 | +18 | +12 | +27 | +4 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +13 | +8 | +17 | +15 | -1 | +13 | +1 | +15 | +1 |
| Hardware | +15 | +9 | +17 | +16 | 0 | - | - | - | - |
| General-line hardware | +13 | +10 | +16 | +11 | 0 | - | - | - | - |
| Plumbing and heating equipment, supplies | +14 | +10 | +17 | +14 | -1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +10 | -4 | +15 | +19 | -4 | - | - | - | - |
| Lumber, construction materials, total | +13 | +8 | +25 | +16 | -4 | +12 | -1 | +16 | -4 |
| Lumber, millwork | +16 | +6 | +31 | +20 | -5 | - | - | - | - |
| Construction materials | +7 | +12 | +15 | +9 | -2 | - | - | - | - |
| Machinery, equipment, supplies, total | +21 | +8 | +19 | +14 | 0 | +20 | +1 | +14 | 0 |
| Commercial machines, equipment | +42 | +16 | +24 | +39 | +2 | - | - | - | - |
| Construction machinery, equipment | +15 | +2 | +18 | +13 | +1 | - | - | - | - |
| Industrial machinery, equipment, supplies | +25 | +9 | +22 | +16 | 0 | - | - | - | - |
| Professional equipment, supplies | +12 | +2 | +10 | +16 | +1 | - | - | - | - |
| Surgical, medical, hospital supplies | +20 | +1 | +16 | +23 | +1 | - | - | - | - |
| Service-establishment equipment, supplies | +6 | +7 | +4 | 0 | 0 | - | - | - | - |
| Metals, metalwork (except scrap), total | +31 | +12 | +33 | +4 | -2 | +30 | +2 | +3 | -6 |
| Iron, steel, and products | +28 | +12 | +33 | +6 | -1 | - | - | - | - |
| Nonferrous metals | +43 | +10 | +36 | -4 | -5 | - | - | - | - |
| Scrap, waste materials, total[2] | +70 | +8 | +56 | +23 | 0 | +67 | +2 | +23 | +1 |
| Iron, steel scrap | +78 | +6 | +68 | +29 | -1 | - | - | - | - |
| Waste materials | +56 | +13 | +39 | +13 | +1 | - | - | - | - |
| Jewelry | +48 | +45 | +45 | (S) | (S) | +45 | +9 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +24 | +10 | +21 | +20 | +1 | +26 | +2 | +22 | +2 |
| TOTAL (excluding farm products, raw materials) | +17 | +11 | +15 | +12 | -1 | +17 | +3 | +12 | 0 |
| Groceries and related products, total | +21 | +8 | +16 | +18 | 0 | +22 | +3 | +17 | +2 |
| General-line groceries | +14 | +9 | +10 | +12 | +1 | - | - | - | - |
| Voluntary groups | +10 | +7 | +8 | +7 | +1 | - | - | - | - |
| Retailer cooperatives | +19 | +7 | +12 | +18 | +4 | - | - | - | - |
| Nonaffiliated | +16 | +15 | +12 | +14 | 0 | - | - | - | - |
| Specialty-line groceries | +23 | +12 | +19 | +27 | 0 | - | - | - | - |
| Confectionery | +4 | +5 | +7 | -1 | 0 | - | - | - | - |
| Meats, meat products | +29 | +4 | +21 | +17 | -1 | - | - | - | - |
| Poultry, poultry products | +57 | +21 | +31 | +29 | -1 | - | - | - | - |
| Fresh fruits, vegetables | +13 | -9 | +17 | +14 | -5 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +4 | +6 | +5 | +6 | -3 | +6 | -3 | +5 | -2 |
| Beer | +3 | +2 | +5 | -2 | -6 | - | - | - | - |
| Wine, distilled spirits | +6 | +10 | +5 | +8 | -2 | - | - | - | - |
| Drugs, chemicals, allied products, total | +13 | +12 | +10 | +14 | +3 | +13 | +2 | +14 | +3 |
| Drugs, drug proprietaries, druggists' sundries | +10 | +14 | +7 | +15 | +4 | - | - | - | - |
| General-line drugs | +8 | +11 | +7 | +8 | +2 | - | - | - | - |
| Paints, varnishes | +7 | +6 | +7 | +6 | +2 | - | - | - | - |
| Other chemicals, allied products | +19 | +9 | +14 | +13 | 0 | - | - | - | - |
| Tobacco, tobacco products | +4 | +6 | +4 | +8 | -3 | +4 | -1 | +8 | -5 |
| Dry goods, apparel, total | +1 | +29 | +7 | (S) | (S) | -2 | +6 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +2 | +31 | +6 | (S) | (S) | - | - | - | - |
| Dry goods, notions | -6 | +23 | +3 | (S) | (S) | - | - | - | - |
| Piece goods converters | +14 | +40 | +19 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +14 | +13 | +16 | +12 | -1 | +13 | 0 | +12 | +1 |
| Paper | +14 | +12 | +15 | +13 | -1 | - | - | - | - |
| Stationery, office supplies | +16 | +14 | +17 | +12 | -2 | - | - | - | - |
| Farm products (raw materials), total[2] | +84 | +6 | +76 | +77 | +13 | +93 | 0 | +80 | +13 |
| Cotton | +34 | -10 | +26 | +82 | -15 | - | - | - | - |
| Grain | +98 | +7 | +93 | +95 | +18 | - | - | - | - |
| Other nondurable goods, total | +29 | +14 | +25 | +11 | -1 | +30 | +6 | +12 | -1 |
| Amusement, sporting goods | +1 | +28 | +14 | +4 | -2 | - | - | - | - |
| Books, magazines, newspapers | +15 | +6 | +12 | +21 | 0 | - | - | - | - |
| Coal | +43 | +22 | +18 | (S) | (S) | - | - | - | - |
| Farm supplies | +55 | +18 | +35 | 0 | 0 | - | - | - | - |

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

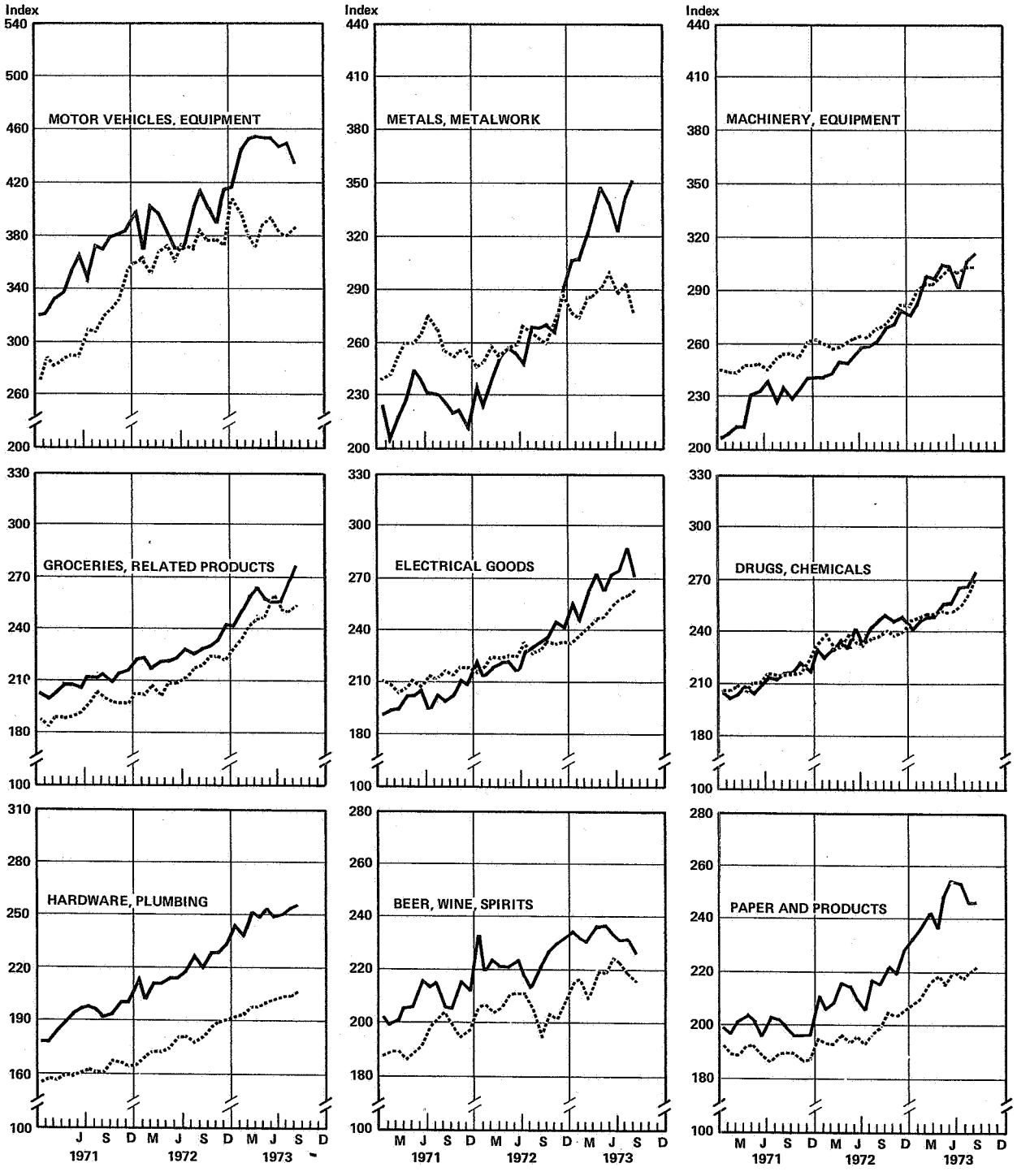
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect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

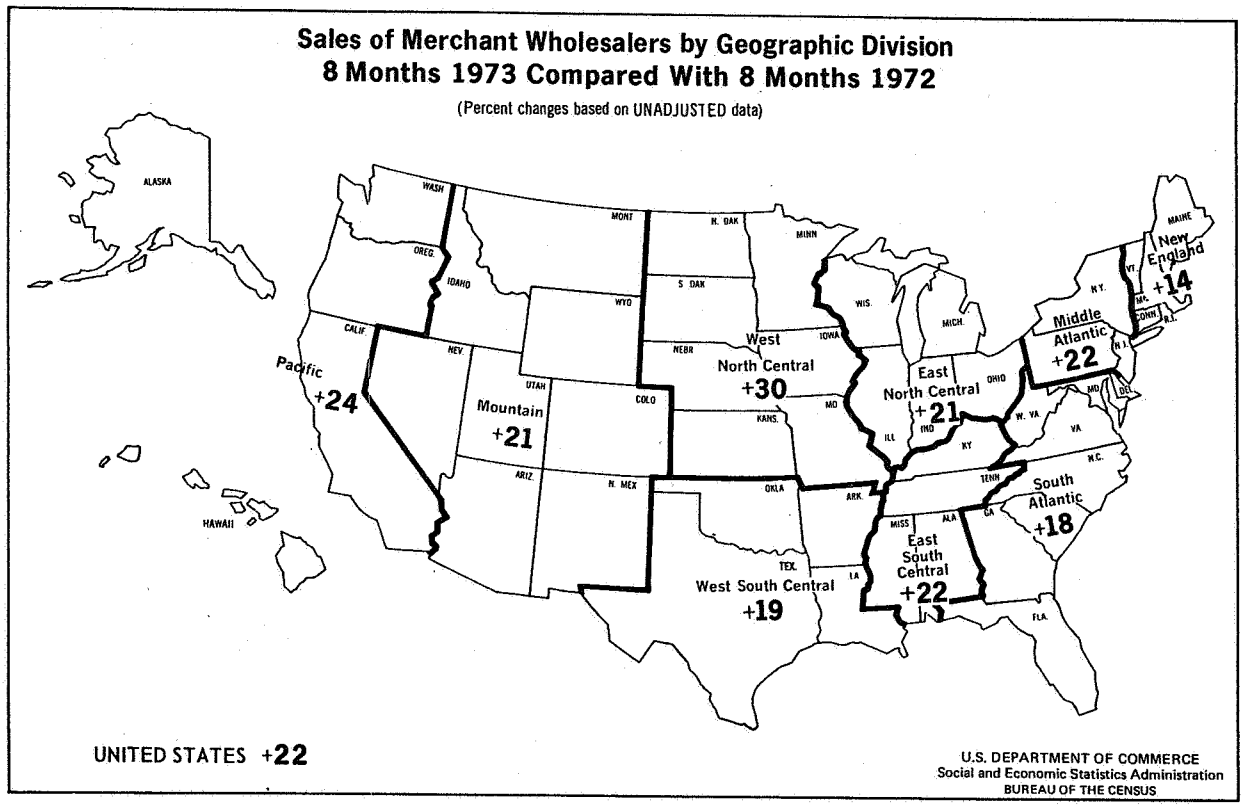
# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data asjusted for seasonal variations and trading day differences

Sales ——— Inventories .....






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | | | 1972 | | | | | Total 8 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug.[1] | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,455 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 234,285 | 192,577 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,363 | 1,492 | 1,290 | 1,158 | 1,205 | 1,279 | 1,223 | 10,503 | 9,242 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,801 | 8,608 | 7,036 | 6,915 | 7,217 | 7,366 | 7,005 | 62,218 | 50,912 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,367 | 5,737 | 4,776 | 4,510 | 4,732 | 4,782 | 4,650 | 41,681 | 34,508 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,714 | 3,011 | 2,279 | 2,108 | 2,246 | 2,373 | 2,289 | 20,380 | 15,626 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,174 | 3,329 | 2,863 | 2,644 | 2,920 | 2,929 | 2,766 | 24,736 | 20,881 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,675 | 1,725 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 12,853 | 10,578 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,613 | 2,871 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 20,463 | 17,190 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 1,007 | 1,096 | 894 | 852 | 847 | 857 | 830 | 7,597 | 6,274 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,177 | 4,586 | 3,734 | 3,727 | 3,835 | 3,894 | 3,663 | 33,854 | 27,365 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,983 | 12,552 | 12,092 | 12,604 | 12,301 | 11,557 | 109,679 | 89,889 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 636 | 675 | 584 | 530 | 580 | 584 | 551 | 4,978 | 4,105 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,238 | 3,441 | 2,831 | 2,788 | 3,005 | 2,950 | 2,673 | 35,241 | 20,921 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,669 | 2,828 | 2,322 | 2,240 | 2,362 | 2,300 | 2,178 | 20,454 | 16,654 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 947 | 995 | 858 | 799 | 861 | 825 | 759 | 7,049 | 5,859 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,646 | 1,735 | 1,511 | 1,407 | 1,472 | 1,439 | 1,354 | 13,023 | 10,769 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 684 | 733 | 622 | 603 | 627 | 558 | 554 | 5,336 | 4,352 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,452 | 1,528 | 1,271 | 1,194 | 1,220 | 1,136 | 1,133 | 11,004 | 9,149 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 560 | 601 | 485 | 468 | 464 | 462 | 424 | 4,083 | 3,305 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,240 | 2,448 | 2,069 | 2,062 | 2,014 | 2,049 | 1,930 | 18,511 | 14,760 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,472 | 14,102 | 13,463 | 14,219 | 14,853 | 14,532 | 124,606 | 102,688 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 727 | 817 | 706 | 627 | 625 | 695 | 672 | 5,525 | 5,137 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,562 | 5,167 | 4,205 | 4,127 | 4,212 | 4,417 | 4,332 | 36,977 | 30,010 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,698 | 2,908 | 2,454 | 2,269 | 2,370 | 2,481 | 2,472 | 21,227 | 17,854 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,767 | 2,017 | 1,421 | 1,308 | 1,385 | 1,548 | 1,530 | 13,331 | 9,768 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,528 | 1,594 | 1,352 | 1,237 | 1,448 | 1,490 | 1,412 | 11,713 | 10,112 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 991 | 992 | 801 | 817 | 882 | 941 | 888 | 7,517 | 6,226 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,161 | 1,344 | 1,088 | 1,026 | 1,094 | 1,041 | 1,088 | 9,459 | 8,041 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 448 | 495 | 409 | 384 | 383 | 395 | 406 | 3,514 | 2,968 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,937 | 2,138 | 1,665 | 1,665 | 1,821 | 1,845 | 1,732 | 15,342 | 12,572 | 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 1973

(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[3] | | | Inventories | | | | | | |
| | August 1973 from-- | | 8 months 1973 from 8 months 1972 | August 1973 from-- | | | | | | |
| | August 1972 | July 1973 | | August 1972 | July 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +22 | +8 | +22 | +15 | 0 | 0.9 | 0.4 | 0.5 | 0.8 | 0.2 |
| New England | +16 | +9 | +14 | +5 | -2 | 4.4 | 1.5 | 1.6 | 3.6 | 0.4 |
| Middle Atlantic | +22 | +10 | +22 | +11 | -1 | 1.4 | 0.8 | 1.1 | 1.5 | 0.6 |
| East North Central | +20 | +7 | +21 | +12 | -1 | 2.1 | 1.1 | 0.8 | 1.5 | 0.6 |
| West North Central | +32 | +11 | +30 | +23 | +2 | 3.2 | 1.6 | 2.4 | 3.1 | 0.8 |
| South Atlantic | +16 | +5 | +18 | +22 | +2 | 2.2 | 1.0 | 1.4 | 1.7 | 0.7 |
| East South Central | +21 | +3 | +22 | +19 | +1 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +22 | +10 | +19 | +14 | +2 | 2.3 | 1.2 | 1.5 | 2.7 | 0.6 |
| Mountain | +22 | +9 | +21 | +19 | -4 | 4.4 | 2.6 | 2.9 | 4.6 | 1.0 |
| Pacific | +23 | +10 | +24 | +16 | +1 | 3.6 | 1.5 | 1.3 | 3.3 | 0.8 |
| Durable goods, total | +19 | +6 | +22 | +12 | -1 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +16 | +6 | +21 | +3 | -2 | 7.7 | 2.7 | 3.0 | 3.7 | 0.9 |
| Middle Atlantic | +22 | +6 | +21 | +10 | -2 | 2.7 | 1.3 | 1.9 | 1.9 | 0.8 |
| East North Central | +22 | +6 | +23 | +13 | 0 | 3.1 | 1.6 | 1.5 | 1.9 | 0.9 |
| West North Central | +16 | +5 | +20 | +14 | -1 | 3.9 | 2.5 | 2.8 | 3.8 | 0.7 |
| South Atlantic | +15 | +5 | +21 | +16 | +1 | 3.1 | 1.6 | 2.2 | 2.5 | 0.8 |
| East South Central | +18 | +7 | +23 | +11 | +1 | 4.4 | 2.5 | 3.0 | 3.5 | 0.8 |
| West South Central | +20 | +5 | +20 | +10 | 0 | 3.4 | 1.4 | 2.2 | 3.4 | 0.7 |
| Mountain | +24 | +7 | +24 | +18 | -5 | 6.8 | 4.4 | 4.5 | 5.8 | 1.2 |
| Pacific | +18 | +9 | +25 | +12 | +1 | 6.7 | 2.0 | 1.9 | 3.1 | 1.5 |
| Nondurable goods, total | +24 | +10 | +21 | +20 | +1 | 1.3 | 0.6 | 0.7 | 1.3 | 0.3 |
| New England | +16 | +12 | +8 | +8 | -1 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +23 | +13 | +23 | +13 | 0 | 1.7 | 1.1 | 1.4 | 3.6 | 0.6 |
| East North Central | +18 | +8 | +19 | +11 | -2 | 2.6 | 1.4 | 1.4 | 2.4 | 0.6 |
| West North Central | +42 | +14 | +36 | +33 | +6 | 3.9 | 1.7 | 3.3 | 5.4 | 1.3 |
| South Atlantic | +18 | +4 | +16 | +34 | +4 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +24 | 0 | +21 | +30 | 0 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +23 | +16 | +18 | +21 | +4 | 3.2 | 1.8 | 2.4 | 3.5 | 1.0 |
| Mountain | +21 | +10 | +18 | +22 | +1 | 5.0 | 1.9 | 4.0 | 6.7 | 1.9 |
| Pacific | +28 | +10 | +22 | +22 | +1 | 3.2 | 1.4 | 1.6 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +11 | +2 | +13 | +13 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +7 | (S) | (S) | -2 | - | 4 | - | - | 1 |
| Middle Atlantic | +6 | -1 | +15 | +4 | 0 | 9 | 5 | 7 | 8 | 1 |
| East North Central | +18 | +3 | +10 | +20 | +3 | 8 | 3 | 4 | 7 | 1 |
| West North Central | +26 | +3 | +22 | +22 | 0 | 9 | 4 | 5 | 9 | 2 |
| South Atlantic | -8 | -9 | +8 | +16 | +1 | 8 | 3 | 4 | 6 | 3 |
| East South Central | (S) | +11 | -1 | +1 | +6 | - | 4 | 8 | 9 | 3 |
| West South Central | +12 | +7 | +16 | +12 | 0 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +8 | (S) | (S) | (S) | - | 6 | - | - | 2 |
| Pacific | +8 | +5 | +11 | +10 | +5 | 9 | 3 | 4 | 9 | 2 |
| Electrical supplies, apparatus | +20 | +3 | +21 | +21 | 0 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | -4 | +13 | (S) | 0 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +16 | +2 | +17 | +8 | 0 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +18 | +2 | +22 | +17 | +2 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +9 | +28 | +33 | +1 | - | 3 | 5 | 7 | 1 |
| South Atlantic | +13 | -1 | +25 | +23 | -1 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | +10 | +26 | (S) | 0 | - | 4 | 6 | - | 2 |
| West South Central | +12 | -3 | +18 | +19 | +1 | 8 | 3 | 7 | 8 | 1 |
| Mountain | (S) | +9 | (S) | (S) | -1 | - | 2 | - | - | 1 |
| Pacific | +13 | +6 | +15 | +29 | 0 | 7 | 3 | 3 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +16 | -1 | +20 | +13 | +1 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | -6 | (S) | (S) | +9 | - | 5 | - | - | 3 |
| Middle Atlantic | 0 | -4 | +12 | +6 | -2 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +24 | +3 | +21 | +8 | +1 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | +4 | +12 | (S) | +2 | - | 5 | 5 | - | 2 |
| South Atlantic | +37 | +4 | +28 | +25 | +4 | 8 | 3 | 5 | 7 | 2 |
| West South Central | -2 | -5 | +14 | +2 | +1 | 7 | 2 | 3 | 9 | 2 |
| Mountain | (S) | -4 | (S) | (S) | -9 | - | 3 | - | - | 3 |
| Pacific | (S) | -1 | +33 | (S) | +4 | - | 3 | 5 | - | 3 |
| Furniture, home furnishings, total | +11 | +16 | +12 | +24 | +4 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | +12 | +10 | (S) | +4 | - | 5 | 8 | - | 4 |
| Middle Atlantic | +3 | +16 | +4 | +28 | +4 | 7 | 4 | 5 | 6 | 2 |
| East North Central | (S) | +19 | +12 | (S) | +5 | - | 4 | 5 | - | 2 |
| South Atlantic | (S) | +12 | +24 | (S) | +4 | - | 5 | 6 | - | 4 |
| East South Central | (S) | +19 | (S) | (S) | +4 | - | 5 | - | - | 3 |
| West South Central | +30 | +37 | +20 | (S) | +14 | 9 | 6 | 6 | - | 2 |
| Mountain | (S) | -15 | +20 | (S) | (S) | - | 6 | 9 | - | 4 |
| Pacific | +3 | +12 | +8 | +11 | -2 | 9 | 4 | 6 | 7 | 2 |
| Hardware | +15 | +9 | +17 | +16 | 0 | 2 | 1 | 2 | 1 | 1 |
| New England | (S) | +9 | (S) | (S) | -4 | - | 6 | - | - | 2 |
| Middle Atlantic | +9 | +13 | +15 | +16 | +2 | 7 | 4 | 5 | 7 | 1 |
| East North Central | +22 | +6 | +16 | +19 | 0 | 5 | 3 | 4 | 5 | 1 |
| West North Central | +14 | +7 | +20 | +16 | -4 | 5 | 3 | 4 | 6 | 1 |
| South Atlantic | +12 | +8 | +20 | +14 | -2 | 8 | 3 | 4 | 9 | 2 |
| East South Central | +10 | +15 | +12 | +14 | -1 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | -4 | +15 | +14 | +4 | - | 3 | 4 | 7 | 1 |
| Mountain | (S) | +18 | +30 | (S) | +2 | - | 4 | 1 | - | 2 |
| Pacific | +17 | +12 | +16 | +20 | +1 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +14 | +10 | +17 | +14 | -1 | 4 | 2 | 4 | 2 | 1 |
| New England | (S) | +29 | +17 | (S) | 0 | - | 4 | 4 | - | 2 |
| Middle Atlantic | -9 | +10 | +5 | +2 | 0 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +29 | +16 | +15 | +18 | -4 | 7 | 5 | 3 | 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: August 1973—Continued

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

| Kind of business and geographic division[1] | Percent change in-- Sales: August 1973 from August 1972 | Sales: August 1973 from July 1973 | Sales: 8 months 1973 from 8 months 1972 | Inventories: August 1973 from August 1972 | Inventories: August 1973 from July 1973 | 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) | +11 | +36 | +23 | -3 | - | 3 | 8 | 8 | 2 |
| South Atlantic | (S) | +8 | +31 | +23 | +4 | - | 5 | 9 | 8 | 2 |
| East South Central | (S) | +8 | +21 | (S) | 0 | - | 6 | 7 | - | 2 |
| West South Central | (S) | -6 | +12 | +8 | +1 | - | 6 | 8 | 9 | 3 |
| Pacific | +20 | +7 | +10 | +11 | +1 | 9 | 4 | 5 | 7 | 2 |
| Lumber, construction materials, total | +13 | +8 | +25 | +16 | -4 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +4 | +42 | (S) | -7 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +17 | +5 | +23 | +27 | -1 | 8 | 4 | 5 | 7 | 2 |
| East North Central | +5 | +4 | +15 | +9 | -5 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +3 | +12 | +17 | +9 | -7 | 9 | 5 | 8 | 8 | 2 |
| South Atlantic | +6 | +10 | +19 | (S) | -6 | 9 | 3 | 6 | - | 3 |
| East South Central | (S) | +6 | +16 | (S) | -4 | - | 5 | 6 | - | 2 |
| West South Central | (S) | (S) | +15 | (S) | +3 | - | 4 | 9 | - | 2 |
| Pacific | +28 | +10 | +44 | (S) | -6 | 7 | 5 | 7 | - | 4 |
| Industrial machinery, equipment supplies distribution | +25 | +9 | +22 | +16 | 0 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | +6 | +12 | +11 | -2 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | +16 | +28 | +15 | 0 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | +22 | +21 | +20 | 0 | - | 5 | 9 | 8 | 2 |
| West South Central | (S) | +3 | +22 | +18 | 0 | - | 5 | 7 | 7 | 2 |
| Pacific | +18 | +11 | +20 | +13 | 0 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +14 | +9 | +10 | +12 | +1 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +12 | +1 | (S) | +8 | - | 3 | 7 | - | 2 |
| Middle Atlantic | +14 | +9 | +12 | +22 | +1 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +7 | +9 | +9 | +2 | +1 | 4 | 1 | 3 | 4 | 1 |
| West North Central | +12 | +8 | +12 | +14 | +2 | 4 | 1 | 1 | 5 | 1 |
| South Atlantic | +32 | +12 | +8 | +9 | -1 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +13 | +10 | +11 | +18 | +3 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +16 | +13 | +12 | +6 | -4 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +30 | +9 | (S) | +13 | -4 | 5 | 2 | - | 6 | 1 |
| Pacific | +8 | +5 | +9 | +22 | +6 | 5 | 1 | 2 | 4 | 1 |
| Specialty-line grocery wholesalers | +23 | +12 | +19 | +27 | 0 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +39 | +15 | +30 | +11 | -4 | 5 | 2 | 4 | 5 | 3 |
| East North Central | +9 | +8 | +14 | (S) | +7 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | +20 | +28 | (S) | +2 | - | 2 | 3 | - | 1 |
| South Atlantic | +4 | +3 | +12 | +57 | 0 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | -7 | +2 | (S) | +4 | - | 2 | 5 | - | 4 |
| West South Central | (S) | +17 | +5 | (S) | (S) | - | 6 | 5 | - | 3 |
| Mountain | (S) | +10 | (S) | (S) | -6 | - | 5 | - | - | 4 |
| Pacific | (S) | +16 | +21 | (S) | (S) | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +13 | -9 | +17 | +14 | -5 | 3 | 2 | 2 | 4 | 1 |
| New England | (S) | -18 | +12 | (S) | (S) | - | 6 | 8 | - | - |
| Middle Atlantic | +10 | -5 | +16 | (S) | +6 | 8 | 4 | 3 | - | 4 |
| East North Central | +8 | -14 | +12 | -5 | -8 | 8 | 3 | 4 | 7 | 3 |
| West North Central | (S) | -29 | +26 | +14 | +4 | - | 3 | 7 | 8 | 3 |
| South Atlantic | +12 | -15 | +16 | +30 | -4 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | -9 | (S) | (S) | -5 | - | 5 | - | - | 5 |
| West South Central | (S) | -7 | +20 | (S) | -12 | - | 3 | 6 | - | 3 |
| Mountain | (S) | -18 | (S) | (S) | -4 | - | 3 | - | - | 3 |
| Pacific | +17 | +8 | +18 | (S) | -6 | 8 | 4 | 3 | - | 4 |
| Drug wholesalers (general and specialty lines) | +10 | +14 | +7 | +15 | +4 | 3 | 2 | 2 | 3 | 1 |
| New England | +36 | +31 | +6 | (S) | 0 | 9 | 3 | 9 | - | 2 |
| Middle Atlantic | +10 | +31 | +4 | (S) | +10 | 8 | 5 | 4 | - | 2 |
| East North Central | +13 | +8 | +21 | +20 | +4 | 6 | 2 | 4 | 6 | 2 |
| West North Central | 0 | +9 | +7 | +4 | +2 | 8 | 4 | 5 | 9 | 2 |
| South Atlantic | +2 | +8 | -3 | +3 | +5 | 6 | 4 | 9 | 8 | 2 |
| East South Central | (S) | +12 | +12 | (S) | +6 | - | 3 | 2 | - | 3 |
| West South Central | +19 | +15 | +8 | +9 | +1 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | +15 | -2 | (S) | +6 | - | 2 | 3 | - | 3 |
| Pacific | +8 | +1 | +7 | -3 | -5 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | +4 | +6 | +4 | +8 | -3 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | 0 | -6 | (S) | +3 | - | 2 | 5 | - | 2 |
| Middle Atlantic | +9 | +3 | +5 | +5 | -15 | 5 | 2 | 4 | 7 | 1 |
| East North Central | +3 | +5 | +3 | +12 | +2 | 7 | 2 | 2 | 6 | 2 |
| West North Central | 0 | +7 | +1 | (S) | +1 | 9 | 2 | 7 | - | 1 |
| South Atlantic | -8 | +6 | +9 | +1 | 0 | 6 | 2 | 2 | 7 | 1 |
| East South Central | (S) | +13 | +13 | (S) | (S) | - | 2 | 4 | - | 3 |
| West South Central | -3 | +11 | 0 | +14 | 0 | 9 | 1 | 6 | 9 | 1 |
| Mountain | (S) | (S) | +3 | (S) | (S) | - | 3 | 8 | - | 1 |
| Pacific | +6 | +5 | -1 | 0 | 0 | 7 | 1 | 4 | 9 | 3 |
| Dry goods, apparel wholesalers | +1 | +29 | +7 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | -6 | +27 | +5 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | +32 | +4 | (S) | (S) | - | 6 | 5 | 9 | 2 |
| East South Central | +36 | +84 | +34 | (S) | (S) | 3 | 5 | 9 | - | 2 |
| West South Central | (S) | (S) | -3 | (S) | (S) | - | - | 6 | - | 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 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.8 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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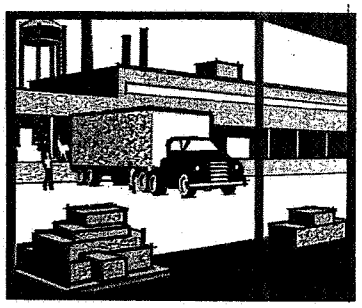


A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## Sales and Inventories



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

Issued: November 1973

BW-73-9

# September 1973

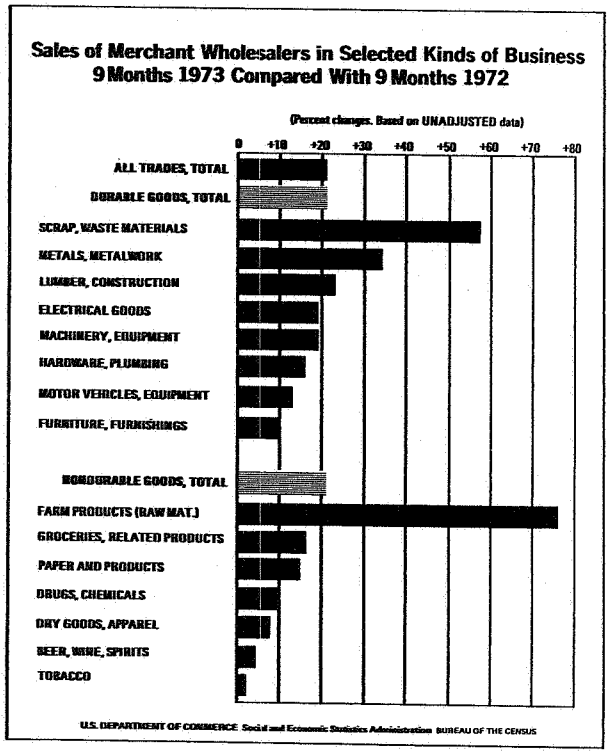
Sales—September 1973 sales of merchant wholesalers were estimated at $29.7 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, September sales were $30.5 billion, down 1 percent from last month, but 20 percent above September 1972. Adjusted July-through-September average sales were 3 percent above the April-through-June period, and were 22 percent above the average for the comparable months a year ago.

After adjustment September sales in the durable goods trades remained virtually unchanged from the previous month, but were 17 percent above September 1972. Nondurable goods sales were 1 percent below the previous month, but were 23 percent above the same month a year ago. Average monthly sales in the durable goods group during the July-through-September period were 1 percent above the prior 3 months, and were 20 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 5 percent above the average for the April-through-June period and were 25 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 6 trade groups showing gains; 7 indicating declines; and 4 no change. The larger increases were reported in drugs, chemicals (5%); metals, metalwork (4%); and farm products, raw materials (4%). The larger decreases were noted in jewelry (-10%), and groceries, and related products (-5%). Compared with sales a year ago, all trade groups showed increases with the exception of tobacco, tobacco products (-3%), and beer, wine, and spirits which showed no change. Among the sharper increases were farm products, raw materials (82%); scrap, waste materials (61%); and metals, metalwork (38%).

Inventories—Total inventories of merchant wholesalers were valued at $34.7 billion at the end of September. After adjustment for seasonal variations, September inventories were up 1 percent from last month, and were 15 percent above September 1972. Durable goods stocks were up 1 percent from the previous month and were 12 percent above September 1972. Nondurable goods stocks remained virtually unchanged from the previous month but were up 20 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, 4 indicating declines, and 5 no change. The larger increases were noted in furniture, home furnishings (6%), and metals, metalwork (5%). The larger decreases were shown in electrical goods (-4%), and beer, wine, and spirits (-4%). Changes from year ago levels were more substantial with all trade groups showing increases with the exception of motor vehicles, automotive equipment which showed no change. Among the sharper increases were farm products, raw materials (50%); furniture, home furnishings (28%); and scrap, waste materials (26%).




Stock-Sales Ratio—The September stock-sales ratio for merchant wholesalers based on seasonally adjusted data was 116 percent, 2 points above the previous month, but 5 points below the September 1972 ratio. The stock-sales ratio for the durable goods was 146 percent up 2 points from the previous month, but down 7 points from the year-ago ratio. The ratio for nondurable goods was 90 percent, 1 point above the previous month, but 2 points below the September 1972 ratio.

An advance release of September 1973 data was issued on November 6, 1973

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Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | 1972 | | | | Total 9 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept.[1] | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL..... | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,713 | 25,555 | 26,823 | 27,154 | 26,089 | 263,931 | 218,116 |
| TOTAL (exc. farm products, raw materials)..... | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,265 | 29,644 | 26,999 | 24,014 | 24,990 | 24,983 | 23,927 | 241,460 | 205,317 |
| DURABLE GOODS, TOTAL..... | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,681 | 12,092 | 12,604 | 12,301 | 11,557 | 123,334 | 101,981 |
| Motor vehicles, automotive equipment, total[2]..... | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,681 | 2,612 | 2,277 | 2,307 | 2,353 | 2,204 | 2,079 | 23,094 | 20,351 |
| Automotive equipment, tires, tubes... | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,414 | 1,394 | 1,243 | 1,201 | 1,278 | 1,205 | 1,078 | 11,846 | 10,659 |
| Automotive equipment..... | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,191 | 1,178 | 1,057 | 1,031 | 1,105 | 1,044 | 942 | 10,068 | 9,228 |
| Electrical goods, total..... | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 1,996 | 2,001 | 1,907 | 1,690 | 1,805 | 1,852 | 1,701 | 16,367 | 13,708 |
| Electrical supplies, apparatus..... | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 913 | 856 | 740 | 805 | 764 | 736 | 7,416 | 6,145 |
| Electrical appliances, TV, radio sets, electronic parts, equipment... | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,103 | 1,089 | 1,051 | 950 | 1,000 | 1,088 | 965 | 8,950 | 7,563 |
| Appliances, TV, radio sets..... | 619 | 555 | 690 | 609 | 599 | 700 | 723 | 705 | 683 | 639 | 679 | 726 | 649 | 5,883 | 5,149 |
| Furniture, home furnishings, total..... | 501 | 512 | 606 | 557 | 572 | 575 | 539 | 614 | 563 | 552 | 599 | 604 | 533 | 5,038 | 4,567 |
| Furniture-household, office..... | (S) | 162 | 182 | 175 | (S) | 178 | 153 | 171 | 161 | 159 | 172 | (S) | (S) | 1,517 | 1,385 |
| Home furnishings, floor coverings.... | 337 | 350 | 425 | 382 | 401 | 397 | 385 | 442 | 402 | 393 | 427 | 434 | 356 | 3,521 | 3,182 |
| Hardware, plumbing, heating equipment, supplies, total..... | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,343 | 1,442 | 1,320 | 1,170 | 1,248 | 1,205 | 1,055 | 11,583 | 9,963 |
| Hardware..... | 433 | 433 | 492 | 479 | 515 | 504 | 493 | 534 | 479 | 426 | 459 | 469 | 383 | 4,361 | 3,754 |
| General-line hardware..... | 243 | 241 | 284 | 267 | 283 | 288 | 280 | 306 | 275 | 239 | 256 | 265 | 208 | 2,466 | 2,130 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 592 | 636 | (S) | (S) | 5,678 | 4,858 |
| Air conditioning, refrigeration equipment, supplies..... | (S) | (S) | (S) | (S) | (S) | 211 | 208 | (S) | (S) | 152 | 153 | (S) | (S) | 1,543 | 1,351 |
| Lumber, construction materials, total.. | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,608 | 1,755 | 1,536 | 1,427 | 1,532 | 1,486 | 1,231 | 14,286 | 11,587 |
| Lumber, millwork..... | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,067 | 1,139 | 1,001 | 928 | 992 | 978 | 811 | 9,571 | 7,458 |
| Construction materials..... | 432 | (S) | 494 | 522 | 576 | 578 | 540 | 615 | 535 | 499 | 540 | 509 | 420 | 4,716 | 4,129 |
| Machinery, equipment, supplies, total.. | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,449 | 3,732 | 3,456 | 3,059 | 3,101 | 3,031 | 3,026 | 30,804 | 25,966 |
| Construction machinery, equipment.... | 468 | 501 | 596 | 610 | 649 | 634 | 624 | 649 | 645 | 539 | 543 | 509 | 516 | 5,376 | 4,539 |
| Industrial machinery, equipment, supplies..... | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,637 | 1,799 | 1,655 | 1,435 | 1,442 | 1,462 | 1,465 | 14,865 | 12,280 |
| Professional equipment, supplies..... | 386 | 395 | 457 | 418 | 449 | 459 | 459 | 461 | 441 | 420 | 448 | 419 | 416 | 3,924 | 3,610 |
| Service-establishment equipment, supplies..... | 172 | 167 | 180 | 183 | 185 | 188 | 187 | 197 | 181 | 172 | 181 | 181 | 172 | 1,641 | 1,575 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,550 | 1,750 | 1,630 | 1,227 | 1,239 | 1,205 | 1,220 | 13,945 | 10,441 |
| Iron, steel, and products..... | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,190 | 1,356 | 1,293 | 957 | 977 | 935 | 946 | 10,883 | 8,171 |
| Nonferrous metals..... | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 394 | 337 | 270 | 262 | (S) | 273 | 3,062 | 2,269 |
| Scrap, waste materials, total ..... | 502 | 558 | 666 | 660 | 778 | 723 | 697 | 761 | 711 | 443 | 466 | 444 | 453 | 6,057 | 3,861 |
| Iron, steel scrap..... | 304 | 361 | 437 | 416 | (S) | 469 | 460 | 487 | 459 | 276 | 285 | 269 | 279 | 3,915 | 2,335 |
| Waste materials..... | 199 | 197 | 229 | 244 | 254 | 255 | 237 | 274 | 252 | 167 | 181 | 175 | 174 | 2,141 | 1,526 |
| NONDURABLE GOODS, TOTAL..... | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,032 | 13,463 | 14,219 | 14,853 | 14,532 | 140,597 | 116,149 |
| TOTAL (exc. farm products, raw materials)..... | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,192 | 14,686 | 13,318 | 11,922 | 12,386 | 12,682 | 12,370 | 118,125 | 103,350 |
| Groceries and related products, total.. | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,754 | 6,232 | 5,434 | 4,820 | 4,940 | 5,146 | 5,007 | 49,690 | 42,913 |
| General-line groceries..... | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,164 | 2,361 | 2,072 | 1,891 | 1,962 | 2,056 | 1,993 | 18,926 | 17,142 |
| Specialty-line groceries..... | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,465 | 1,695 | 1,498 | 1,306 | 1,313 | 1,374 | 1,342 | 13,341 | 11,232 |
| Confectionery..... | 93 | 95 | 104 | 104 | 110 | 104 | 98 | 107 | 104 | 103 | 114 | 109 | 101 | 920 | 858 |
| Meat, meat products..... | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,222 | 1,246 | 1,111 | 952 | 977 | 1,001 | 974 | 10,094 | 8,400 |
| Poultry, poultry products..... | 238 | 222 | 264 | 256 | 280 | 279 | 303 | 368 | 281 | 216 | 223 | 236 | 234 | 2,490 | 1,903 |
| Fresh fruits, vegetables..... | 388 | 358 | 420 | 442 | 489 | 499 | 502 | 454 | 369 | 350 | 352 | 369 | 362 | 3,919 | 3,377 |
| Beer, wine, distilled alcoholic beverages, total..... | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,296 | 1,384 | 1,187 | 1,235 | 1,296 | 1,391 | 1,543 | 11,233 | 10,776 |
| Beer..... | 493 | 469 | 543 | 545 | 676 | 685 | 685 | 699 | 542 | 574 | 547 | 540 | 530 | 5,337 | 5,123 |
| Wine, distilled spirits..... | 561 | 577 | 707 | 653 | 749 | 707 | 611 | 685 | 645 | 661 | 749 | 850 | 1,012 | 5,896 | 5,653 |
| Drugs, chemicals, allied products, total..... | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,053 | 1,164 | 1,119 | 1,006 | 1,082 | 1,014 | 977 | 9,483 | 8,624 |
| Drugs, drug proprietaries, sundries.. | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 652 | (S) | 602 | 663 | 609 | 602 | 5,825 | 4,931 |
| General-line drugs..... | 270 | 230 | 252 | 242 | 260 | 248 | 254 | 282 | 269 | 252 | 264 | 253 | 240 | 2,305 | 2,159 |
| Paints, varnishes..... | 41 | 42 | 50 | 51 | 55 | 55 | 59 | 61 | 56 | 52 | 51 | 47 | 39 | 469 | 440 |
| Other chemicals, allied products..... | 369 | 359 | 417 | 418 | 434 | 441 | 418 | 451 | 423 | 352 | 368 | 358 | 337 | 3,729 | 3,252 |
| Tobacco, tobacco products..... | 555 | 517 | 583 | 555 | 634 | 605 | 603 | 634 | 557 | 597 | 579 | 585 | 578 | 5,244 | 5,122 |
| Dry goods, apparel, total..... | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,053 | 1,371 | 1,235 | 1,188 | 1,219 | 1,140 | 978 | 10,314 | 9,671 |
| Apparel and accessories, hosiery, lingerie, footwear..... | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 4,878 | 4,596 |
| Dry goods, notions..... | 431 | 391 | 414 | 380 | (S) | (S) | 371 | 464 | (S) | 418 | 421 | 402 | 340 | 3,719 | 3,631 |
| Paper, paper products, excluding wallpaper, total..... | 733 | 693 | 780 | 746 | 822 | 800 | 748 | 855 | 780 | 697 | 733 | 729 | 703 | 6,956 | 6,028 |
| Paper..... | 552 | 520 | 590 | 576 | 640 | 624 | 572 | 658 | 588 | 527 | 555 | 539 | 527 | 5,320 | 4,621 |
| Stationery, office supplies..... | 181 | 173 | 190 | 171 | 181 | 177 | 175 | 196 | 192 | 170 | 178 | 190 | 176 | 1,636 | 1,407 |
| Farm products (raw materials), total... | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,627 | 2,747 | 2,714 | 1,541 | 1,833 | 2,171 | 2,162 | 22,471 | 12,799 |
| Grain..... | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,073 | 2,206 | 2,242 | 1,127 | 1,302 | 1,622 | 1,583 | 17,471 | 9,012 |
| Other nondurable goods, total..... | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,685 | 3,046 | 3,006 | 2,379 | 2,537 | 2,677 | 2,584 | 25,206 | 20,217 |
| Books, magazines, newspapers..... | 167 | 158 | 177 | 162 | 166 | 176 | 191 | 194 | 182 | 171 | 179 | 184 | 171 | 1,572 | 1,419 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | 1972 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept.[1] | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,295 | 34,317 | 34,746 | 30,367 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,100 | 31,860 | 32,239 | 28,694 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,390 | 20,188 | 20,260 | 18,166 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,924 | 3,776 | 3,859 | 3,832 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,500 | 2,389 | 2,371 | 2,261 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,908 | 2,900 | 2,865 | 2,615 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,176 | 1,180 | 1,190 | 1,007 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,732 | 1,719 | 1,675 | 1,608 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 939 | 956 | 978 | 768 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 730 | 740 | 756 | 578 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,185 | 2,165 | 2,128 | 1,898 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 858 | 851 | 852 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,063 | 1,060 | 1,030 | 928 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,450 | 1,401 | 1,397 | 1,173 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 955 | 917 | 924 | 733 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,839 | 5,831 | 5,859 | 5,105 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,700 | 1,742 | 1,715 | 1,454 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,376 | 2,356 | 2,410 | 2,080 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,273 | 2,294 | 2,299 | 2,035 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,881 | 1,932 | 1,925 | 1,689 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,905 | 14,129 | 14,486 | 12,201 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,710 | 11,672 | 11,979 | 10,528 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,138 | 3,142 | 3,293 | 2,798 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,450 | 1,459 | 1,556 | 1,366 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,170 | 1,166 | 1,179 | 965 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,353 | 1,315 | 1,356 | 1,290 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 340 | 312 | 331 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,013 | 1,003 | 1,025 | 967 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,389 | 1,416 | 1,406 | 1,265 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 973 | 946 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 794 | 786 | 793 | 710 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 540 | 540 | 543 | 487 | 486 | 491 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | 1972 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept.[1] | Sept. | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 106 | 117 | 119 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 107 | 119 | 120 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 135 | 148 | 150 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 144 | 169 | 166 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 171 | 191 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 145 | 150 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 132 | 129 | 138 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 157 | 158 | 159 | 169 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 174 | 156 | 174 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 189 | 167 | 188 | 147 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 163 | 150 | 161 | 162 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 174 | 159 | 177 | 177 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 157 | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 90 | 80 | 91 | 82 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 90 | 80 | 92 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 169 | 156 | 170 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 272 | 268 | 265 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 145 | 131 | 145 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 147 | 131 | 141 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 158 | 142 | 148 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 81 | 90 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 79 | 90 | 88 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 54 | 50 | 61 | 58 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 62 | 74 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 80 | 69 | 78 | 74 | 76 | 73 | 74 |
| Beer, wine distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 104 | 95 | 114 | 104 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 45 | 60 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 166 | 146 | 157 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 122 | 126 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 149 | (S) | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 106 | 92 | 102 | 102 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 82 | 91 | 92 | 88 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

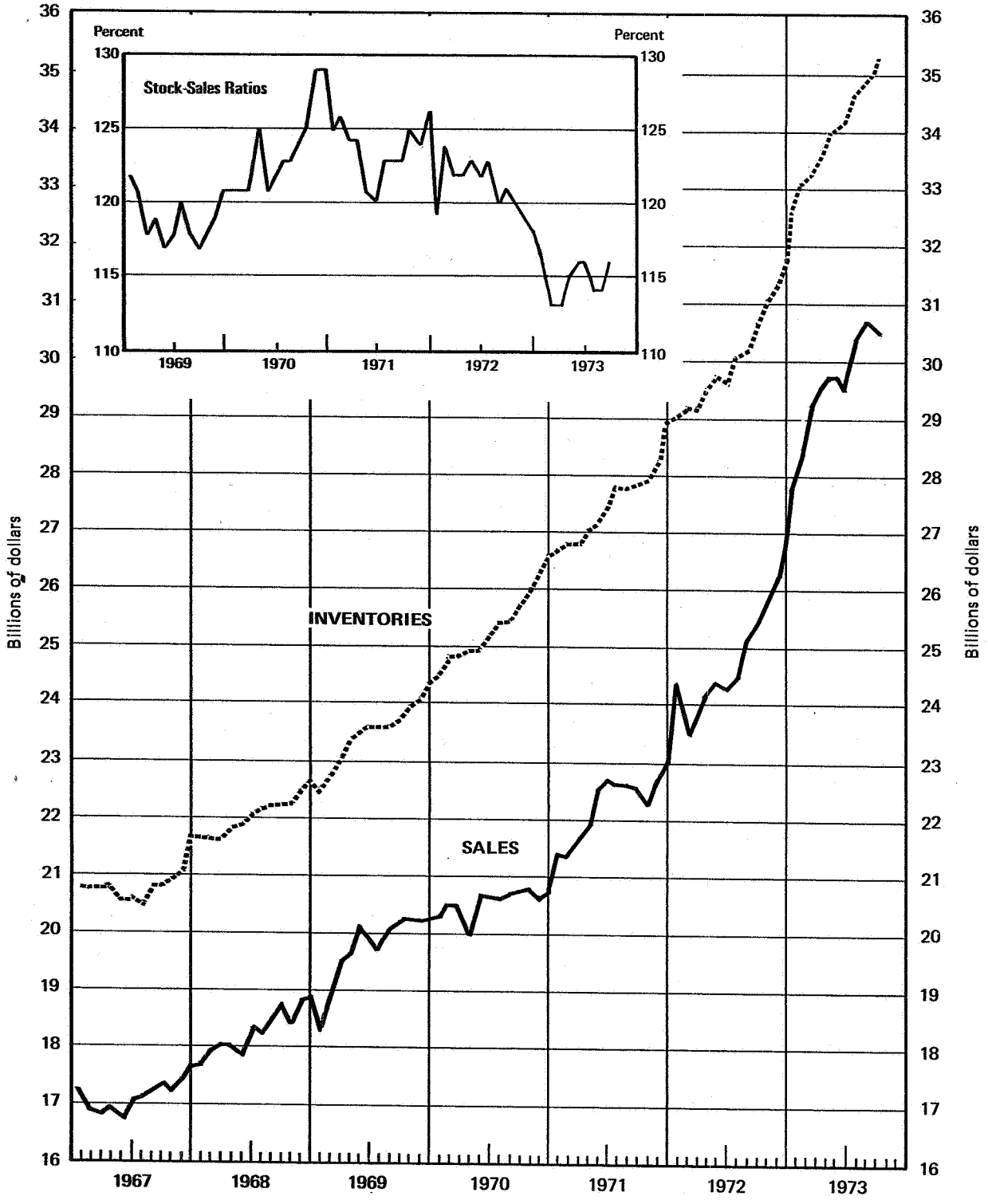
| Kind of business | 1973 | | | | | | | | | 1972 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept.[1] | Sept. | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,443 | 30,692 | 30,508 | 25,407 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,521 | 27,810 | 27,499 | 23,754 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 14,039 | 13,950 | 13,907 | 11,918 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,588 | 2,466 | 2,417 | 2,388 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 1,996 | 1,877 | 1,890 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 548 | 556 | 555 | 536 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,301 | 1,310 | 1,321 | 1,128 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,527 | 1,525 | 1,497 | 1,342 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,502 | 3,551 | 3,498 | 2,993 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,566 | 1,623 | 1,693 | 1,229 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 731 | 751 | 775 | 480 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,404 | 16,742 | 16,601 | 13,489 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,482 | 13,860 | 13,592 | 11,836 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,737 | 5,918 | 5,637 | 4,883 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,301 | 1,272 | 1,238 | 1,239 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,096 | 1,108 | 1,158 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 594 | 584 | 568 | 585 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,115 | 1,185 | 1,188 | 1,100 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 783 | 795 | 797 | 687 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,922 | 2,882 | 3,009 | 1,653 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,856 | 2,998 | 3,006 | 2,330 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,653 | 34,954 | 35,286 | 30,657 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,871 | 31,858 | 32,191 | 28,592 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,159 | 20,089 | 20,348 | 18,239 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,885 | 3,877 | 3,942 | 3,926 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,899 | 2,918 | 2,809 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 912 | 928 | 985 | 771 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,153 | 2,180 | 2,169 | 1,921 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,444 | 1,400 | 1,405 | 1,173 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,736 | 5,739 | 5,877 | 5,125 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,255 | 2,187 | 2,304 | 2,027 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,494 | 14,875 | 14,938 | 12,418 | 12,776 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,712 | 11,769 | 11,843 | 10,353 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,173 | 3,216 | 3,273 | 2,795 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,379 | 1,363 | 1,306 | 1,230 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,386 | 1,416 | 1,400 | 1,255 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 780 | 787 | 790 | 706 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 114 | 116 | 121 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 115 | 117 | 120 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 144 | 146 | 153 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 157 | 163 | 164 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 156 | 149 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 166 | 167 | 178 | 144 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 165 | 166 | 164 | 170 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 95 | 92 | 94 | 87 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 164 | 162 | 168 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 144 | 135 | 136 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 89 | 90 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 85 | 87 | 87 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 55 | 54 | 58 | 57 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 106 | 107 | 106 | 99 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 125 | 128 | 121 | 124 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 100 | 99 | 99 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: September 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | Sept. 1973 from-- | | 9 months 1973 from 9 months 1972 | Sept. 1973 from-- | | Sept. 1973 from-- | | Sept. 1973 from-- | |
| | Sept. 1972 | August 1973 | | Sept. 1972 | August 1973 | Sept. 1972 | August 1973 | Sept. 1972 | August 1973 |
| MERCHANT WHOLESALERS, TOTAL | +16 | -8 | +21 | +14 | +1 | +20 | -1 | +15 | +1 |
| TOTAL (excluding farm products, raw materials) | +12 | -9 | +18 | +12 | +1 | +16 | -1 | +13 | +1 |
| DURABLE GOODS, TOTAL | +13 | -9 | +21 | +12 | 0 | +17 | 0 | +12 | +1 |
| Motor vehicles, automotive equipment, total | -1 | -13 | +13 | +1 | +2 | +1 | -2 | 0 | +2 |
| Automobiles, other motor vehicles | -6 | -15 | +16 | -5 | +7 | - | - | - | - |
| Automotive equipment, tires, tubes | +4 | -11 | +11 | +5 | -1 | - | - | - | - |
| Automotive equipment | +2 | -10 | +9 | +5 | 0 | - | - | - | - |
| Electrical goods, total | +13 | -5 | +19 | +10 | -1 | +17 | +1 | +9 | -4 |
| Electrical supplies, apparatus | +16 | -6 | +21 | +18 | +1 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +11 | -4 | +18 | +4 | -3 | - | - | - | - |
| Appliances, TV, radio sets | +7 | -3 | +14 | 0 | -2 | - | - | - | - |
| Furniture, home furnishings, total | +2 | -8 | +10 | +28 | +2 | +4 | 0 | +28 | +6 |
| Furniture-household, office | +1 | -6 | +10 | +18 | +2 | - | - | - | - |
| Household furniture | -1 | -4 | +10 | +12 | +3 | - | - | - | - |
| Office furniture | +4 | -7 | +9 | +25 | +2 | - | - | - | - |
| Home furnishings, floor coverings | +2 | -9 | +11 | +31 | +2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +13 | -8 | +16 | +12 | -2 | +17 | +1 | +13 | 0 |
| Hardware | +12 | -10 | +16 | +13 | 0 | - | - | - | - |
| General-line hardware | +15 | -10 | +16 | +15 | +1 | - | - | - | - |
| Plumbing and heating equipment, supplies | +13 | -6 | +17 | +11 | -3 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +13 | -13 | +14 | +14 | -4 | - | - | - | - |
| Lumber, construction materials, total | +8 | -12 | +23 | +19 | 0 | +12 | -2 | +20 | 0 |
| Lumber, millwork | +8 | -12 | +28 | +26 | +1 | - | - | - | - |
| Construction materials | +7 | -13 | +14 | +7 | -2 | - | - | - | - |
| Machinery, equipment, supplies, total | +13 | -7 | +19 | +15 | 0 | +17 | -1 | +15 | +2 |
| Commercial machines, equipment | +12 | -14 | +22 | +26 | +3 | - | - | - | - |
| Construction machinery, equipment | +20 | -1 | +18 | +18 | -2 | - | - | - | - |
| Industrial machinery, equipment, supplies | +15 | -8 | +21 | +16 | +2 | - | - | - | - |
| Professional equipment, supplies | +5 | -5 | +9 | +10 | 0 | - | - | - | - |
| Surgical, medical, hospital supplies | +16 | -3 | +16 | +18 | +1 | - | - | - | - |
| Service-establishment equipment, supplies | +5 | -8 | +4 | +2 | -1 | - | - | - | - |
| Metals, metalwork (except scrap), total | +33 | -7 | +34 | +13 | 0 | +38 | +4 | +14 | +5 |
| Iron, steel, and products | +35 | -5 | +33 | +14 | 0 | - | - | - | - |
| Nonferrous metals | +25 | -15 | +35 | +8 | +3 | - | - | - | - |
| Scrap, waste materials, total[2] | +60 | -7 | +57 | +26 | +4 | +61 | +3 | +26 | +3 |
| Iron, steel scrap | +66 | -6 | +68 | +33 | +6 | - | - | - | - |
| Waste materials | +51 | -8 | +40 | +14 | +1 | - | - | - | - |
| Jewelry | +29 | -4 | +42 | (S) | (S) | +30 | -10 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +19 | -8 | +21 | +19 | +2 | +23 | -1 | +20 | 0 |
| TOTAL (excluding farm products, raw materials) | +12 | -9 | +14 | +14 | +3 | +15 | -2 | +14 | +1 |
| Groceries and related products, total | +13 | -13 | +16 | +18 | +5 | +15 | -5 | +17 | +2 |
| General-line groceries | +10 | -12 | +10 | +14 | +6 | - | - | - | - |
| Voluntary groups | +13 | -10 | +9 | +15 | +7 | - | - | - | - |
| Retailer cooperatives | +11 | -15 | +12 | +26 | +8 | - | - | - | - |
| Nonaffiliated | +2 | -13 | +11 | +5 | +5 | - | - | - | - |
| Specialty-line groceries | +15 | -12 | +19 | +22 | +1 | - | - | - | - |
| Confectionery | 0 | -3 | +7 | +5 | +8 | - | - | - | - |
| Meats, meat products | +17 | -11 | +20 | +27 | +9 | - | - | - | - |
| Poultry, poultry products | +30 | -24 | +31 | +17 | +6 | - | - | - | - |
| Fresh fruits, vegetables | +5 | -19 | +16 | +14 | +8 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | -4 | -14 | +4 | +5 | +3 | 0 | -3 | +6 | -4 |
| Beer | -6 | -22 | +4 | +2 | +6 | - | - | - | - |
| Wine, distilled spirits | -2 | -6 | +4 | +6 | +2 | - | - | - | - |
| Drugs, chemicals, allied products, total | +11 | -4 | +10 | +11 | -1 | +14 | +5 | +12 | -1 |
| Drugs, drug proprietaries, druggists' sundries | +6 | -2 | +7 | +7 | -3 | - | - | - | - |
| General-line drugs | +7 | -5 | +7 | +11 | +2 | - | - | - | - |
| Paints, varnishes | +6 | -9 | +6 | +7 | +1 | - | - | - | - |
| Other chemicals, allied products | +20 | -6 | +15 | +23 | +4 | - | - | - | - |
| Tobacco, tobacco products | -7 | -12 | +2 | +1 | +1 | -3 | -3 | +2 | -1 |
| Dry goods, apparel, total | +4 | -10 | +7 | (S) | (S) | +8 | 0 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +5 | -8 | +6 | (S) | (S) | - | - | - | - |
| Dry goods, notions | -2 | -12 | +2 | (S) | (S) | - | - | - | - |
| Piece goods converters | +14 | -13 | +19 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +12 | -9 | +15 | +12 | +1 | +16 | 0 | +12 | 0 |
| Paper | +12 | -11 | +15 | +11 | 0 | - | - | - | - |
| Stationery, office supplies | +13 | -2 | +16 | +12 | +2 | - | - | - | - |
| Farm products (raw materials), total[2] | +76 | -1 | +76 | +50 | +2 | +82 | +4 | +50 | 0 |
| Cotton | +14 | -3 | +24 | +18 | -27 | - | - | - | - |
| Grain | +99 | +2 | +94 | +70 | +5 | - | - | - | - |
| Other nondurable goods, total | +26 | -1 | +25 | +14 | 0 | +29 | 0 | +16 | 0 |
| Amusement, sporting goods | +8 | 0 | +14 | +15 | -1 | - | - | - | - |
| Books, magazines, newspapers | +6 | -6 | +11 | +16 | -1 | - | - | - | - |
| Coal | +30 | -9 | +18 | (S) | (S) | - | - | - | - |
| Farm supplies | +45 | -7 | +36 | -1 | +4 | - | - | - | - |

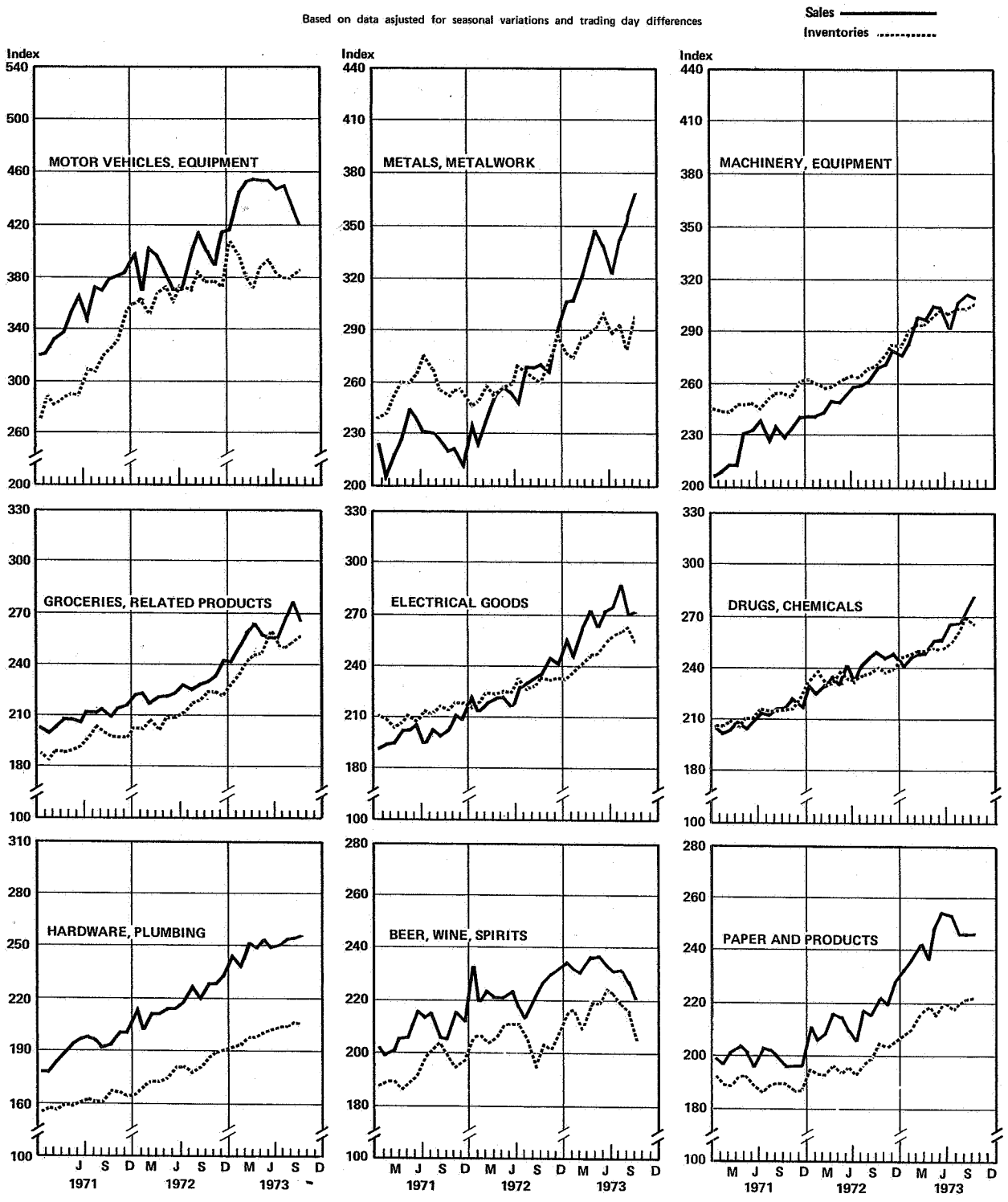
S Does not meet publication standards because of extreme variability or high nonresponse rate.

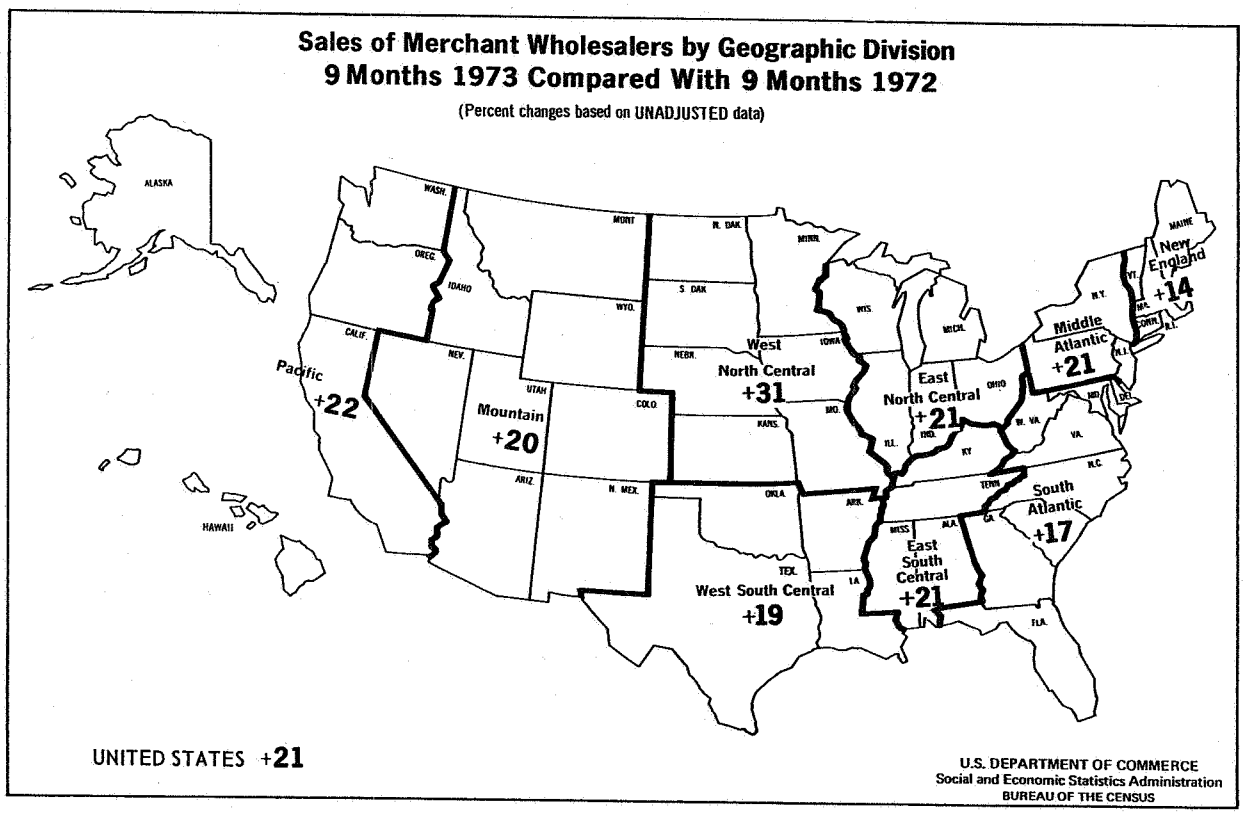
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect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

# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data asjusted for seasonal variations and trading day differences






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | | | | 1972 | | | | Total 9 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept.[1] | Sept. | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,713 | 25,555 | 26,823 | 27,154 | 26,089 | 263,931 | 218,116 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,363 | 1,527 | 1,375 | 1,158 | 1,205 | 1,279 | 1,223 | 11,913 | 10,400 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,801 | 8,485 | 7,872 | 6,915 | 7,217 | 7,366 | 7,005 | 69,967 | 57,847 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,367 | 5,831 | 5,365 | 4,510 | 4,732 | 4,782 | 4,650 | 47,141 | 39,018 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,714 | 3,002 | 2,790 | 2,108 | 2,246 | 2,373 | 2,289 | 23,161 | 17,734 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,174 | 3,284 | 2,907 | 2,644 | 2,920 | 2,929 | 2,766 | 27,598 | 23,525 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,675 | 1,707 | 1,644 | 1,420 | 1,509 | 1,499 | 1,442 | 14,480 | 11,998 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,613 | 2,895 | 2,599 | 2,220 | 2,314 | 2,176 | 2,221 | 23,085 | 19,411 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 1,007 | 1,095 | 998 | 852 | 847 | 857 | 830 | 8,593 | 7,126 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,177 | 4,563 | 4,162 | 3,727 | 3,835 | 3,894 | 3,663 | 37,993 | 31,092 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,681 | 12,092 | 12,604 | 12,301 | 11,557 | 123.334 | 101,981 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 636 | 694 | 656 | 530 | 580 | 584 | 551 | 5,653 | 4,635 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,238 | 3,363 | 3,012 | 2,788 | 3,005 | 2,950 | 2,673 | 28,174 | 23,710 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,669 | 2,870 | 2,673 | 2,240 | 2,362 | 2,300 | 2,178 | 23,169 | 18,895 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 947 | 987 | 930 | 799 | 861 | 825 | 759 | 7,971 | 6,658 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,646 | 1,767 | 1,580 | 1,407 | 1,472 | 1,439 | 1,354 | 14,636 | 12,176 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 684 | 730 | 703 | 603 | 627 | 558 | 554 | 6,036 | 4,955 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,452 | 1,520 | 1,375 | 1,194 | 1,220 | 1,136 | 1,133 | 12,370 | 10,343 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 560 | 589 | 514 | 468 | 464 | 462 | 424 | 4,585 | 3,773 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,240 | 2,438 | 2,239 | 2,062 | 2,014 | 2,049 | 1,930 | 20,740 | 16,822 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,032 | 13,463 | 14,219 | 14,853 | 14,532 | 140.597 | 116,149 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 727 | 832 | 720 | 627 | 625 | 695 | 672 | 6,260 | 5,764 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,562 | 5,123 | 4,860 | 4,127 | 4,212 | 4,417 | 4,332 | 41,793 | 34,137 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,698 | 2,961 | 2,692 | 2,269 | 2,370 | 2,481 | 2,472 | 23,972 | 20,123 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,767 | 2,015 | 1,861 | 1,308 | 1,385 | 1,548 | 1,530 | 15,190 | 11,076 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,528 | 1,516 | 1,327 | 1,237 | 1,448 | 1,490 | 1,412 | 12,962 | 11,349 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 991 | 977 | 942 | 817 | 882 | 941 | 888 | 8,444 | 7,043 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,161 | 1,375 | 1,224 | 1,026 | 1,094 | 1,041 | 1,088 | 10,715 | 9,068 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 448 | 506 | 483 | 384 | 383 | 395 | 406 | 4,008 | 3,353 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,937 | 2,126 | 1,923 | 1,665 | 1,821 | 1,845 | 1,732 | 17,252 | 14,237 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | September 1973 from-- | | 9 months 1973 from 9 months 1972 | September 1973 from-- | | | | | | |
| | September 1972 | August 1973 | | September 1972 | August 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +16 | -8 | +21 | +14 | +1 | 0.9 | 0.4 | 0.4 | 0.8 | 0.2 |
| New England | +19 | -10 | +14 | +11 | +2 | 4.4 | 1.5 | 1.5 | 3.6 | 0.4 |
| Middle Atlantic | +14 | -7 | +21 | +10 | +2 | 1.4 | 0.8 | 1.0 | 1.5 | 0.6 |
| East North Central | +19 | -8 | +21 | +17 | +3 | 2.1 | 1.1 | 0.7 | 1.5 | 0.6 |
| West North Central | +32 | -7 | +31 | +21 | +2 | 3.2 | 1.6 | 1.9 | 3.1 | 0.8 |
| South Atlantic | +10 | -12 | +17 | +18 | +1 | 2.2 | 1.0 | 1.3 | 1.7 | 0.7 |
| East South Central | +16 | -4 | +21 | +12 | -1 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +17 | -10 | +19 | +12 | -1 | 2.3 | 1.2 | 1.0 | 2.7 | 0.6 |
| Mountain | +17 | -9 | +20 | +16 | -2 | 4.4 | 2.6 | 2.5 | 4.6 | 1.0 |
| Pacific | +12 | -8 | +22 | +15 | +2 | 3.6 | 1.5 | 1.4 | 3.3 | 0.8 |
| Durable goods, total | +13 | -9 | +21 | +12 | 0 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +24 | -6 | +22 | +9 | +1 | 7.7 | 2.7 | 2.5 | 3.7 | 0.9 |
| Middle Atlantic | +8 | -10 | +19 | +4 | 0 | 2.7 | 1.3 | 1.7 | 1.9 | 0.8 |
| East North Central | +19 | -7 | +23 | +14 | +1 | 3.1 | 1.6 | 1.3 | 1.9 | 0.9 |
| West North Central | +16 | -6 | +20 | +11 | 0 | 3.9 | 2.5 | 1.9 | 3.8 | 0.7 |
| South Atlantic | +12 | -11 | +20 | +14 | 0 | 3.1 | 1.6 | 1.7 | 2.5 | 0.8 |
| East South Central | +16 | -4 | +22 | +14 | -1 | 4.4 | 2.5 | 2.8 | 3.5 | 0.8 |
| West South Central | +15 | -10 | +20 | +11 | 0 | 3.4 | 1.4 | 1.6 | 3.4 | 0.7 |
| Mountain | +10 | -13 | +22 | +16 | -3 | 6.8 | 4.4 | 3.9 | 5.8 | 1.2 |
| Pacific | +9 | -8 | +23 | +13 | 0 | 6.7 | 2.0 | 2.4 | 3.1 | 1.5 |
| Nondurable goods, total | +19 | -8 | +21 | +19 | +2 | 1.3 | 0.6 | 0.6 | 1.3 | 0.3 |
| New England | +15 | -14 | +8 | +11 | +2 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +18 | -5 | +22 | +16 | +2 | 1.7 | 1.1 | 1.3 | 3.6 | 0.6 |
| East North Central | +19 | -9 | +19 | +18 | +4 | 2.6 | 1.4 | 1.7 | 2.4 | 0.6 |
| West North Central | +42 | -8 | +37 | +31 | +2 | 3.9 | 1.7 | 2.8 | 5.4 | 1.3 |
| South Atlantic | +7 | -13 | +14 | +24 | +1 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +15 | -4 | +20 | +8 | -2 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +19 | -11 | +18 | +12 | -5 | 3.2 | 1.8 | 1.9 | 3.5 | 1.0 |
| Mountain | +26 | -4 | +20 | +13 | -3 | 5.0 | 1.9 | 3.5 | 6.7 | 1.9 |
| Pacific | +15 | -10 | +21 | +17 | +3 | 3.2 | 1.4 | 1.4 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +4 | -11 | +11 | +5 | -1 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | -18 | +13 | (S) | -2 | - | 4 | 9 | - | 1 |
| Middle Atlantic | -3 | -8 | +12 | +10 | -1 | 9 | 5 | 6 | 8 | 1 |
| East North Central | +4 | -9 | +8 | +11 | -1 | 8 | 3 | 4 | 7 | 1 |
| West North Central | +13 | -10 | +19 | 0 | -2 | 9 | 4 | 4 | 9 | 2 |
| South Atlantic | -12 | -13 | +6 | -6 | -3 | 8 | 3 | 3 | 6 | 3 |
| East South Central | (S) | -3 | +3 | +23 | 0 | - | 4 | 8 | 9 | 3 |
| West South Central | +19 | -11 | +16 | +19 | -1 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | -20 | (S) | (S) | -2 | - | 6 | - | - | 2 |
| Pacific | -9 | -12 | +8 | -2 | 0 | 9 | 3 | 3 | 9 | 2 |
| Electrical supplies, apparatus | +16 | -6 | +21 | +18 | +1 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | -7 | +12 | (S) | 0 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +12 | -6 | +16 | +8 | +3 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +19 | -7 | +22 | +14 | -3 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | -6 | +26 | +18 | 0 | - | 3 | 3 | 7 | 1 |
| South Atlantic | +18 | -10 | +25 | +33 | +1 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | -3 | +22 | (S) | -1 | - | 4 | 6 | - | 2 |
| West South Central | +5 | -6 | +17 | +6 | -1 | 8 | 3 | 6 | 8 | 1 |
| Mountain | (S) | -6 | (S) | (S) | -3 | - | 2 | - | - | 1 |
| Pacific | +13 | -2 | +14 | +31 | +5 | 7 | 3 | 4 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +11 | -4 | +18 | +4 | -3 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +3 | +34 | (S) | -4 | - | 5 | 9 | - | 3 |
| Middle Atlantic | -13 | -10 | +10 | -12 | -6 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +31 | +4 | +22 | +14 | -1 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | +5 | +11 | (S) | -5 | - | 5 | 6 | - | 2 |
| South Atlantic | +17 | -8 | +24 | -3 | -3 | 8 | 3 | 4 | 7 | 2 |
| East South Central | -7 | -10 | +12 | -1 | -1 | 7 | 2 | 2 | 9 | 2 |
| West South Central | (S) | -6 | (S) | (S) | -5 | - | 3 | - | - | 3 |
| Mountain | (S) | (S) | +34 | (S) | 0 | - | 3 | 4 | - | 3 |
| Pacific | +2 | -8 | +10 | +28 | +2 | 6 | 2 | 2 | 7 | 1 |
| Furniture, home furnishings, total | (S) | -13 | +3 | (S) | (S) | - | 5 | 8 | - | 4 |
| New England | -7 | -10 | +2 | +35 | +4 | 7 | 4 | 4 | 6 | 2 |
| Middle Atlantic | (S) | -11 | +12 | (S) | 0 | - | 4 | 3 | - | 2 |
| East North Central | (S) | -7 | +25 | (S) | -1 | - | 5 | 5 | - | 4 |
| South Atlantic | (S) | -2 | +12 | (S) | +2 | - | 5 | 8 | - | 3 |
| East South Central | +5 | -7 | +17 | (S) | +3 | 9 | 6 | 5 | - | 2 |
| West South Central | (S) | -8 | +15 | (S) | +1 | - | 6 | 6 | - | 4 |
| Mountain | +2 | -6 | +7 | +19 | +3 | 9 | 4 | 5 | 7 | 2 |
| Pacific | +12 | -10 | +16 | +13 | 0 | 2 | 1 | 1 | 1 | 1 |
| Hardware | (S) | -14 | +18 | (S) | -8 | - | 6 | 9 | - | 2 |
| New England | -2 | -11 | +12 | -4 | -1 | 7 | 4 | 5 | 7 | 1 |
| Middle Atlantic | +12 | -9 | +15 | +13 | +1 | 5 | 3 | 3 | 5 | 1 |
| East North Central | +19 | -4 | +20 | +14 | +1 | 5 | 3 | 3 | 6 | 1 |
| West North Central | +12 | -11 | +20 | +14 | +2 | 8 | 3 | 3 | 9 | 2 |
| South Atlantic | +12 | -15 | +12 | +13 | -3 | 6 | 4 | 2 | 6 | 1 |
| East South Central | (S) | -6 | +16 | +12 | -1 | - | 3 | 3 | 7 | 1 |
| West South Central | (S) | -10 | +29 | (S) | 0 | - | 4 | 5 | - | 2 |
| Mountain | +20 | -14 | +16 | +29 | 0 | 8 | 2 | 5 | 6 | 1 |
| Pacific | +13 | -6 | +17 | +11 | -3 | 4 | 2 | 2 | 2 | 1 |
| Plumbing and heating equipment, supplies | (S) | -5 | +19 | (S) | -10 | - | 4 | 4 | - | 2 |
| New England | +14 | +2 | +8 | +25 | -1 | 7 | 4 | 2 | 8 | 1 |
| Middle Atlantic | +8 | -8 | +13 | -5 | -4 | 7 | 5 | 3 | 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: September 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 9 months 1973 from 9 months 1972 | September 1973 from-- | | | | | | |
| | September 1972 | August 1973 | | September 1972 | August 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | -6 | +33 | +23 | -4 | - | 3 | 5 | 8 | 2 |
| South Atlantic | (S) | -6 | +29 | +17 | -3 | - | 5 | 5 | 8 | 2 |
| East South Central | (S) | -10 | +16 | (S) | -2 | - | 6 | 5 | - | 2 |
| West South Central | (S) | -8 | +11 | -1 | -4 | - | 6 | 5 | 9 | 3 |
| Pacific | +10 | -7 | +10 | +2 | -3 | 9 | 4 | 4 | 7 | 2 |
| Lumber, construction materials, total | +8 | -12 | +23 | +19 | 0 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | -9 | +39 | (S) | +1 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +16 | -11 | +22 | +26 | -1 | 8 | 4 | 4 | 7 | 2 |
| East North Central | -2 | -14 | +13 | +21 | +3 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +1 | -20 | +16 | 0 | -4 | 9 | 5 | 6 | 8 | 2 |
| South Atlantic | +20 | -13 | +21 | (S) | -6 | 9 | 3 | 5 | - | 3 |
| East South Central | (S) | -2 | +16 | (S) | -4 | - | 5 | 6 | - | 2 |
| West South Central | (S) | -22 | +12 | (S) | -2 | - | 4 | 8 | - | 2 |
| Pacific | +12 | -8 | +40 | (S) | +1 | 7 | 5 | 6 | - | 4 |
| Industrial machinery, equipment supplies distribution | +15 | -8 | +21 | +16 | +2 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | -14 | +10 | +4 | -4 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | -7 | +28 | +28 | +5 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | -9 | +20 | +5 | +4 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | -4 | +23 | +14 | -1 | - | 5 | 4 | 7 | 2 |
| Pacific | +24 | -7 | +21 | +26 | +5 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +10 | -12 | +10 | +14 | +6 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | -11 | +2 | (S) | +4 | - | 3 | 7 | - | 2 |
| Middle Atlantic | +3 | -11 | +10 | +10 | 0 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +14 | -11 | +11 | +25 | +12 | 4 | 1 | 1 | 4 | 1 |
| West North Central | +6 | -9 | +11 | +12 | +9 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +19 | -14 | +7 | +12 | +5 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +2 | -13 | +10 | +12 | +10 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +10 | -15 | +13 | +7 | +2 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +12 | -18 | +21 | +6 | +1 | 5 | 2 | 9 | 6 | 1 |
| Pacific | +10 | -13 | +10 | +10 | +3 | 5 | 1 | 2 | 4 | 1 |
| Specialty-line grocery wholesalers | +15 | -12 | +19 | +22 | +1 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +19 | -18 | +29 | +5 | -3 | 5 | 2 | 3 | 5 | 3 |
| East North Central | +22 | 0 | +16 | (S) | (S) | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | -15 | +29 | (S) | -3 | - | 2 | 2 | - | 1 |
| South Atlantic | -19 | -13 | +7 | 0 | -2 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | +2 | +4 | (S) | -5 | - | 2 | 4 | - | 4 |
| West South Central | (S) | -5 | +2 | (S) | 0 | - | 6 | 6 | - | 3 |
| Mountain | (S) | -14 | +21 | (S) | -4 | - | 5 | 7 | - | 4 |
| Pacific | (S) | -11 | +20 | (S) | +13 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +5 | -19 | +16 | +14 | +8 | 3 | 2 | 1 | 4 | 1 |
| New England | (S) | -19 | +7 | (S) | (S) | - | 6 | 6 | - | - |
| Middle Atlantic | +8 | -19 | +15 | (S) | +13 | 8 | 4 | 4 | - | 4 |
| East North Central | +7 | -20 | +11 | -8 | +4 | 8 | 3 | 2 | 7 | 3 |
| West North Central | (S) | -12 | +27 | +12 | +9 | - | 3 | 6 | 8 | 3 |
| South Atlantic | -2 | -18 | +13 | +28 | +6 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | -10 | +29 | (S) | +3 | - | 5 | 8 | - | 5 |
| West South Central | (S) | -14 | +18 | (S) | +13 | - | 3 | 5 | - | 3 |
| Mountain | (S) | -21 | (S) | (S) | +6 | - | 3 | - | - | 3 |
| Pacific | +16 | -23 | +20 | (S) | (S) | 8 | 4 | 4 | - | 4 |
| Drug wholesalers (general and specialty lines) | +6 | -2 | +7 | +7 | -3 | 3 | 2 | 1 | 3 | 1 |
| New England | +7 | +1 | +4 | (S) | 0 | 9 | 3 | 3 | - | 2 |
| Middle Atlantic | +22 | +10 | +7 | (S) | -14 | 8 | 5 | 5 | - | 2 |
| East North Central | +8 | -5 | +19 | +14 | +2 | 6 | 2 | 4 | 6 | 2 |
| West North Central | +6 | +4 | +7 | +10 | +3 | 8 | 4 | 4 | 9 | 2 |
| South Atlantic | -10 | -7 | -4 | -7 | 0 | 6 | 4 | 7 | 8 | 2 |
| East South Central | (S) | -6 | +11 | (S) | +1 | - | 3 | 4 | - | 3 |
| West South Central | +11 | -2 | +8 | +3 | -3 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | -16 | -2 | (S) | -5 | - | 2 | 5 | - | 3 |
| Pacific | -10 | -16 | +4 | -9 | -2 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | -7 | -12 | +2 | +1 | +1 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | -15 | -9 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | -5 | -11 | +3 | +8 | -1 | 5 | 2 | 2 | 7 | 1 |
| East North Central | -4 | -13 | +3 | +9 | +3 | 7 | 2 | 2 | 6 | 2 |
| West North Central | +8 | -11 | +2 | (S) | -2 | 9 | 2 | 5 | - | 1 |
| South Atlantic | -16 | -15 | +6 | 0 | +1 | 6 | 2 | 4 | 7 | 1 |
| East South Central | (S) | -11 | +13 | (S) | -2 | - | 2 | 3 | - | 3 |
| West South Central | -14 | -12 | -2 | +3 | 0 | 9 | 1 | 5 | 9 | 1 |
| Mountain | (S) | -12 | +1 | (S) | -2 | - | 3 | 9 | - | 1 |
| Pacific | -10 | -7 | -3 | -16 | -4 | 7 | 1 | 3 | 9 | 3 |
| Dry goods, apparel wholesalers | +4 | -10 | +7 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +2 | -6 | +5 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | -11 | +4 | (S) | (S) | - | 6 | 4 | 9 | 2 |
| East South Central | +24 | -18 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | +1 | (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 September 1973.

## 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 November 1972. The published estimate is $12,301 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $12,301 million by .024 we obtain $295 million. Thus the chances are two out of three that the "expected value" of the estimate is between $12,006 and $12,596 million. Doubling the given median sampling error gives us limits $11,711 to $12,891 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 September 1972 to October 1972 for durable goods sales. This ratio of change, obtained by dividing $12,604 million by $12,092 million is 1.0423 (it can also be expressed as a 4.0 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0423 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 1.0350 to 1.0496 (that is to say, that the September to October change was between a 3.5 and a 5.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0277 to 1.0569.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.8 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.8 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.8 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1]..... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.6 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.8 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 98.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 98.4 | 98.3 | 98.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.8 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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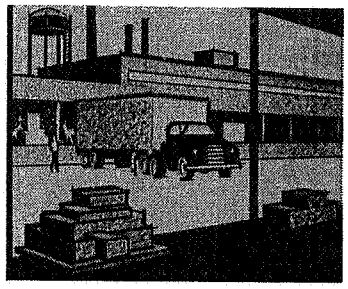
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CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## SALES AND INVENTORIES

Issued: December 1973

BW-73-10

# October 1973

Sales—October 1973 sales of merchant wholesalers were estimated at $34.2 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, October sales were $32.1 billion, up 5 percent from last month, and 24 percent above October 1972. Adjusted August-through-October average sales were 4 percent above the May-through-July period, and were 22 percent above the average for the comparable months a year ago.

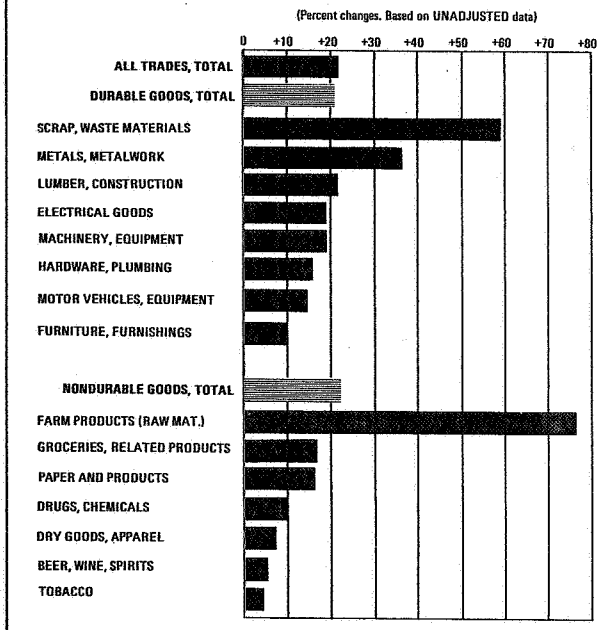
After adjustment October sales in the durable goods trades increased 4 percent above the previous month and were 21 percent above October 1972. Nondurable goods sales were 5 percent above the previous month, and were 27 percent above the same month a year ago. Average monthly sales in the durable goods group during the August-through-October period were 2 percent above the prior 3 months, and were 19 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 7 percent above the average for the May-through-July period and were 26 percent above the average for the same period a year ago.

Based on adjusted data, all trade groups showed increases from the previous months' sales levels with the exception of lumber, construction materials, and jewelry, both down 3 percent and electrical goods, and drugs, chemicals which showed no change. The larger increases were reported in metals, metalwork (13%), and farm products raw materials (9%). Compared with sales a year ago, all trade groups showed increases with the larger gains reported in farm products raw materials (87%); scrap, waste material (83%); and metals, metalwork (53%).

Inventories—Total inventories of merchant wholesalers were valued at $35.7 billion at the end of October. After adjustment for seasonal variations, October inventories remained virtually unchanged from the previous month, but were 14 percent above October 1972. Durable goods stocks were up 1 percent from the previous month and were 11 percent above October 1972. Nondurable goods stocks remained virtually unchanged from last month, but were 18 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, 4 indicating declines, and 3 no change. The larger increases were noted in tobacco, tobacco products and groceries, and related products both up 4 percent, and paper paper products (3%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (41%); and furniture, home furnishings and groceries, related products both up by 20 percent.

**Sales of Merchant Wholesalers in Selected Kinds of Business**
**10 Months 1973 Compared With 10 Months 1972**




Stock-Sales Ratio—The October stock-sales ratio for merchant wholesalers based on seasonally adjusted data was 111 percent, 4 points below the previous month, and 9 points below the October 1972 ratio. The stock-sales ratio for durable goods was 140 percent, down 5 points from the previous month, and 12 points below the year ago ratio. The ratio for nondurable goods was 86 percent, 4 points below the previous month, and 7 points below the October 1972 ratio.

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

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

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 35 cents; annual subscription $3.50 Add $1.00 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | 1972 | | | Total 10 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct.[1] | Oct. | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL..... | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,205 | 26,823 | 27,154 | 26,089 | 298,265 | 244,955 |
| TOTAL (exc. farm products, raw materials)..... | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,265 | 29,644 | 27,173 | 30,693 | 24,990 | 24,983 | 23,927 | 272,319 | 230,323 |
| DURABLE GOODS, TOTAL..... | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,585 | 12,604 | 12,301 | 11,557 | 138,970 | 114,586 |
| Motor vehicles, automotive equipment, total[2]..... | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,681 | 2,612 | 2,365 | 2,697 | 2,353 | 2,204 | 2,079 | 25,878 | 22,719 |
| Automotive equipment, tires, tubes... | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,414 | 1,394 | 1,312 | 1,406 | 1,278 | 1,205 | 1,078 | 13,321 | 11,937 |
| Automotive equipment..... | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,191 | 1,178 | 1,116 | 1,173 | 1,105 | 1,044 | 942 | 11,300 | 10,334 |
| Electrical goods, total..... | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 1,996 | 2,001 | 1,899 | 2,105 | 1,805 | 1,852 | 1,701 | 18,457 | 15,512 |
| Electrical supplies, apparatus..... | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 913 | 868 | 976 | 805 | 764 | 736 | 8,404 | 6,950 |
| Electrical appliances, TV, radio sets, electronic parts, equipment... | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,103 | 1,089 | 1,032 | 1,129 | 1,000 | 1,088 | 965 | 10,052 | 8,563 |
| Appliances, TV, radio sets..... | 619 | 555 | 690 | 609 | 599 | 700 | 723 | 705 | 670 | 722 | 679 | 726 | 649 | 6,585 | 5,828 |
| Furniture, home furnishings, total..... | 501 | 512 | 606 | 557 | 572 | 575 | 539 | 614 | 562 | 656 | 599 | 604 | 533 | 5,693 | 5,166 |
| Furniture-household, office..... | (S) | 162 | 182 | 175 | (S) | 178 | 153 | 171 | 152 | 167 | 172 | (S) | (S) | 1,675 | 1,557 |
| Home furnishings, floor coverings.... | 337 | 350 | 425 | 382 | 401 | 397 | 385 | 442 | 410 | 489 | 427 | 434 | 356 | 4,018 | 3,608 |
| Hardware, plumbing, heating equipment, supplies, total..... | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,343 | 1,442 | 1,315 | 1,469 | 1,248 | 1,205 | 1,055 | 13,046 | 11,211 |
| Hardware..... | 433 | 433 | 492 | 479 | 515 | 504 | 493 | 534 | 481 | 566 | 459 | 469 | 383 | 4,930 | 4,214 |
| General-line hardware..... | 243 | 241 | 284 | 267 | 283 | 288 | 280 | 306 | 274 | 317 | 256 | 265 | 208 | 2,782 | 2,386 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 636 | (S) | (S) | 6,394 | 5,494 |
| Air conditioning, refrigeration equipment, supplies..... | (S) | (S) | (S) | (S) | (S) | 211 | 208 | (S) | 171 | 180 | 153 | (S) | (S) | 1,723 | 1,504 |
| Lumber, construction materials, total.. | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,608 | 1,755 | 1,544 | 1,644 | 1,532 | 1,486 | 1,231 | 15,940 | 13,119 |
| Lumber, millwork..... | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,067 | 1,139 | 1,017 | 1,082 | 992 | 978 | 811 | 10,669 | 8,450 |
| Construction materials..... | 432 | (S) | 494 | 522 | 576 | 578 | 540 | 615 | 528 | 562 | 540 | 509 | 420 | 5,271 | 4,669 |
| Machinery, equipment, supplies, total.. | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,449 | 3,732 | 3,456 | 3,913 | 3,101 | 3,031 | 3,026 | 34,716 | 29,068 |
| Construction machinery, equipment.... | 468 | 501 | 596 | 610 | 649 | 634 | 624 | 649 | 625 | 702 | 543 | 509 | 516 | 6,058 | 5,081 |
| Industrial machinery, equipment, supplies..... | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,637 | 1,799 | 1,654 | 1,955 | 1,442 | 1,462 | 1,465 | 16,819 | 13,722 |
| Professional equipment, supplies..... | 386 | 395 | 457 | 418 | 449 | 459 | 459 | 461 | 455 | 464 | 448 | 419 | 416 | 4,403 | 4,058 |
| Service-establishment equipment, supplies..... | 172 | 167 | 180 | 183 | 185 | 188 | 187 | 197 | 172 | 195 | 181 | 181 | 172 | 1,826 | 1,756 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,550 | 1,750 | 1,621 | 1,945 | 1,239 | 1,205 | 1,220 | 15,881 | 11,680 |
| Iron, steel, and products..... | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,190 | 1,356 | 1,269 | 1,559 | 977 | 935 | 946 | 12,418 | 9,148 |
| Nonferrous metals..... | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 394 | 351 | 386 | 262 | (S) | 273 | 3,463 | 2,532 |
| Scrap, waste materials, total..... | 502 | 558 | 666 | 660 | 778 | 723 | 697 | 761 | 699 | 851 | 466 | 444 | 453 | 6,896 | 4,327 |
| Iron, steel scrap..... | 304 | 361 | 437 | 416 | (S) | 469 | 460 | 487 | (S) | 540 | 285 | 269 | 279 | 4,442 | 2,620 |
| Waste materials..... | 199 | 197 | 229 | 244 | 254 | 255 | 237 | 274 | 254 | 311 | 181 | 175 | 174 | 2,453 | 1,707 |
| NONDURABLE GOODS, TOTAL..... | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,620 | 14,219 | 14,853 | 14,532 | 159,296 | 130,369 |
| TOTAL (exc. farm products, raw materials)..... | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,192 | 14,686 | 13,434 | 15,108 | 12,386 | 12,682 | 12,370 | 133,349 | 115,737 |
| Groceries and related products, total.. | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,754 | 6,232 | 5,496 | 6,120 | 4,940 | 5,146 | 5,007 | 55,871 | 47,853 |
| General-line groceries..... | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,164 | 2,361 | 2,099 | 2,322 | 1,962 | 2,056 | 1,993 | 21,275 | 19,104 |
| Specialty-line groceries..... | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,465 | 1,695 | 1,497 | 1,640 | 1,313 | 1,374 | 1,342 | 14,980 | 12,546 |
| Confectionery..... | 93 | 95 | 104 | 104 | 110 | 104 | 98 | 107 | 105 | 127 | 114 | 109 | 101 | 1,047 | 972 |
| Meat, meat products..... | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,222 | 1,246 | 1,136 | 1,302 | 977 | 1,001 | 974 | 11,422 | 9,377 |
| Poultry, poultry products..... | 238 | 222 | 264 | 256 | 280 | 279 | 303 | 368 | 283 | 303 | 223 | 236 | 234 | 2,795 | 2,126 |
| Fresh fruits, vegetables..... | 388 | 358 | 420 | 442 | 489 | 499 | 502 | 454 | 376 | 426 | 352 | 369 | 362 | 4,353 | 3,729 |
| Beer, wine, distilled alcoholic beverages, total..... | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,296 | 1,384 | 1,221 | 1,437 | 1,296 | 1,391 | 1,543 | 12,703 | 12,073 |
| Beer..... | 493 | 469 | 543 | 545 | 676 | 685 | 685 | 699 | 565 | 623 | 547 | 540 | 530 | 5,982 | 5,670 |
| Wine, distilled spirits..... | 561 | 577 | 707 | 653 | 749 | 707 | 611 | 685 | 656 | 814 | 749 | 850 | 1,012 | 6,721 | 6,402 |
| Drugs, chemicals, allied products, total..... | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,053 | 1,164 | 1,104 | 1,253 | 1,082 | 1,014 | 977 | 10,722 | 9,706 |
| Drugs, drug proprietaries, sundries.. | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 652 | (S) | (S) | 663 | 609 | 602 | 6,029 | 5,594 |
| General-line drugs..... | 270 | 230 | 252 | 242 | 260 | 248 | 254 | 282 | 264 | 307 | 264 | 253 | 240 | 2,607 | 2,423 |
| Paints, varnishes..... | 41 | 42 | 50 | 51 | 55 | 55 | 59 | 61 | 55 | 60 | 51 | 47 | 39 | 528 | 492 |
| Other chemicals, allied products..... | 369 | 359 | 417 | 418 | 434 | 441 | 418 | 451 | 404 | 454 | 368 | 358 | 337 | 4,165 | 3,620 |
| Tobacco, tobacco products..... | 555 | 517 | 583 | 555 | 634 | 605 | 603 | 634 | 586 | 652 | 579 | 585 | 578 | 5,925 | 5,701 |
| Dry goods, apparel, total..... | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,053 | 1,371 | 1,247 | 1,363 | 1,219 | 1,140 | 978 | 11,688 | 10,890 |
| Apparel and accessories, hosiery, lingerie, footwear..... | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 5,554 | 5,210 |
| Dry goods, notions..... | 431 | 391 | 414 | 380 | (S) | (S) | 371 | 464 | (S) | (S) | 421 | 402 | 340 | 4,218 | 4,053 |
| Paper, paper products, excluding wallpaper, total..... | 733 | 693 | 780 | 746 | 822 | 800 | 748 | 855 | 789 | 916 | 733 | 729 | 703 | 7,881 | 6,761 |
| Paper..... | 552 | 520 | 590 | 576 | 640 | 624 | 572 | 658 | 597 | 697 | 555 | 539 | 527 | 6,026 | 5,176 |
| Stationery, office supplies..... | 181 | 173 | 190 | 171 | 181 | 177 | 175 | 196 | 192 | 219 | 178 | 190 | 176 | 1,855 | 1,585 |
| Farm products (raw materials), total... | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,627 | 2,747 | 2,676 | 3,512 | 1,833 | 2,171 | 2,162 | 25,946 | 14,632 |
| Grain..... | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,073 | 2,206 | 2,206 | 2,818 | 1,302 | 1,622 | 1,583 | 20,253 | 10,314 |
| Other nondurable goods, total..... | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,685 | 3,046 | 2,991 | 3,367 | 2,537 | 2,677 | 2,684 | 28,956 | 23,784 |
| Books, magazines, newspapers..... | 167 | 158 | 177 | 162 | 166 | 176 | 191 | 194 | (S) | 198 | 179 | 184 | 171 | 1,768 | 1,599 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | 1972 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct.[1] | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,295 | 34,317 | 34,728 | 35,706 | 31,255 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,100 | 31,860 | 32,236 | 32,717 | 29,172 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,390 | 20,188 | 20,168 | 20,312 | 18,250 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,924 | 3,776 | 3,956 | 4,043 | 3,803 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,500 | 2,389 | 2,447 | 2,480 | 2,274 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,908 | 2,900 | 2,854 | 2,935 | 2,683 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,176 | 1,180 | 1,206 | 1,253 | 1,034 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,732 | 1,719 | 1,649 | 1,682 | 1,650 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 939 | 956 | 938 | 921 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 730 | 740 | 726 | 707 | 587 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,185 | 2,165 | 2,144 | 2,161 | 1,955 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 858 | 851 | 870 | 880 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,063 | 1,060 | 1,018 | 1,026 | 966 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,450 | 1,401 | 1,396 | 1,367 | 1,181 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 955 | 917 | 940 | 908 | 730 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,839 | 5,831 | 5,779 | 5,776 | 5,107 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,700 | 1,742 | 1,661 | 1,676 | 1,431 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,376 | 2,356 | 2,396 | 2,354 | 2,049 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,273 | 2,294 | 2,230 | 2,217 | 1,972 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,881 | 1,932 | 1,856 | 1,827 | 1,631 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,905 | 14,129 | 14,560 | 15,394 | 13,005 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,710 | 11,672 | 12,068 | 12,405 | 10,922 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,138 | 3,142 | 3,328 | 3,491 | 2,889 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,450 | 1,459 | 1,562 | 1,668 | 1,405 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,170 | 1,166 | 1,194 | 1,227 | 997 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,353 | 1,315 | 1,401 | 1,468 | 1,409 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 340 | 312 | 336 | 345 | 336 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,013 | 1,003 | 1,065 | 1,123 | 1,073 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,389 | 1,416 | 1,372 | 1,398 | 1,299 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 973 | 938 | 959 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 794 | 786 | 793 | 799 | 712 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 540 | 540 | 542 | 547 | 486 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | 1972 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct.[1] | Oct. | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 106 | 116 | 104 | 116 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 107 | 119 | 107 | 117 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 135 | 147 | 130 | 145 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 144 | 167 | 150 | 162 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 171 | 187 | 176 | 178 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 145 | 150 | 139 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 132 | 129 | 139 | 128 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic Parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 157 | 158 | 160 | 149 | 165 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 174 | 156 | 167 | 140 | 129 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 189 | 167 | 177 | 145 | 138 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 163 | 150 | 163 | 147 | 157 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 174 | 159 | 181 | 155 | 168 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 152 | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 90 | 80 | 90 | 83 | 77 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 90 | 80 | 92 | 84 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 169 | 156 | 167 | 148 | 165 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 272 | 268 | 266 | 239 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 145 | 131 | 145 | 120 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 147 | 131 | 138 | 114 | 159 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 158 | 142 | 146 | 117 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 81 | 90 | 83 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 79 | 90 | 82 | 88 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 54 | 50 | 61 | 57 | 58 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 62 | 74 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 80 | 69 | 80 | 75 | 76 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 104 | 95 | 115 | 102 | 109 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 45 | 59 | 55 | 61 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 166 | 146 | 162 | 138 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 122 | 124 | 112 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 149 | (S) | (S) | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 106 | 92 | 100 | 87 | 97 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 82 | 91 | 79 | 88 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

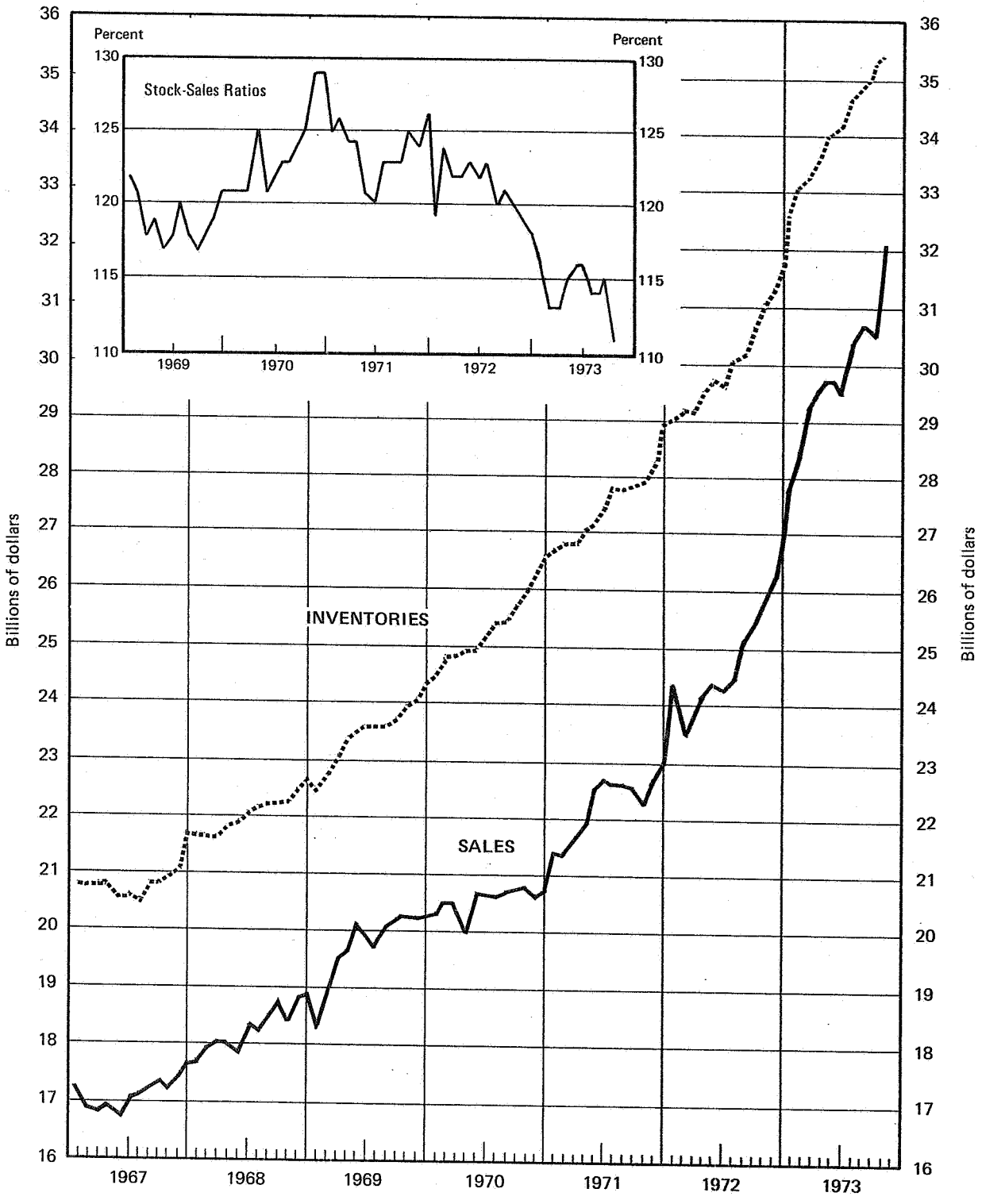
| Kind of business | 1973 | | | | | | | | | | 1972 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct.[1] | Oct. | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,443 | 30,692 | 30,646 | 32,053 | 25,779 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,521 | 27,810 | 27,679 | 28,822 | 24,051 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 14,039 | 13,950 | 13,968 | 14,511 | 12,016 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,588 | 2,466 | 2,511 | 2,561 | 2,298 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 1,996 | 1,877 | 1,882 | 1,883 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 548 | 556 | 554 | 577 | 521 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,301 | 1,310 | 1,316 | 1,346 | 1,173 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,527 | 1,525 | 1,505 | 1,465 | 1,409 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,502 | 3,551 | 3,498 | 3,737 | 3,076 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,566 | 1,623 | 1,683 | 1,898 | 1,238 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 731 | 751 | 761 | 793 | 433 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,404 | 16,742 | 16,678 | 17,542 | 13,763 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,482 | 13,860 | 13,711 | 14,311 | 12,035 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,737 | 5,918 | 5,701 | 5,896 | 4,915 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,301 | 1,272 | 1,273 | 1,354 | 1,269 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,096 | 1,108 | 1,143 | 1,148 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 594 | 584 | 598 | 635 | 582 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,115 | 1,185 | 1,199 | 1,218 | 1,116 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 783 | 795 | 806 | 859 | 710 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,922 | 2,882 | 2,967 | 3,231 | 1,728 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,856 | 2,998 | 2,991 | 3,201 | 2,416 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,653 | 34,964 | 35,266 | 35,424 | 31,032 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,871 | 31,858 | 32,189 | 32,476 | 28,936 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,159 | 20,089 | 20,257 | 20,369 | 18,296 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,885 | 3,877 | 4,041 | 4,113 | 3,853 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,899 | 2,918 | 2,798 | 2,838 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 912 | 928 | 945 | 905 | 757 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,153 | 2,180 | 2,186 | 2,189 | 1,991 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,444 | 1,400 | 1,404 | 1,393 | 1,200 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,736 | 5,739 | 5,796 | 5,828 | 5,148 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,255 | 2,187 | 2,234 | 2,258 | 1,996 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,494 | 14,875 | 15,009 | 15,055 | 12,736 | 12,681 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,712 | 11,769 | 11,932 | 12,107 | 10,640 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,173 | 3,216 | 3,308 | 3,429 | 2,855 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,379 | 1,363 | 1,350 | 1,351 | 1,288 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,386 | 1,416 | 1,367 | 1,372 | 1,269 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 780 | 787 | 790 | 810 | 724 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 114 | 115 | 111 | 120 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 115 | 116 | 113 | 120 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 144 | 145 | 140 | 152 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 157 | 161 | 161 | 168 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 156 | 149 | 151 | 159 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 166 | 167 | 170 | 157 | 145 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 165 | 166 | 166 | 163 | 170 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 95 | 92 | 93 | 95 | 85 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 164 | 162 | 166 | 156 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 144 | 135 | 133 | 119 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 89 | 90 | 86 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 85 | 87 | 85 | 88 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 55 | 54 | 58 | 58 | 58 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 106 | 107 | 106 | 100 | 101 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 126 | 128 | 120 | 120 | 124 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 100 | 99 | 98 | 94 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: October 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | October 1973 from-- | | 10 months 1973 from 10 months 1972 | October 1973 from-- | | October 1973 from-- | | October 1973 from-- | |
| | Oct. 1972 | Sept. 1973 | | Oct. 1972 | Sept. 1973 | Oct. 1972 | Sept. 1973 | Oct. 1972 | Sept. 1973 |
| MERCHANT WHOLESALERS, TOTAL | +28 | +14 | +22 | +14 | +3 | +24 | +5 | +14 | 0 |
| TOTAL (excluding farm products, raw materials) | +23 | +13 | +18 | +12 | +1 | +20 | +4 | +12 | +1 |
| DURABLE GOODS, TOTAL | +24 | +13 | +21 | +11 | 0 | +21 | +4 | +11 | +1 |
| Motor vehicles, automotive equipment, total | +14 | +14 | +14 | +6 | +2 | +11 | +2 | +7 | +2 |
| Automobiles, other motor vehicles | +20 | +22 | +16 | +2 | +3 | - | - | - | - |
| Automotive equipment, tires, tubes | +10 | +7 | +12 | +9 | +1 | - | - | - | - |
| Automotive equipment | +6 | +5 | +9 | +10 | +2 | - | - | - | - |
| Electrical goods, total | +17 | +11 | +19 | +9 | +3 | +14 | 0 | +9 | +1 |
| Electrical supplies, apparatus | +21 | +12 | +21 | +21 | +4 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +13 | +9 | +17 | +2 | +2 | - | - | - | - |
| Appliances, TV, radio sets | +6 | +8 | +13 | -6 | +3 | - | - | - | - |
| Furniture, home furnishings, total | +9 | +17 | +10 | +19 | -2 | +11 | +4 | +20 | -4 |
| Furniture-household, office | -3 | +10 | +8 | +16 | +1 | - | - | - | - |
| Household furniture | -9 | +7 | +7 | +15 | +2 | - | - | - | - |
| Office furniture | +2 | +12 | +8 | +17 | -1 | - | - | - | - |
| Home furnishings, floor coverings | +14 | +19 | +11 | +20 | -3 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +18 | +12 | +16 | +10 | +1 | +15 | +2 | +10 | 0 |
| Hardware | +23 | +18 | +17 | +14 | +1 | - | - | - | - |
| General-line hardware | +24 | +15 | +17 | +11 | +2 | - | - | - | - |
| Plumbing and heating equipment, supplies | +14 | +9 | +16 | +6 | +1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +18 | +5 | +14 | +17 | -1 | - | - | - | - |
| Lumber, construction materials, total | +7 | +6 | +22 | +16 | -2 | +4 | -3 | +16 | -1 |
| Lumber, millwork | +9 | +6 | +26 | +24 | -3 | - | - | - | - |
| Construction materials | +4 | +6 | +13 | +2 | 0 | - | - | - | - |
| Machinery, equipment, supplies, total | +26 | +13 | +19 | +13 | 0 | +21 | +7 | +13 | +1 |
| Commercial machines, equipment | +32 | +13 | +23 | +25 | +3 | - | - | - | - |
| Construction machinery, equipment | +29 | +12 | +19 | +17 | +1 | - | - | - | - |
| Industrial machinery, equipment, supplies | +36 | +18 | +22 | +15 | -2 | - | - | - | - |
| Professional equipment, supplies | +4 | +2 | +8 | +12 | +3 | - | - | - | - |
| Surgical, medical, hospital supplies | +10 | +2 | +15 | +18 | +5 | - | - | - | - |
| Service-establishment equipment, supplies | +8 | +14 | +4 | -2 | -1 | - | - | - | - |
| Metals, metalwork (except scrap), total | +57 | +20 | +36 | +12 | -1 | +53 | +13 | +13 | +1 |
| Iron, steel, and products | +60 | +23 | +36 | +12 | -2 | - | - | - | - |
| Nonferrous metals | +47 | +10 | +37 | +14 | +4 | - | - | - | - |
| Scrap, waste materials, total[2] | +82 | +22 | +59 | +19 | +2 | +83 | +4 | +19 | -1 |
| Iron, steel scrap | +90 | +21 | +70 | +22 | +1 | - | - | - | - |
| Waste materials | +71 | +22 | +44 | +15 | +4 | - | - | - | - |
| Jewelry | +17 | +10 | +38 | (S) | (S) | +13 | -3 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +31 | +16 | +22 | +18 | +6 | +27 | +5 | +18 | 0 |
| TOTAL (excluding farm products, raw materials) | +22 | +12 | +15 | +14 | +3 | +19 | +4 | +14 | +1 |
| Groceries and related products, total | +24 | +11 | +17 | +21 | +5 | +20 | +3 | +20 | +4 |
| General-line groceries | +18 | +11 | +11 | +19 | +7 | - | - | - | - |
| Voluntary groups | +15 | +8 | +10 | +18 | +6 | - | - | - | - |
| Retailer cooperatives | +16 | +11 | +12 | +23 | +6 | - | - | - | - |
| Nonaffiliated | +27 | +16 | +13 | +16 | +8 | - | - | - | - |
| Specialty-line groceries | +25 | +10 | +19 | +23 | +3 | - | - | - | - |
| Confectionery | +11 | +20 | +8 | -3 | -7 | - | - | - | - |
| Meats, meat products | +33 | +15 | +22 | +36 | +8 | - | - | - | - |
| Poultry, poultry products | +36 | +7 | +31 | +22 | +3 | - | - | - | - |
| Fresh fruits, vegetables | +21 | +13 | +17 | +9 | +3 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +11 | +18 | +5 | +4 | +5 | +7 | +6 | +5 | 0 |
| Beer | +14 | +10 | +6 | +3 | +2 | - | - | - | - |
| Wine, distilled spirits | +9 | +24 | +5 | +5 | +6 | - | - | - | - |
| Drugs, chemicals, allied products, total | +16 | +14 | +10 | +8 | +2 | +12 | 0 | +8 | 0 |
| Drugs, drug proprietaries, druggists' sundries | +12 | +14 | +8 | +6 | +2 | - | - | - | - |
| General-line drugs | +16 | +16 | +8 | +8 | +3 | - | - | - | - |
| Paints, varnishes | +17 | +10 | +7 | +10 | 0 | - | - | - | - |
| Other chemicals, allied products | +23 | +12 | +15 | +10 | +1 | - | - | - | - |
| Tobacco, tobacco products | +13 | +11 | +4 | +4 | +3 | +9 | +6 | +5 | +4 |
| Dry goods, apparel, total | +12 | +9 | +7 | (S) | (S) | +9 | +2 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +10 | +6 | +7 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +14 | +13 | +4 | (S) | (S) | - | - | - | - |
| Piece goods converters | +11 | +11 | +18 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +25 | +16 | +16 | +12 | +1 | +21 | +7 | +12 | +3 |
| Paper | +26 | +17 | +16 | +13 | +1 | - | - | - | - |
| Stationery, office supplies | +23 | +14 | +17 | +12 | +1 | - | - | - | - |
| Farm products (raw materials), total[2] | +92 | +31 | +77 | +44 | +20 | +87 | +9 | +41 | -4 |
| Cotton | +14 | +46 | +23 | +3 | +76 | - | - | - | - |
| Grain | +116 | +28 | +96 | +61 | +20 | - | - | - | - |
| Other nondurable goods, total | +33 | +12 | +26 | +13 | +3 | +32 | +7 | +14 | +2 |
| Amusement, sporting goods | +48 | +18 | +17 | +9 | 0 | - | - | - | - |
| Books, magazines, newspapers | +10 | +10 | +10 | +14 | +1 | - | - | - | - |
| Coal | +37 | +5 | +20 | (S) | (S) | - | - | - | - |
| Farm supplies | +60 | +12 | +39 | +13 | +22 | - | - | - | - |

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

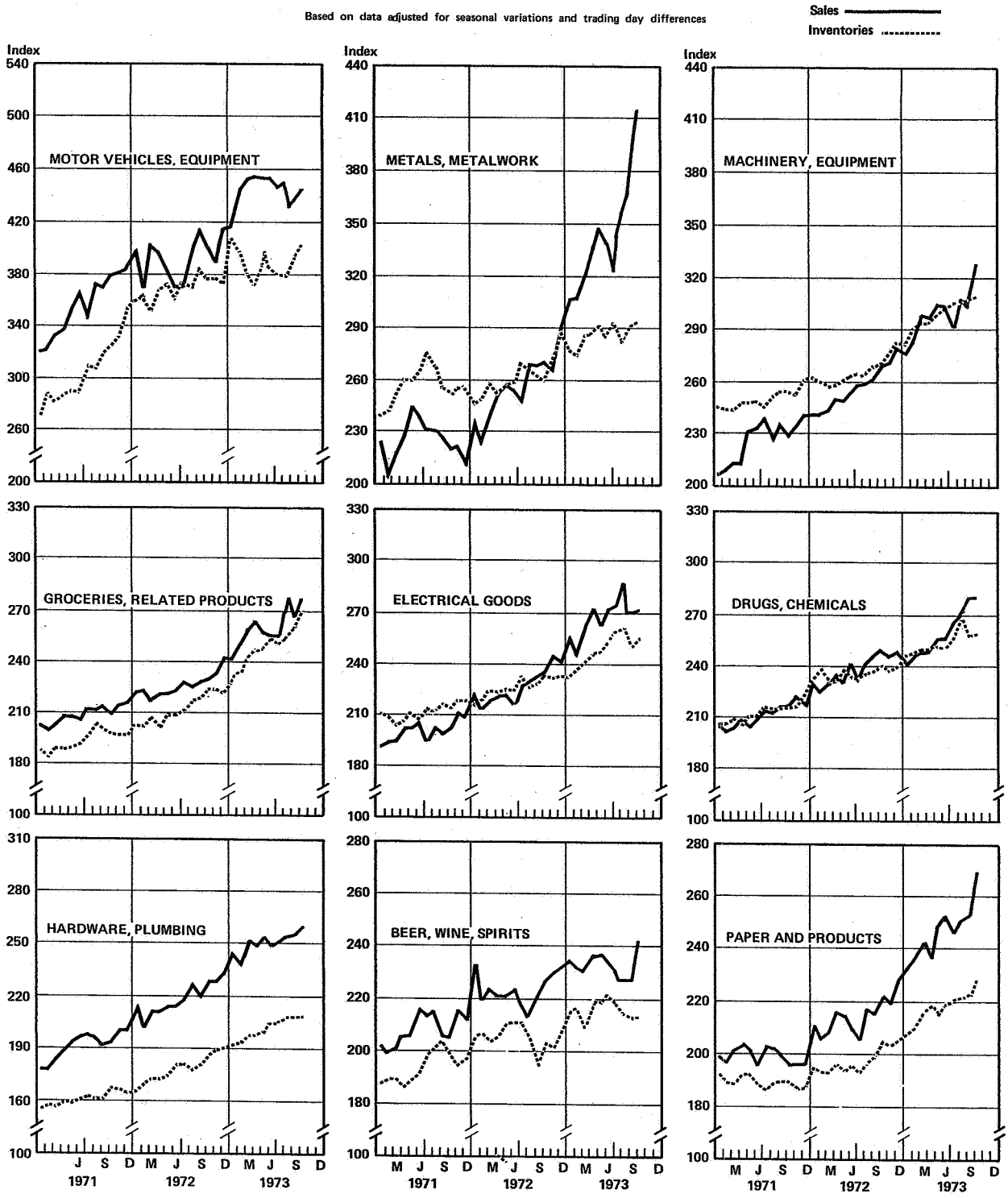
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown.

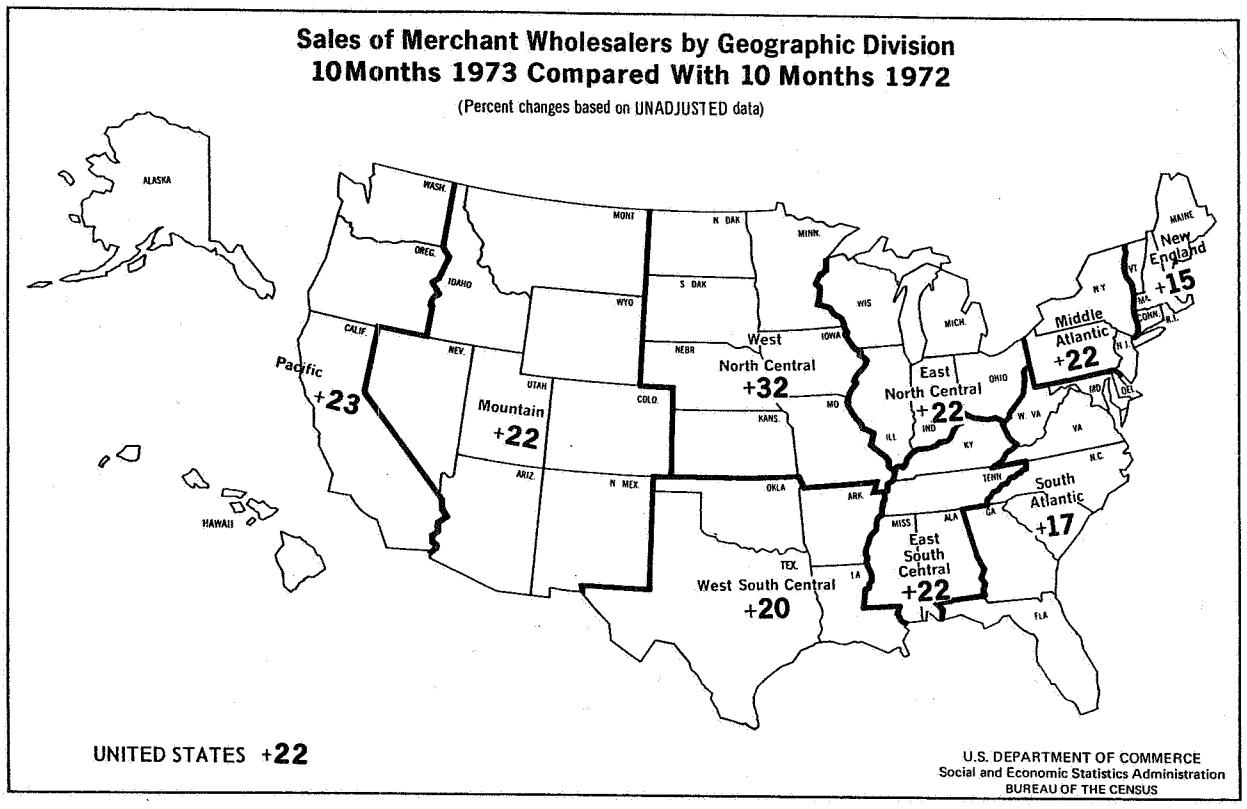
[2]There are indications that the seasonal adjustment factors for this trade group may not reflect recent trends. The seasonally adjusted data for this trade group and also for the summary group totals should, therefore, be used with caution.

# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data adjusted for seasonal variations and trading day differences






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | | | | | 1972 | | | Total 10 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct.[1] | Oct. | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,205 | 26,823 | 27,154 | 26,089 | 298,265 | 244,955 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,363 | 1,527 | 1,347 | 1,478 | 1,205 | 1,279 | 1,223 | 13,362 | 11,605 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,801 | 8,485 | 8,002 | 9,071 | 7,217 | 7,366 | 7,005 | 79,168 | 65,045 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,367 | 5,831 | 5,330 | 6,132 | 4,732 | 4,782 | 4,650 | 53,238 | 43,750 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,714 | 3,002 | 2,806 | 3,178 | 2,246 | 2,373 | 2,289 | 26,355 | 19,980 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,174 | 3,284 | 2,914 | 3,420 | 2,920 | 2,929 | 2,766 | 31,025 | 26,444 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,675 | 1,707 | 1,666 | 1,978 | 1,509 | 1,499 | 1,442 | 16,480 | 13,506 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,613 | 2,895 | 2,568 | 2,934 | 2,314 | 2,176 | 2,221 | 25,989 | 21,724 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 1,007 | 1,095 | 988 | 1,144 | 847 | 857 | 830 | 9,728 | 7,973 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,177 | 4,563 | 4,228 | 4,870 | 3,835 | 3,894 | 3,663 | 42,921 | 34,928 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,585 | 12,604 | 12,301 | 11,557 | 138,970 | 114,586 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 636 | 694 | 640 | 707 | 580 | 584 | 551 | 6,344 | 5,216 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,238 | 3,363 | 3,072 | 3,536 | 3,005 | 2,950 | 2,673 | 31,770 | 26,715 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,669 | 2,870 | 2,657 | 3,066 | 2,362 | 2,300 | 2,178 | 26,218 | 21,257 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 947 | 987 | 989 | 1,054 | 861 | 825 | 759 | 9,084 | 7,519 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,646 | 1,767 | 1,588 | 1,794 | 1,472 | 1,439 | 1,354 | 16,438 | 13,647 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 684 | 730 | 714 | 766 | 627 | 558 | 554 | 6,814 | 5,582 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,452 | 1,520 | 1,343 | 1,538 | 1,220 | 1,136 | 1,133 | 13,877 | 11,563 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 560 | 589 | 516 | 561 | 464 | 462 | 424 | 5,148 | 4,237 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,240 | 2,438 | 2,220 | 2,563 | 2,014 | 2,049 | 1,930 | 23,275 | 18,836 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,620 | 14,219 | 14,853 | 14,532 | 159,296 | 130,369 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 727 | 832 | 707 | 770 | 625 | 695 | 672 | 7,018 | 6,389 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,562 | 5,123 | 4,930 | 5,535 | 4,212 | 4,417 | 4,332 | 47,398 | 38,349 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,698 | 2,961 | 2,674 | 3,066 | 2,370 | 2,481 | 2,472 | 27,019 | 22,493 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,767 | 2,015 | 1,817 | 2,123 | 1,385 | 1,548 | 1,530 | 17,270 | 12,461 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,528 | 1,516 | 1,326 | 1,626 | 1,448 | 1,490 | 1,412 | 14,587 | 12,797 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 991 | 977 | 952 | 1,211 | 882 | 941 | 888 | 9,666 | 7,925 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,161 | 1,375 | 1,225 | 1,396 | 1,094 | 1,041 | 1,088 | 12,111 | 10,162 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 448 | 506 | 472 | 584 | 383 | 395 | 406 | 4,580 | 3,736 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,937 | 2,126 | 2,008 | 2,308 | 1,821 | 1,845 | 1,732 | 19,646 | 16,058 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | October 1973 from-- | | 10 months 1973 from 10 months 1972 | October 1973 from-- | | | | | | |
| | October 1972 | September 1973 | | October 1972 | September 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +28 | +14 | +22 | +14 | +3 | 0.9 | 0.4 | 0.4 | 0.8 | 0.2 |
| New England | +23 | +10 | +15 | +9 | +1 | 4.4 | 1.5 | 1.5 | 3.6 | 0.4 |
| Middle Atlantic | +26 | +13 | +22 | +11 | +1 | 1.4 | 0.8 | 1.0 | 1.5 | 0.6 |
| East North Central | +30 | +15 | +22 | +17 | +2 | 2.1 | 1.1 | 0.7 | 1.5 | 0.6 |
| West North Central | +41 | +13 | +32 | +27 | +4 | 3.2 | 1.6 | 1.9 | 3.1 | 0.8 |
| South Atlantic | +17 | +17 | +17 | +12 | +3 | 2.2 | 1.0 | 1.3 | 1.7 | 0.7 |
| East South Central | +31 | +19 | +22 | +12 | +7 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +27 | +14 | +20 | +10 | +4 | 2.3 | 1.2 | 1.0 | 2.7 | 0.6 |
| Mountain | +35 | +16 | +22 | +18 | +2 | 4.4 | 2.6 | 2.5 | 4.6 | 1.0 |
| Pacific | +27 | +15 | +23 | +16 | +3 | 3.6 | 1.5 | 1.4 | 3.3 | 0.8 |
| Durable goods, total | +24 | +13 | +21 | +11 | 0 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +22 | +10 | +22 | +5 | -1 | 7.7 | 2.7 | 2.5 | 3.7 | 0.9 |
| Middle Atlantic | +18 | +15 | +19 | +7 | 0 | 2.7 | 1.3 | 1.7 | 1.9 | 0.8 |
| East North Central | +30 | +15 | +23 | +12 | -1 | 3.1 | 1.6 | 1.3 | 1.9 | 0.9 |
| West North Central | +22 | +6 | +21 | +23 | +1 | 3.9 | 2.5 | 1.9 | 3.8 | 0.7 |
| South Atlantic | +22 | +13 | +20 | +9 | 0 | 3.1 | 1.6 | 1.7 | 2.5 | 0.8 |
| East South Central | +22 | +7 | +22 | +14 | +3 | 4.4 | 2.5 | 2.8 | 3.5 | 0.8 |
| West South Central | +26 | +14 | +20 | +9 | 0 | 3.4 | 1.4 | 1.6 | 3.4 | 0.7 |
| Mountain | +21 | +9 | +21 | +17 | 0 | 6.8 | 4.4 | 3.9 | 5.8 | 1.2 |
| Pacific | +27 | +15 | +24 | +10 | +1 | 6.7 | 2.0 | 2.4 | 3.1 | 1.5 |
| Nondurable goods, total | +31 | +16 | +22 | +18 | +6 | 1.3 | 0.6 | 0.6 | 1.3 | 0.3 |
| New England | +23 | +9 | +10 | +13 | +3 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +31 | +12 | +24 | +14 | +1 | 1.7 | 1.1 | 1.3 | 3.6 | 0.6 |
| East North Central | +29 | +15 | +20 | +23 | +7 | 2.6 | 1.4 | 1.7 | 2.4 | 0.6 |
| West North Central | +53 | +17 | +38 | +30 | +6 | 3.9 | 1.7 | 2.8 | 5.4 | 1.3 |
| South Atlantic | +12 | +23 | +14 | +16 | +5 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +37 | +27 | +22 | +8 | +11 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +28 | +14 | +19 | +10 | +10 | 3.2 | 1.8 | 1.9 | 3.5 | 1.0 |
| Mountain | +52 | +24 | +23 | +20 | +3 | 5.0 | 1.9 | 3.5 | 6.7 | 1.9 |
| Pacific | +27 | +15 | +22 | +23 | +5 | 3.2 | 1.4 | 1.4 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +10 | +7 | +12 | +9 | +1 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | +2 | +12 | (S) | -3 | - | 4 | 9 | - | 1 |
| Middle Atlantic | +8 | +10 | +13 | +3 | +3 | 9 | 5 | 6 | 8 | 1 |
| East North Central | +12 | +11 | +9 | +13 | 0 | 8 | 3 | 4 | 7 | 1 |
| West North Central | +1 | -19 | +19 | +31 | +7 | 9 | 4 | 4 | 9 | 2 |
| South Atlantic | -6 | +12 | +6 | -3 | 0 | 8 | 3 | 3 | 6 | 3 |
| East South Central | (S) | +10 | +3 | +2 | -2 | - | 4 | 8 | 9 | 3 |
| West South Central | +4 | +10 | +14 | +4 | -3 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | +3 | (S) | (S) | +2 | - | 6 | - | - | 2 |
| Pacific | +18 | +10 | +10 | -1 | +1 | 9 | 3 | 3 | 9 | 2 |
| Electrical supplies, apparatus | +21 | +12 | +21 | +21 | +4 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +10 | +13 | +11 | +2 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +7 | +17 | +15 | +6 | +2 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +21 | +12 | +23 | +14 | +1 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | +14 | +28 | +26 | +3 | - | 3 | 3 | 7 | 1 |
| South Atlantic | +13 | +10 | +22 | +22 | +2 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | +11 | +22 | +15 | +5 | - | 4 | 6 | - | 2 |
| West South Central | +31 | +7 | +20 | +36 | +12 | 8 | 3 | 6 | 8 | 1 |
| Mountain | (S) | +16 | (S) | (S) | +9 | - | 2 | - | - | 1 |
| Pacific | +17 | +13 | +14 | +25 | +2 | 7 | 3 | 4 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +13 | +9 | +17 | +2 | +2 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +2 | +34 | (S) | -1 | - | 5 | 9 | - | 3 |
| Middle Atlantic | +4 | +16 | +9 | -4 | +1 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +18 | +8 | +21 | -1 | 0 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | +5 | +10 | 0 | +1 | - | 5 | 6 | - | 2 |
| South Atlantic | +15 | +6 | +23 | -9 | +2 | 8 | 3 | 4 | 7 | 2 |
| West South Central | +22 | +4 | +14 | +26 | +3 | 7 | 2 | 2 | 9 | 2 |
| Mountain | (S) | +1 | (S) | (S) | +2 | - | 3 | - | - | 3 |
| Pacific | (S) | +12 | +29 | (S) | +1 | - | 3 | 4 | - | 3 |
| Furniture, home furnishings, total | +9 | +17 | +10 | +19 | -2 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | +12 | +4 | (S) | +2 | - | 5 | 8 | - | 4 |
| Middle Atlantic | +4 | +24 | +3 | (S) | (S) | 7 | 4 | 4 | 6 | 2 |
| East North Central | (S) | +20 | +11 | (S) | -2 | - | 4 | 3 | - | 2 |
| South Atlantic | (S) | (S) | +25 | (S) | 0 | - | 5 | 5 | - | 4 |
| East South Central | (S) | +14 | +12 | (S) | +1 | - | 5 | 8 | - | 3 |
| West South Central | +3 | +12 | +14 | (S) | -5 | 9 | 6 | 5 | - | 2 |
| Mountain | (S) | +4 | +16 | (S) | +2 | - | 6 | 6 | - | 4 |
| Pacific | +1 | +10 | +6 | +13 | -3 | 9 | 4 | 5 | 7 | 2 |
| Hardware | +23 | +18 | +17 | +14 | +1 | 2 | 1 | 1 | 1 | 1 |
| New England | (S) | +13 | +19 | (S) | +1 | - | 6 | 9 | - | 2 |
| Middle Atlantic | +22 | +22 | +15 | +19 | +2 | 7 | 4 | 5 | 7 | 1 |
| East North Central | +34 | +21 | +17 | +16 | +1 | 5 | 3 | 3 | 5 | 1 |
| West North Central | +31 | +16 | +21 | +24 | +1 | 5 | 3 | 3 | 6 | 1 |
| South Atlantic | +23 | +14 | +20 | +16 | +1 | 8 | 3 | 3 | 9 | 2 |
| East South Central | -8 | +12 | +9 | -11 | +5 | 6 | 4 | 2 | 6 | 1 |
| West South Central | +33 | +14 | +18 | +24 | -2 | - | 3 | 3 | 7 | 1 |
| Mountain | (S) | +23 | +28 | (S) | -2 | - | 4 | 5 | - | 2 |
| Pacific | +18 | +17 | +16 | +7 | -2 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +14 | +9 | +16 | +6 | +1 | 4 | 2 | 2 | 2 | 1 |
| New England | (S) | +5 | +19 | (S) | +3 | - | 4 | 4 | - | 2 |
| Middle Atlantic | +23 | +13 | +9 | +13 | 0 | 7 | 4 | 2 | 8 | 1 |
| East North Central | +6 | +10 | +12 | -2 | -1 | 7 | 5 | 3 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from— | | 10 months 1973 from 10 months 1972 | October 1973 from— | | | | | | |
| | Oct. 1972 | Sept. 1973 | | Oct. 1972 | Sept. 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies—Continued | | | | | | | | | | |
| West North Central | (S) | +8 | +27 | -11 | +1 | - | 3 | 5 | 8 | 2 |
| South Atlantic | (S) | (S) | +28 | +5 | -2 | - | 5 | 5 | 8 | 2 |
| East South Central | (S) | -2 | +18 | (S) | +5 | - | 6 | 5 | - | 2 |
| West South Central | (S) | +8 | +11 | +6 | -1 | - | 6 | 5 | 9 | 3 |
| Pacific | +27 | +10 | +12 | +8 | +3 | 9 | 4 | 4 | 7 | 2 |
| Lumber, construction materials, total | +7 | +6 | +22 | +16 | -2 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | +15 | +34 | (S) | -18 | - | 4 | 7 | - | 4 |
| Middle Atlantic | +13 | +5 | +21 | (S) | (S) | 8 | 4 | 4 | 7 | 2 |
| East North Central | +9 | +10 | +13 | +17 | -1 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +13 | +7 | +17 | +22 | +1 | 9 | 5 | 6 | 8 | 2 |
| South Atlantic | +15 | +6 | +19 | (S) | -1 | 9 | 3 | 5 | - | 3 |
| East South Central | (S) | +11 | +18 | (S) | (S) | - | 5 | 6 | - | 2 |
| West South Central | (S) | +1 | +9 | (S) | +1 | - | 4 | 8 | - | 2 |
| Pacific | +5 | +6 | +36 | (S) | -1 | 7 | 5 | 6 | - | 4 |
| Industrial machinery, equipment supplies distribution | +36 | +18 | +22 | +15 | -2 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | +30 | +11 | +1 | +2 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | +14 | +29 | +26 | -2 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | +15 | +25 | +18 | -1 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | +21 | +25 | +8 | -5 | - | 5 | 4 | 7 | 2 |
| Pacific | +43 | +18 | +23 | +26 | -3 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +18 | +11 | +11 | +19 | +7 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +14 | +6 | (S) | -3 | - | 3 | 7 | - | 2 |
| Middle Atlantic | +15 | +15 | +11 | +20 | +15 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +16 | +10 | +11 | +26 | +5 | 4 | 1 | 1 | 4 | 1 |
| West North Central | +16 | +7 | +12 | +22 | +6 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +4 | +7 | +6 | -8 | +4 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +23 | +10 | +12 | +29 | +4 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +20 | +8 | +14 | +5 | +2 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +24 | +11 | +21 | +24 | +9 | 5 | 2 | 9 | 6 | 1 |
| Pacific | +25 | +12 | +11 | +23 | +5 | 5 | 1 | 2 | 4 | 1 |
| Specialty-line grocery wholesalers | +25 | +10 | +19 | +23 | +3 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +38 | +13 | +30 | +7 | 0 | 5 | 2 | 3 | 5 | 3 |
| East North Central | +31 | +5 | +17 | (S) | +1 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | +4 | +25 | (S) | +2 | - | 2 | 2 | - | 1 |
| South Atlantic | -6 | +15 | +7 | +22 | +8 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | (S) | +6 | (S) | -12 | - | 2 | 4 | - | 4 |
| West South Central | (S) | -3 | +4 | (S) | -1 | - | 6 | 6 | - | 3 |
| Mountain | (S) | +10 | +21 | (S) | +6 | - | 5 | 7 | - | 4 |
| Pacific | (S) | +20 | +24 | (S) | +1 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +21 | +13 | +17 | +9 | +3 | 3 | 2 | 1 | 4 | 1 |
| New England | (S) | +25 | +9 | (S) | +18 | - | 6 | 6 | - | - |
| Middle Atlantic | +17 | +1 | +15 | (S) | -6 | 8 | 4 | 4 | - | 4 |
| East North Central | +20 | +18 | +12 | +2 | +5 | 8 | 3 | 2 | 7 | 3 |
| West North Central | (S) | +12 | +29 | +24 | +4 | - | 3 | 6 | 8 | 3 |
| South Atlantic | +1 | +8 | +12 | +6 | +2 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | +6 | +26 | (S) | -17 | - | 5 | 8 | - | 5 |
| West South Central | (S) | +5 | +20 | (S) | (S) | - | 3 | 5 | - | 3 |
| Mountain | (S) | +14 | (S) | (S) | +11 | - | 3 | - | - | 3 |
| Pacific | (S) | (S) | +22 | (S) | +14 | 8 | 4 | 4 | - | 4 |
| Drug wholesalers (general and specialty lines) | +12 | +14 | +8 | +6 | +2 | 3 | 2 | 1 | 3 | 1 |
| New England | +36 | +24 | +8 | (S) | +6 | 9 | 3 | 3 | - | 2 |
| Middle Atlantic | +16 | +8 | +8 | (S) | +1 | 8 | 5 | 5 | - | 2 |
| East North Central | +22 | +18 | +20 | +9 | +1 | 6 | 2 | 4 | 6 | 2 |
| West North Central | +29 | +12 | +9 | +15 | +3 | 8 | 4 | 4 | 9 | 2 |
| South Atlantic | +2 | +18 | -4 | 0 | +4 | 6 | 4 | 7 | 8 | 2 |
| East South Central | (S) | +17 | +10 | (S) | 0 | - | 3 | 4 | - | 3 |
| West South Central | +20 | +18 | +9 | -2 | +6 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | +16 | -2 | (S) | -5 | - | 2 | 5 | - | 3 |
| Pacific | -17 | +16 | +2 | -3 | 0 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | +13 | +11 | +4 | +4 | +3 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | +6 | -5 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | +14 | +14 | +5 | +2 | +1 | 5 | 2 | 2 | 7 | 1 |
| East North Central | +21 | +11 | +6 | +20 | +3 | 7 | 2 | 2 | 6 | 2 |
| West North Central | +12 | +10 | +2 | (S) | +1 | 9 | 2 | 5 | - | 1 |
| South Atlantic | +6 | +10 | +6 | -2 | 0 | 6 | 2 | 4 | 7 | 1 |
| East South Central | (S) | +8 | +9 | (S) | -1 | - | 2 | 3 | - | 3 |
| West South Central | +16 | +14 | +2 | +6 | +1 | 9 | 1 | 5 | 9 | 1 |
| Mountain | (S) | +18 | +5 | (S) | 0 | - | 3 | 9 | - | 1 |
| Pacific | +15 | +11 | 0 | +13 | +12 | 7 | 1 | 3 | 9 | 3 |
| Dry goods, apparel wholesalers | +12 | +9 | +7 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +11 | +8 | +6 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | +8 | +3 | (S) | (S) | - | 6 | 4 | 9 | 2 |
| East South Central | +20 | +8 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | +4 | (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 September 1973.

## 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 June 1973. The published estimate is $14,567 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $14,567 million by .024 we obtain $350 million. Thus the chances are two out of three that the "expected value" of the estimate is between $14,217 and $14,917 million. Doubling the given median sampling error gives us limits $13,868 to $15,266 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 1973 to August 1973 for durable goods sales. This ratio of change, obtained by dividing $14,958 million by $14,073 million is 1.0628 (it can also be expressed as a 6.3 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0628 by .007, we obtain .0074 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 1.0554 to 1.0702 (that is to say, that the July to August change was between a 5.5 and a 7.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0480 to 1.0776.

# 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 1972-December 1973

| Kind of business | 1972 | | | | | | | | | | | | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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.... | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials)..... | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL..... | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip... | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods..... | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings..... | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip.. | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials..... | 77.9 | 86.5 | 98.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies..... | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap)... | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials..... | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry..... | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL..... | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials)..... | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products..... | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products.. | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products..... | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel..... | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper..... | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1].... | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods..... | 89.1 | 97.4 | 106.8 | 98.6 | 98.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| | Seasonal adjustment factors for inventories | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL.... | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials..... | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL..... | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip ... | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods..... | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings..... | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip.. | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials..... | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies..... | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap)... | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials..... | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry..... | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL..... | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials)..... | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products..... | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products.. | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products..... | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel..... | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper..... | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1]..... | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods..... | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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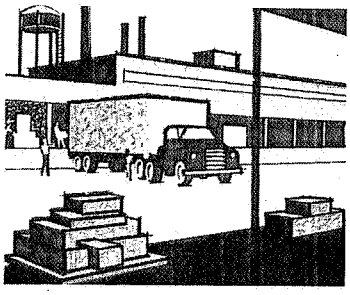
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CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## SALES AND INVENTORIES

Issued: January 1974

BW-73-11

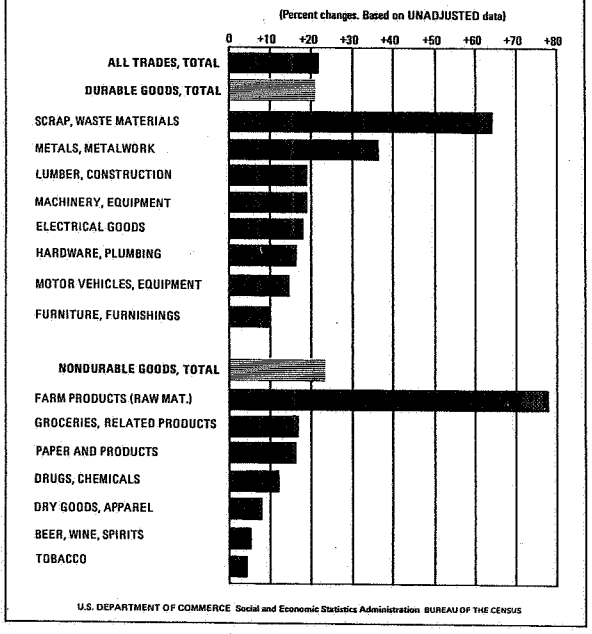
# November 1973

**Sales**–November 1973 sales of merchant wholesalers were estimated at $33.7 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, November sales were $32.9 billion, up 3 percent from last month and 26 percent above November 1972. Adjusted September-through-November average sales were 5 percent above the June-through-August period, and were 23 percent above the average for the comparable months a year ago.

After adjustment November sales in the durable goods trades increased 3 percent above the previous month and were 22 percent above November 1972. Nondurable goods sales were 3 percent above the previous month, and were 28 percent above the same month a year ago. Average monthly sales in the durable goods group during the September-through-November period were 4 percent above the prior three months, and were 20 percent above the comparable period a year ago. Three months average sales for the nondurable goods group were 7 percent above the average for the June-through-August period, and were 26 percent above the average for the same period a year ago.

By trade group, comparisons with previous month sales levels reflected mixed trends with 10 trade groups showing gains; 4 indicating declines; and 3 no change. The larger increases were reported in scrap, waste material (21%); farm products, raw materials (8%); and motor vehicles, automotive equipment (6%). The larger decreases were noted in dry goods, apparel and paper, paper products, both down 2 percent. Compared with sales a year ago, all trade groups showed increases with the exception of lumber, construction materials which showed no change. Among the sharper increases were scrap, waste materials (119%); farm products, raw materials (91%); and metals, metalwork (51%).

**Sales of Merchant Wholesalers in Selected Kinds of Business**
**11 Months 1973 Compared With 11 Months 1972**




**Inventories**–Total inventories of merchant wholesalers were valued at $36.8 billion at the end of November. After adjustment for seasonal variations, November inventories were up 3 percent from last month, and were 16 percent above November 1972. Durable goods stocks were up 2 percent from the previous month and were 11 percent above November 1972. Nondurable goods stocks increased 3 percent during November and were 23 percent above stocks on hand a year ago.

Based on adjusted data, all trade groups showed increases from their previous months' inventory levels with the exception of motor vehicles, automotive equipment and paper, paper products which showed no change. The larger increases were noted in beer, wine, spirits (8%) and farm products, raw materials (7%). Changes from year ago levels were more substantial with all trade groups showing increases. Among the sharper increases were farm products, raw materials (59%); scrap, waste materials (26%); and groceries and related products (25%).

**Stock-Sales Ratio**–The November stock-sales ratio for merchant wholesalers, based on seasonally adjusted data was 110 percent, 1 point below the previous month, and 9 points below the November 1972 ratio. The stock-sales ratio for durable goods was 139 percent, down 2 points from the previous month, and 14 points below the year ago ratio. The ratio for nondurable goods was 86 percent, unchanged from the previous month, but down 4 points from the November 1972 ratio.

An advance release of November 1973 data was issued on January 9, 1974

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

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 45 cents; annual subscription $5.15 Add $1.30 for each subscription to a foreign address.

# Table 1. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | | 1972 | | Total 11 months | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov.[1] | Nov. | Dec. | 1973 | 1972 |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,067 | 33,700 | 27,154 | 26,089 | 331,829 | 272,110 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,265 | 29,644 | 27,173 | 30,590 | 29,746 | 24,983 | 23,927 | 301,964 | 255,307 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,463 | 14,856 | 12,301 | 11,557 | 153,704 | 126,889 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,681 | 2,612 | 2,365 | 2,660 | 2,610 | 2,204 | 2,079 | 28,451 | 24,908 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,414 | 1,394 | 1,312 | 1,420 | 1,317 | 1,205 | 1,078 | 14,653 | 13,142 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,191 | 1,178 | 1,116 | 1,196 | 1,112 | 1,044 | 942 | 12,435 | 11,378 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 1,996 | 2,001 | 1,899 | 2,129 | 2,063 | 1,852 | 1,701 | 20,543 | 17,364 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 913 | 868 | 990 | 938 | 764 | 736 | 9,356 | 7,714 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,103 | 1,089 | 1,032 | 1,139 | 1,125 | 1,088 | 965 | 11,187 | 9,651 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 609 | 599 | 700 | 723 | 705 | 670 | 738 | 737 | 726 | 649 | 7,338 | 6,555 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 557 | 572 | 575 | 539 | 614 | 562 | 665 | 631 | 604 | 533 | 6,334 | 5,770 |
| Furniture-household, office | (S) | 162 | 182 | 175 | (S) | 178 | 153 | 171 | 152 | 181 | (S) | (S) | (S) | 1,849 | 1,727 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 382 | 401 | 397 | 385 | 442 | 410 | 484 | 471 | 434 | 356 | 4,485 | 4,042 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,343 | 1,442 | 1,315 | 1,475 | 1,371 | 1,205 | 1,055 | 14,425 | 12,416 |
| Hardware | 433 | 433 | 492 | 479 | 515 | 504 | 493 | 534 | 481 | 568 | 548 | 469 | 383 | 5,480 | 4,683 |
| General-line hardware | 243 | 241 | 284 | 267 | 283 | 288 | 280 | 306 | 274 | 324 | 312 | 265 | 208 | 3,101 | 2,651 |
| Plumbing and heating equip., supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 7,071 | 6,096 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | (S) | 211 | 208 | (S) | 171 | 177 | 154 | (S) | (S) | 1,874 | 1,638 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,608 | 1,755 | 1,544 | 1,630 | 1,497 | 1,486 | 1,231 | 17,422 | 14,605 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,067 | 1,139 | 1,017 | 1,060 | 983 | 978 | 811 | 11,630 | 9,427 |
| Construction materials | 432 | (S) | 494 | 522 | 576 | 578 | 540 | 615 | 528 | 570 | 514 | 509 | 420 | 5,793 | 5,178 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,449 | 3,732 | 3,456 | 3,859 | 3,690 | 3,031 | 3,026 | 38,351 | 32,099 |
| Construction machinery, equipment | 468 | 501 | 596 | 610 | 649 | 634 | 624 | 649 | 625 | 695 | 641 | 509 | 516 | 6,692 | 5,590 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,637 | 1,799 | 1,654 | 1,893 | 1,821 | 1,462 | 1,465 | 18,578 | 15,184 |
| Professional equipment, supplies | 386 | 395 | 457 | 418 | 449 | 459 | 459 | 461 | 455 | 460 | 440 | 419 | 416 | 4,840 | 4,476 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 183 | 185 | 188 | 187 | 197 | 172 | 203 | 191 | 181 | 172 | 2,026 | 1,937 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,550 | 1,750 | 1,621 | 1,854 | 1,768 | 1,205 | 1,220 | 17,558 | 12,885 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,190 | 1,356 | 1,269 | 1,462 | 1,340 | 935 | 946 | 13,661 | 10,083 |
| Nonferrous metals | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 394 | 351 | 393 | 428 | (S) | 273 | 3,897 | 2,802 |
| Scrap, waste materials, total | 502 | 558 | 666 | 660 | 778 | 723 | 697 | 761 | 699 | 884 | 919 | 444 | 453 | 7,848 | 4,771 |
| Iron, steel scrap | 304 | 361 | 437 | 416 | (S) | 469 | 460 | 487 | (S) | 568 | 593 | 269 | 279 | 5,064 | 2,889 |
| Waste materials | 199 | 197 | 229 | 244 | 254 | 255 | 237 | 274 | 254 | 315 | 326 | 175 | 174 | 2,784 | 1,883 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,604 | 18,844 | 14,853 | 14,532 | 178,125 | 145,221 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,192 | 14,686 | 13,434 | 15,127 | 14,890 | 12,682 | 12,370 | 148,260 | 128,418 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,754 | 6,232 | 5,496 | 6,066 | 6,004 | 5,146 | 5,007 | 61,821 | 52,999 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,164 | 2,361 | 2,099 | 2,272 | 2,257 | 2,056 | 1,993 | 23,482 | 21,160 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,465 | 1,695 | 1,497 | 1,667 | 1,752 | 1,374 | 1,342 | 16,759 | 13,920 |
| Confectionery | 93 | 95 | 104 | 104 | 110 | 104 | 98 | 107 | 105 | 128 | 126 | 109 | 101 | 1,175 | 1,081 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,222 | 1,246 | 1,136 | 1,252 | 1,126 | 1,001 | 974 | 12,498 | 10,378 |
| Poultry, poultry products | 238 | 222 | 264 | 256 | 280 | 279 | 303 | 368 | 283 | 310 | 319 | 236 | 234 | 3,121 | 2,362 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 442 | 489 | 499 | 502 | 454 | 376 | 436 | 425 | 369 | 362 | 4,787 | 4,098 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,296 | 1,384 | 1,221 | 1,439 | 1,486 | 1,391 | 1,543 | 14,192 | 13,463 |
| Beer | 493 | 469 | 543 | 545 | 676 | 685 | 685 | 699 | 565 | 620 | 579 | 540 | 530 | 6,559 | 6,210 |
| Wine, distilled spirits | 561 | 577 | 707 | 653 | 749 | 707 | 611 | 685 | 656 | 819 | 907 | 850 | 1,012 | 7,633 | 7,253 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,053 | 1,164 | 1,104 | 1,300 | 1,192 | 1,014 | 977 | 11,961 | 10,719 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 652 | (S) | 759 | 699 | 609 | 602 | 6,748 | 6,203 |
| General-line drugs | 270 | 230 | 252 | 242 | 260 | 248 | 254 | 282 | 264 | 303 | 273 | 253 | 240 | 2,877 | 2,676 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 55 | 55 | 59 | 61 | 55 | 60 | 54 | 47 | 39 | 582 | 538 |
| Other chemicals, allied products | 369 | 359 | 417 | 418 | 434 | 441 | 418 | 451 | 404 | 481 | 439 | 358 | 337 | 4,630 | 3,978 |
| Tobacco, tobacco products | 555 | 517 | 583 | 555 | 634 | 605 | 603 | 634 | 586 | 639 | 624 | 585 | 578 | 6,536 | 6,286 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,053 | 1,371 | 1,247 | 1,373 | 1,263 | 1,140 | 978 | 12,961 | 12,030 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 6,158 | 5,766 |
| Dry goods, notions | 431 | 391 | 414 | 380 | (S) | (S) | 371 | 464 | (S) | (S) | (S) | 402 | 340 | 4,688 | 4,454 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 746 | 822 | 800 | 748 | 855 | 789 | 904 | 846 | 729 | 703 | 8,715 | 7,490 |
| Paper | 552 | 520 | 590 | 576 | 640 | 624 | 572 | 658 | 597 | 688 | 644 | 539 | 527 | 6,661 | 5,715 |
| Stationery, office supplies | 181 | 173 | 190 | 171 | 181 | 177 | 175 | 196 | 192 | 216 | 202 | 190 | 176 | 2,054 | 1,775 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,627 | 2,747 | 2,676 | 3,477 | 3,954 | 2,171 | 2,162 | 29,865 | 16,803 |
| Grain | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,073 | 2,206 | 2,206 | 2,791 | 3,242 | 1,622 | 1,583 | 23,468 | 11,936 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,685 | 3,046 | 2,991 | 3,406 | 3,475 | 2,677 | 2,584 | 32,073 | 25,431 |
| Books, magazines, newspapers | 167 | 158 | 177 | 162 | 166 | 176 | 191 | 194 | (S) | 203 | 193 | 184 | 171 | 1,965 | 1,783 |

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 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: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | | 1972 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov.[1] | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,295 | 34,317 | 34,728 | 35,667 | 36,814 | 31,665 | 31,895 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,100 | 31,860 | 32,236 | 32,683 | 33,179 | 29,331 | 29,212 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,390 | 20,188 | 20,168 | 20,278 | 20,599 | 18,471 | 18,672 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,924 | 3,776 | 3,956 | 3,985 | 4,030 | 3,847 | 3,843 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,500 | 2,389 | 2,447 | 2,470 | 2,486 | 2,270 | 2,233 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,908 | 2,900 | 2,854 | 2,982 | 3,027 | 2,623 | 2,546 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,176 | 1,180 | 1,206 | 1,251 | 1,289 | 1,029 | 1,016 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,732 | 1,719 | 1,649 | 1,731 | 1,738 | 1,594 | 1,530 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 939 | 956 | 938 | 934 | 939 | 807 | 822 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 730 | 740 | 726 | 712 | 717 | 613 | 624 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,185 | 2,165 | 2,144 | 2,176 | 2,197 | 1,943 | 1,933 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 858 | 851 | 870 | 879 | 883 | 752 | 747 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,063 | 1,060 | 1,018 | 1,042 | 1,059 | 979 | 967 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,450 | 1,401 | 1,396 | 1,363 | 1,375 | 1,180 | 1,248 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 955 | 917 | 940 | 888 | 892 | 736 | 801 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,839 | 5,831 | 5,779 | 5,794 | 5,912 | 5,226 | 5,278 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,700 | 1,742 | 1,661 | 1,701 | 1,758 | 1,478 | 1,501 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,376 | 2,356 | 2,396 | 2,298 | 2,318 | 2,124 | 2,143 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,273 | 2,294 | 2,230 | 2,134 | 2,200 | 2,092 | 2,270 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,881 | 1,932 | 1,856 | 1,743 | 1,810 | 1,760 | 1,945 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,905 | 14,129 | 14,560 | 15,389 | 16,215 | 13,194 | 13,223 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,710 | 11,672 | 12,068 | 12,405 | 12,580 | 10,860 | 10,540 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,138 | 3,142 | 3,328 | 3,450 | 3,629 | 2,925 | 2,849 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,450 | 1,459 | 1,562 | 1,629 | 1,631 | 1,422 | 1,375 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,170 | 1,166 | 1,194 | 1,227 | 1,358 | 1,010 | 990 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,353 | 1,315 | 1,401 | 1,484 | 1,543 | 1,346 | 1,241 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 340 | 312 | 336 | 350 | 337 | 315 | 271 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,013 | 1,003 | 1,065 | 1,134 | 1,206 | 1,031 | 970 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,389 | 1,416 | 1,372 | 1,434 | 1,450 | 1,293 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 973 | 938 | 982 | 994 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 794 | 786 | 793 | 790 | 797 | 720 | 725 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 540 | 540 | 542 | 540 | 543 | 494 | 493 |

See footnotes below table 3.

## Table 3. Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

| Kind of business | 1973 | | | | | | | | | | | 1972 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov.[1] | Nov. | Dec. |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 106 | 116 | 105 | 109 | 116 | 122 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 107 | 119 | 107 | 112 | 117 | 122 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 135 | 147 | 131 | 139 | 150 | 162 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 144 | 167 | 150 | 154 | 175 | 185 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 171 | 187 | 174 | 189 | 188 | 207 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 145 | 150 | 140 | 147 | 142 | 150 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 132 | 129 | 139 | 126 | 137 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic Parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 157 | 158 | 160 | 152 | 154 | 146 | 158 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 174 | 156 | 167 | 140 | 149 | 134 | 154 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 189 | 167 | 177 | 147 | 152 | 141 | 175 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 163 | 150 | 163 | 147 | 160 | 161 | 183 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 174 | 159 | 181 | 154 | 161 | 160 | 195 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 90 | 80 | 90 | 84 | 92 | 79 | 101 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 90 | 80 | 92 | 84 | 91 | 75 | 99 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 169 | 156 | 167 | 150 | 160 | 172 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 272 | 268 | 266 | 245 | 274 | 290 | 291 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 145 | 131 | 145 | 121 | 127 | 145 | 146 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 147 | 131 | 138 | 115 | 124 | 174 | 156 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 158 | 142 | 146 | 119 | 135 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 81 | 90 | 83 | 86 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 79 | 90 | 82 | 84 | 86 | 85 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 54 | 50 | 61 | 57 | 63 | 57 | 57 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 62 | 74 | 72 | 72 | 69 | 69 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 80 | 69 | 80 | 74 | 78 | 73 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 104 | 95 | 115 | 103 | 104 | 97 | 80 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 45 | 59 | 56 | 58 | 58 | 51 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 166 | 146 | 162 | 138 | 133 | 121 | 96 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 122 | 124 | 110 | 122 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 149 | (S) | 129 | 142 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 106 | 92 | 100 | 87 | 94 | 99 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 82 | 91 | 78 | 84 | 92 | 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

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

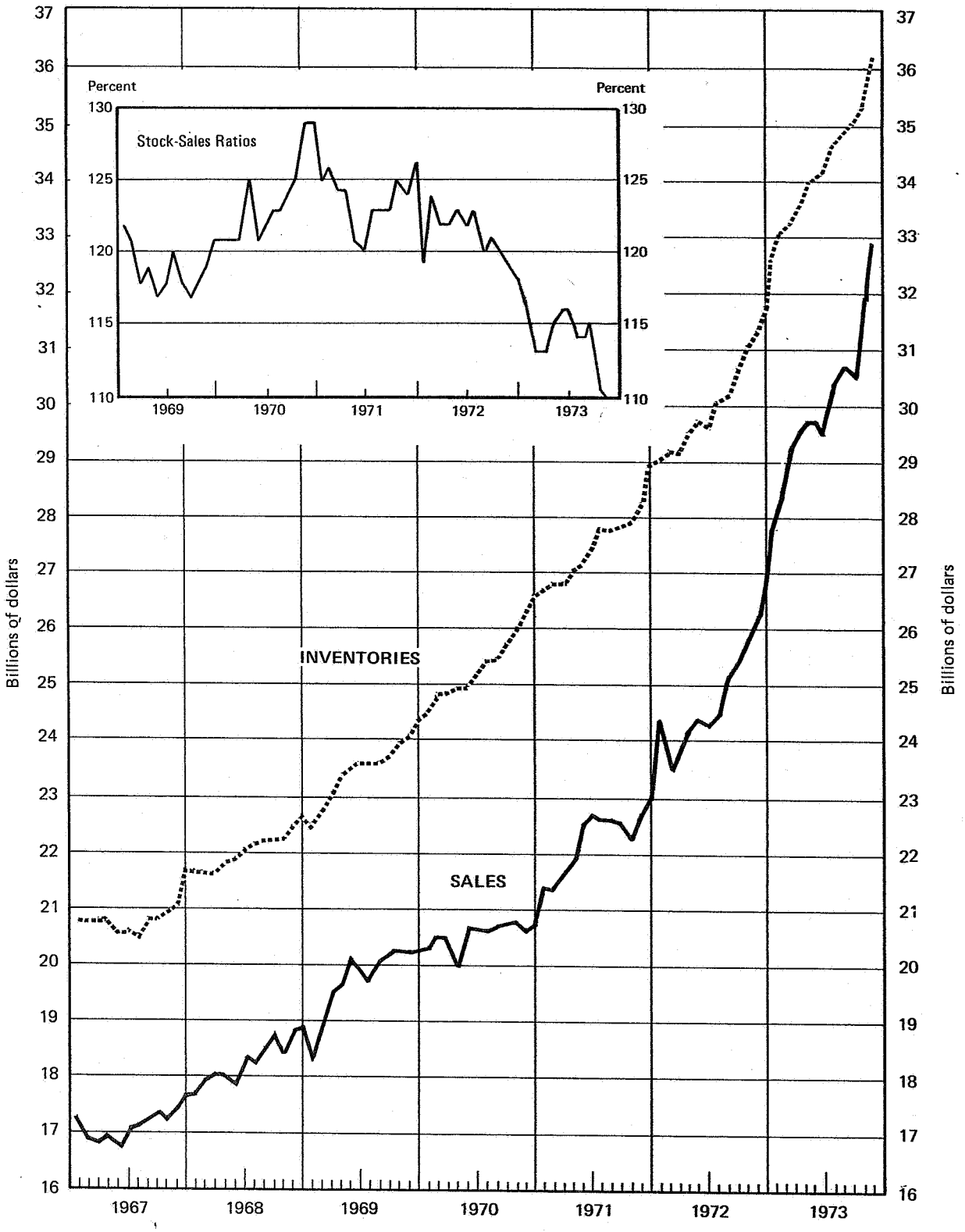
| Kind of business | 1973 | | | | | | | | | | | 1972 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov.[1] | Nov. | Dec. |
| **Sales ADJUSTED for seasonal variations and trading day differences** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,443 | 30,692 | 30,646 | 31,918 | 32,903 | 26,212 | 26,962 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,521 | 27,810 | 27,679 | 28,719 | 29,432 | 24,394 | 24,955 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 14,039 | 13,950 | 13,968 | 14,391 | 14,880 | 12,155 | 12,546 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,588 | 2,466 | 2,511 | 2,526 | 2,671 | 2,238 | 2,384 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 1,996 | 1,877 | 1,882 | 1,904 | 1,903 | 1,713 | 1,694 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 548 | 556 | 554 | 585 | 591 | 559 | 574 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,301 | 1,310 | 1,316 | 1,352 | 1,344 | 1,176 | 1,199 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,527 | 1,525 | 1,505 | 1,453 | 1,481 | 1,480 | 1,440 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,502 | 3,551 | 3,498 | 3,686 | 3,808 | 3,099 | 3,199 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,566 | 1,623 | 1,683 | 1,809 | 1,832 | 1,217 | 1,335 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 731 | 751 | 761 | 824 | 1,001 | 457 | 514 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,404 | 16,742 | 16,678 | 17,527 | 18,023 | 14,057 | 14,416 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,482 | 13,860 | 13,711 | 14,328 | 14,552 | 12,239 | 12,409 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,737 | 5,918 | 5,701 | 5,844 | 5,927 | 5,001 | 5,173 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,301 | 1,272 | 1,273 | 1,356 | 1,375 | 1,290 | 1,302 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,096 | 1,108 | 1,143 | 1,192 | 1,190 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 594 | 584 | 598 | 623 | 622 | 581 | 565 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,115 | 1,185 | 1,199 | 1,227 | 1,202 | 1,082 | 1,101 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 783 | 795 | 806 | 848 | 832 | 699 | 730 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,922 | 2,882 | 2,967 | 3,199 | 3,471 | 1,818 | 2,007 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,856 | 2,998 | 2,991 | 3,238 | 3,404 | 2,579 | 2,519 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,653 | 34,964 | 35,266 | 35,379 | 36,283 | 31,289 | 31,732 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,871 | 31,858 | 32,189 | 32,436 | 33,122 | 29,298 | 29,560 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,159 | 20,089 | 20,257 | 20,331 | 20,730 | 18,628 | 18,884 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,885 | 3,877 | 4,041 | 4,054 | 4,034 | 3,843 | 3,820 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,899 | 2,918 | 2,798 | 2,884 | 2,982 | 2,594 | 2,609 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 912 | 928 | 945 | 917 | 944 | 814 | 842 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,153 | 2,180 | 2,186 | 2,205 | 2,267 | 2,011 | 2,024 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,444 | 1,400 | 1,404 | 1,389 | 1,428 | 1,228 | 1,297 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,736 | 5,739 | 5,796 | 5,847 | 5,936 | 5,273 | 5,342 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,255 | 2,187 | 2,234 | 2,173 | 2,236 | 2,120 | 2,212 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,494 | 14,875 | 15,009 | 15,048 | 15,553 | 12,661 | 12,848 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,712 | 11,769 | 11,932 | 12,105 | 12,392 | 10,670 | 10,676 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,173 | 3,216 | 3,308 | 3,389 | 3,558 | 2,856 | 2,843 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,379 | 1,363 | 1,350 | 1,365 | 1,478 | 1,272 | 1,324 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,386 | 1,416 | 1,367 | 1,407 | 1,422 | 1,260 | 1,270 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 780 | 787 | 790 | 801 | 803 | 720 | 729 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 114 | 115 | 111 | 110 | 119 | 118 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 115 | 116 | 113 | 113 | 120 | 118 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 144 | 145 | 141 | 139 | 153 | 151 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 157 | 161 | 160 | 151 | 172 | 160 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 156 | 149 | 151 | 157 | 151 | 154 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 166 | 167 | 170 | 157 | 160 | 146 | 147 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 165 | 166 | 166 | 163 | 169 | 171 | 169 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 95 | 92 | 93 | 96 | 96 | 83 | 90 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 164 | 162 | 166 | 159 | 156 | 170 | 167 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 144 | 135 | 133 | 120 | 122 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 89 | 90 | 86 | 86 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 85 | 87 | 84 | 85 | 87 | 86 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 55 | 54 | 58 | 58 | 60 | 57 | 55 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 106 | 107 | 106 | 101 | 107 | 99 | 102 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 126 | 128 | 120 | 118 | 119 | 125 | 125 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 100 | 99 | 98 | 94 | 97 | 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 12, Estimating Procedures.

[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.

**Monthly Sales, Inventories, and Stock Sales Ratios of Merchant Wholesalers. 1967-1973** (Seasonally Adjusted)



# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kinds of Business: November 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | November 1973 from-- | | 11 months 1973 from 11 months 1972 | November 1973 from-- | | November 1973 from-- | | November 1973 from-- | |
| | Nov. 1972 | Oct. 1973 | | Nov. 1972 | Oct. 1973 | Nov. 1972 | Oct. 1973 | Nov. 1972 | Oct. 1973 |
| MERCHANT WHOLESALERS, TOTAL | +24 | -1 | +22 | +16 | +3 | +26 | +3 | +16 | +3 |
| TOTAL (excluding farm products, raw materials) | +19 | -3 | +18 | +13 | +1 | +21 | +2 | +13 | +2 |
| DURABLE GOODS, TOTAL | +21 | -4 | +21 | +12 | +2 | +22 | +3 | +11 | +2 |
| Motor vehicles, automotive equipment, total | +18 | -2 | +14 | +5 | +1 | +19 | +6 | +5 | 0 |
| Automobiles, other motor vehicles | +29 | +4 | +17 | -2 | +2 | - | - | - | - |
| Automotive equipment, tires, tubes | +9 | -7 | +11 | +10 | +1 | - | - | - | - |
| Automotive equipment | +6 | -7 | +9 | +10 | 0 | - | - | - | - |
| Electrical goods, total | +11 | -3 | +18 | +15 | +2 | +11 | 0 | +15 | +3 |
| Electrical supplies, apparatus | +23 | -5 | +21 | +25 | +3 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +3 | -1 | +16 | +9 | 0 | - | - | - | - |
| Appliances, TV, radio sets | +1 | 0 | +12 | +6 | -2 | - | - | - | - |
| Furniture, home furnishings, total | +4 | -5 | +10 | +16 | 0 | +6 | +1 | +16 | +3 |
| Furniture-household, office | -6 | -12 | +7 | +14 | 0 | - | - | - | - |
| Household furniture | -10 | -7 | +6 | +8 | 0 | - | - | - | - |
| Office furniture | -2 | -15 | +8 | +24 | 0 | - | - | - | - |
| Home furnishings, floor coverings | +8 | -3 | +11 | +17 | +1 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +14 | -7 | +16 | +13 | +1 | +14 | -1 | +13 | +3 |
| Hardware | +17 | -4 | +17 | +17 | 0 | - | - | - | - |
| General-line hardware | +18 | -4 | +17 | +18 | 0 | - | - | - | - |
| Plumbing and heating equipment, supplies | +11 | -8 | +16 | +8 | +2 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +14 | -13 | +14 | +21 | 0 | - | - | - | - |
| Lumber, construction materials, total | +1 | -8 | +19 | +16 | +1 | 0 | +2 | +16 | +3 |
| Lumber, millwork | 0 | -7 | +23 | +21 | 0 | - | - | - | - |
| Construction materials | +1 | -10 | +12 | +9 | +2 | - | - | - | - |
| Machinery, equipment, supplies, total | +22 | -4 | +19 | +13 | +2 | +23 | +3 | +13 | +2 |
| Commercial machines, equipment | +26 | +2 | +23 | +21 | +2 | - | - | - | - |
| Construction machinery, equipment | +26 | -8 | +20 | +19 | +3 | - | - | - | - |
| Industrial machinery, equipment, supplies | +24 | -4 | +22 | +9 | +1 | - | - | - | - |
| Professional equipment, supplies | +5 | -4 | +8 | +10 | +1 | - | - | - | - |
| Surgical, medical, hospital supplies | +13 | -1 | +15 | +14 | 0 | - | - | - | - |
| Service-establishment equipment, supplies | +5 | -6 | +4 | +4 | 0 | - | - | - | - |
| Metals, metalwork (except scrap), total | +47 | -5 | +36 | +5 | +3 | +51 | +1 | +5 | +3 |
| Iron, steel, and products | +43 | -8 | +35 | +3 | +4 | - | - | - | - |
| Nonferrous metals | +58 | +9 | +39 | +17 | 0 | - | - | - | - |
| Scrap, waste materials, total[2] | +107 | +4 | +64 | +27 | +4 | +119 | +21 | +26 | +5 |
| Iron, steel scrap | +121 | +4 | +75 | +29 | +3 | - | - | - | - |
| Waste materials | +86 | +3 | +48 | +25 | +6 | - | - | - | - |
| Jewelry | +14 | 0 | +35 | (S) | (S) | +15 | -1 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +27 | +1 | +23 | +23 | +5 | +28 | +3 | +23 | +3 |
| TOTAL (excluding farm products, raw materials) | +17 | -2 | +15 | +16 | +1 | +19 | +2 | +16 | +2 |
| Groceries and related products, total | +17 | -1 | +17 | +24 | +5 | +19 | +1 | +25 | +5 |
| General-line groceries | +10 | -1 | +11 | +15 | 0 | - | - | - | - |
| Voluntary groups | +8 | 0 | +9 | +14 | -1 | - | - | - | - |
| Retailer cooperatives | +12 | +2 | +12 | +24 | +3 | - | - | - | - |
| Nonaffiliated | +11 | -4 | +12 | +11 | 0 | - | - | - | - |
| Specialty-line groceries | +27 | +5 | +20 | +34 | +11 | - | - | - | - |
| Confectionery | +16 | -1 | +9 | +12 | +4 | - | - | - | - |
| Meats, meat products | +12 | -10 | +20 | +34 | +8 | - | - | - | - |
| Poultry, poultry products | +35 | +3 | +32 | +39 | +4 | - | - | - | - |
| Fresh fruits, vegetables | +15 | -3 | +17 | +27 | +14 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +7 | +3 | +5 | +14 | +4 | +7 | +1 | +16 | +8 |
| Beer | +7 | -7 | +6 | +7 | -4 | - | - | - | - |
| Wine, distilled spirits | +7 | +11 | +5 | +17 | +6 | - | - | - | - |
| Drugs, chemicals, allied products, total | +18 | -8 | +12 | +12 | +1 | +18 | 0 | +13 | +1 |
| Drugs, drug proprietaries, druggists' sundries | +15 | -8 | +9 | +12 | +1 | - | - | - | - |
| General-line drugs | +8 | -10 | +7 | +8 | -1 | - | - | - | - |
| Paints, varnishes | +15 | +11 | +8 | +3 | 0 | - | - | - | - |
| Other chemicals, allied products | +23 | -9 | +16 | +13 | +1 | - | - | - | - |
| Tobacco, tobacco products | +7 | -2 | +4 | +6 | +3 | +7 | 0 | +7 | +2 |
| Dry goods, apparel, total | +11 | -8 | +8 | (S) | (S) | +11 | -2 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +14 | -2 | +7 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +10 | -14 | +5 | (S) | (S) | - | - | - | - |
| Piece goods converters | +3 | -12 | +17 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +16 | -7 | +16 | +11 | +1 | +19 | -2 | +12 | 0 |
| Paper | +19 | -6 | +16 | +10 | +1 | - | - | - | - |
| Stationery, office supplies | +6 | -7 | +16 | +12 | +1 | - | - | - | - |
| Farm products (raw materials), total[2] | +82 | +14 | +78 | +56 | +22 | +91 | +8 | +59 | +7 |
| Cotton | +12 | +37 | +22 | +46 | +109 | - | - | - | - |
| Grain | +100 | +16 | +97 | +73 | +17 | - | - | - | - |
| Other nondurable goods, total | +30 | +2 | +26 | +13 | -1 | +32 | +5 | +13 | 0 |
| Amusement, sporting goods | -5 | -21 | +14 | +8 | -1 | - | - | - | - |
| Books, magazines, newspapers | +5 | -5 | +10 | +13 | +2 | - | - | - | - |
| Coal | +26 | +7 | +20 | (S) | (S) | - | - | - | - |
| Farm supplies | +64 | -6 | +41 | +18 | +8 | - | - | - | - |

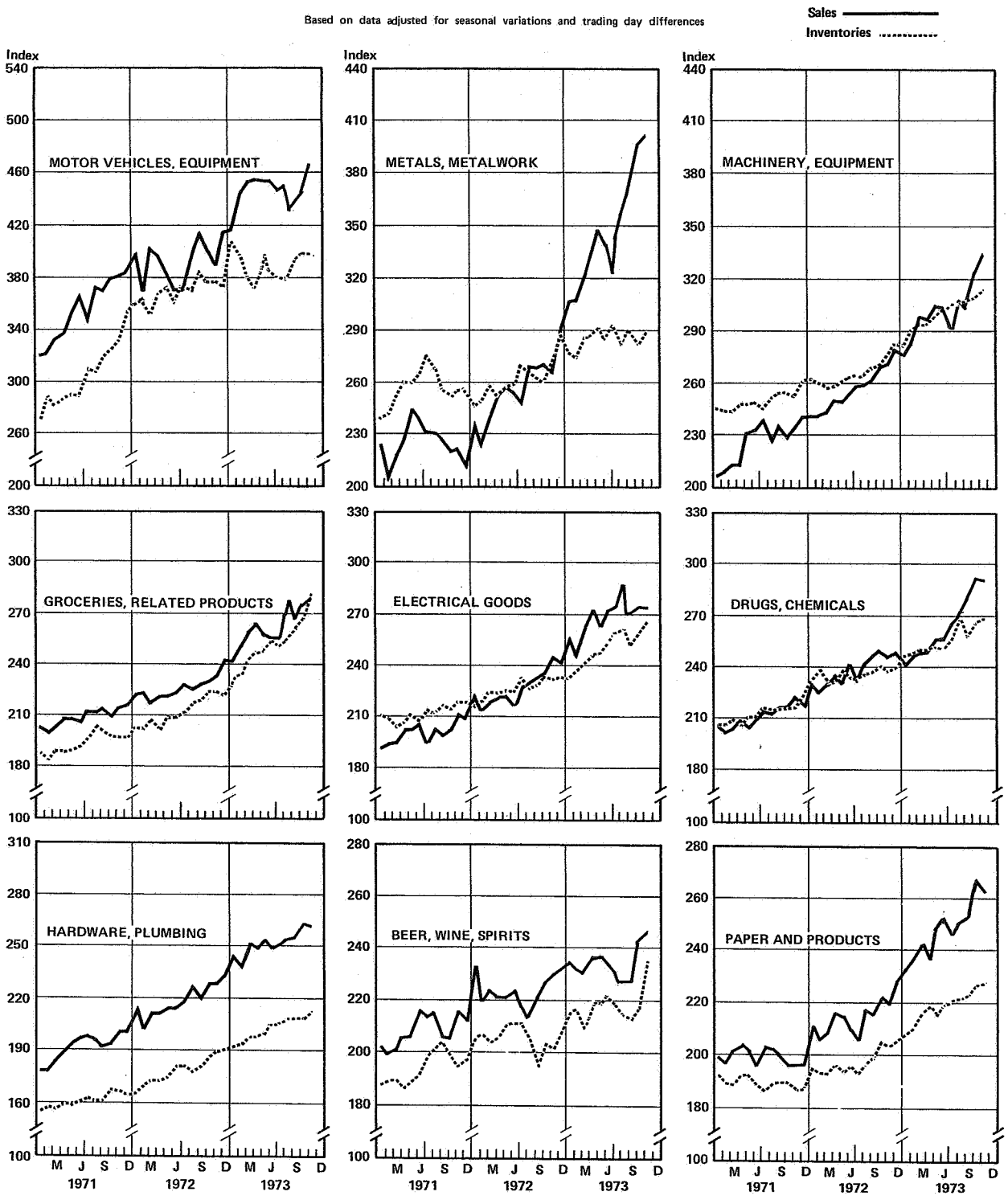
S Does not meet publication standards because of extreme variability or high nonresponse rate.

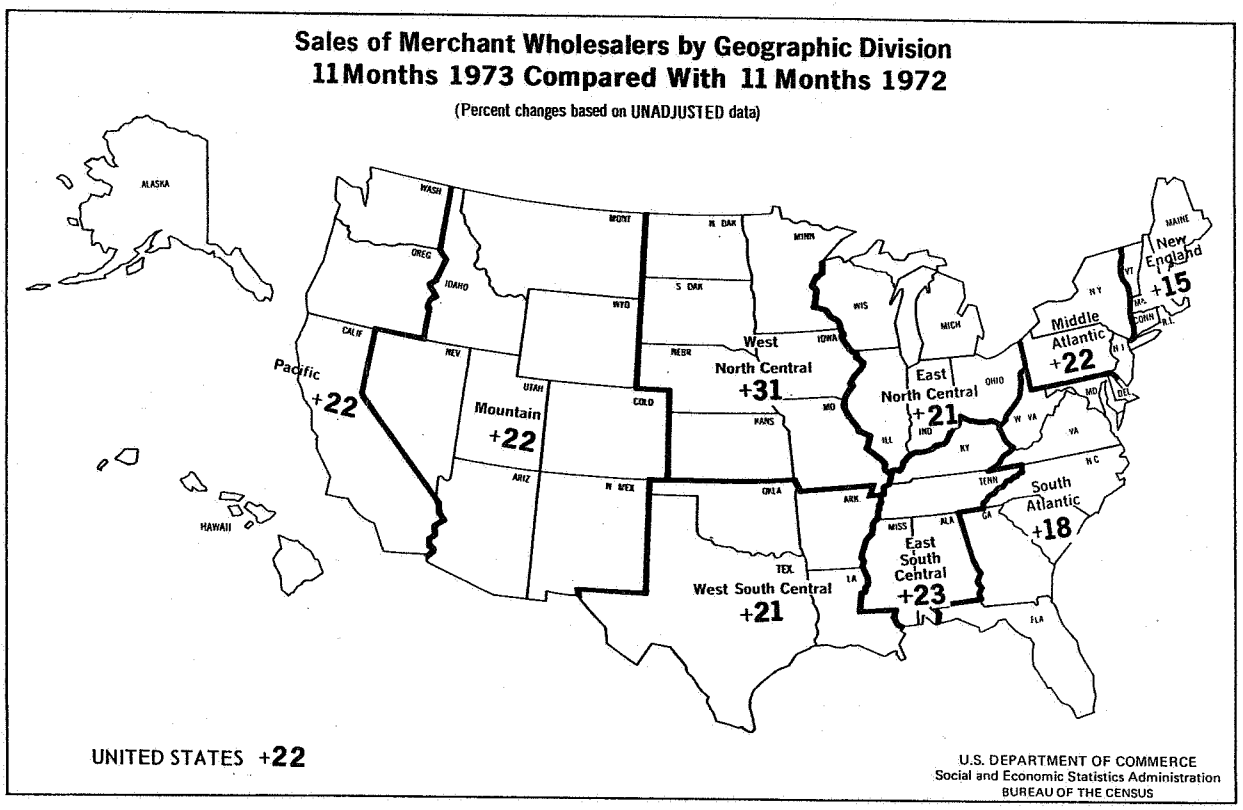
[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind-of-business groups shown. [2]There are indications that the seasonal adjustment factors for this trade group may not reflect 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: 1971, 1972, and 1973

1957-1959 Monthly average=100

Based on data adjusted for seasonal variations and trading day differences






## Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | 1973 | | | | | | | | | | | 1972 | | Total 11 months | | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov.[1] | Nov. | Dec. | 1973 | 1972 | Range | Median |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,067 | 33,700 | 27,154 | 26,089 | 331,829 | 272,110 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,363 | 1,527 | 1,347 | 1,466 | 1,441 | 1,279 | 1,223 | 14,793 | 12,884 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,801 | 8,485 | 8,002 | 9,070 | 9,384 | 7,366 | 7,005 | 88,550 | 72,411 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,367 | 5,831 | 5,330 | 5,969 | 5,769 | 4,782 | 4,650 | 58,844 | 48,532 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,714 | 3,002 | 2,806 | 3,142 | 3,003 | 2,373 | 2,289 | 29,322 | 22,353 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,174 | 3,284 | 2,914 | 3,534 | 3,489 | 2,929 | 2,766 | 34,628 | 29,373 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,675 | 1,707 | 1,666 | 1,952 | 1,442 | 1,499 | 1,442 | 18,405 | 15,005 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,613 | 2,895 | 2,568 | 2,999 | 2,918 | 2,176 | 2,221 | 28,971 | 23,901 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 1,007 | 1,095 | 988 | 1,116 | 1,092 | 857 | 830 | 10,792 | 8,829 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,177 | 4,563 | 4,228 | 4,819 | 4,653 | 3,894 | 3,663 | 47,522 | 38,822 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,463 | 14,856 | 12,301 | 11,557 | 153,704 | 126,889 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 636 | 694 | 640 | 720 | 737 | 584 | 551 | 7,094 | 5,800 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,238 | 3,363 | 3,072 | 3,529 | 3,538 | 2,950 | 2,673 | 35,301 | 29,665 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,669 | 2,870 | 2,657 | 2,991 | 2,814 | 2,300 | 2,178 | 28,958 | 23,558 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 947 | 987 | 989 | 1,045 | 982 | 825 | 759 | 10,058 | 8,344 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,646 | 1,767 | 1,588 | 1,790 | 1,761 | 1,439 | 1,354 | 18,195 | 15,086 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 684 | 730 | 714 | 759 | 695 | 558 | 554 | 7,502 | 6,140 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,452 | 1,520 | 1,343 | 1,528 | 1,422 | 1,136 | 1,133 | 15,289 | 12,698 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 560 | 589 | 516 | 569 | 536 | 462 | 424 | 5,692 | 4,699 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,240 | 2,438 | 2,220 | 2,531 | 2,371 | 2,049 | 1,930 | 25,615 | 20,885 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,604 | 18,844 | 14,853 | 14,532 | 178,125 | 145,221 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 727 | 832 | 707 | 746 | 706 | 695 | 672 | 7,699 | 7,084 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,562 | 5,123 | 4,930 | 5,541 | 5,846 | 4,417 | 4,332 | 53,249 | 42,765 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,698 | 2,961 | 2,674 | 2,978 | 2,955 | 2,481 | 2,472 | 29,886 | 24,974 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,767 | 2,015 | 1,817 | 2,097 | 2,021 | 1,548 | 1,530 | 19,265 | 14,009 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,528 | 1,516 | 1,326 | 1,744 | 1,728 | 1,490 | 1,412 | 16,433 | 14,287 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 991 | 977 | 952 | 1,193 | 1,255 | 941 | 888 | 10,902 | 8,865 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,161 | 1,375 | 1,225 | 1,471 | 1,496 | 1,041 | 1,088 | 13,682 | 11,203 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 448 | 506 | 472 | 547 | 556 | 395 | 406 | 5,100 | 4,131 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,937 | 2,126 | 2,008 | 2,288 | 2,282 | 1,845 | 1,732 | 21,907 | 17,903 | 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 1973

(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[1] | | | Inventories | | | | | | |
| | November 1973 from-- | | 11 months 1973 from 11 months 1972 | November 1973 from-- | | | | | | |
| | November 1972 | October 1973 | | November 1972 | October 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +24 | -1 | +22 | +16 | +3 | 0.9 | 0.4 | 0.4 | 0.8 | 0.2 |
| New England | +13 | -2 | +15 | +6 | +1 | 4.4 | 1.5 | 1.5 | 3.6 | 0.4 |
| Middle Atlantic | +27 | +3 | +22 | +12 | +1 | 1.4 | 0.8 | 1.0 | 1.5 | 0.6 |
| East North Central | +21 | -3 | +21 | +15 | +3 | 2.1 | 1.1 | 0.7 | 1.5 | 0.6 |
| West North Central | +26 | -4 | +31 | +27 | +5 | 3.2 | 1.6 | 1.9 | 3.1 | 0.8 |
| South Atlantic | +19 | -1 | +18 | +18 | +2 | 2.2 | 1.0 | 1.3 | 1.7 | 0.7 |
| East South Central | +30 | 0 | +23 | +18 | +9 | 3.4 | 1.6 | 1.8 | 2.2 | 0.7 |
| West South Central | +34 | -3 | +21 | +18 | +5 | 2.3 | 1.2 | 1.0 | 2.7 | 0.6 |
| Mountain | +28 | -2 | +22 | +13 | +2 | 4.4 | 2.6 | 2.5 | 4.6 | 1.0 |
| Pacific | +19 | -4 | +22 | +17 | +4 | 3.6 | 1.5 | 1.4 | 3.3 | 0.8 |
| Durable goods, total | +21 | -4 | +21 | +12 | +2 | 1.4 | 0.7 | 0.7 | 1.0 | 0.3 |
| New England | +26 | +2 | +22 | +9 | -1 | 7.7 | 2.7 | 2.5 | 3.7 | 0.9 |
| Middle Atlantic | +20 | 0 | +19 | +6 | -1 | 2.7 | 1.3 | 1.7 | 1.9 | 0.8 |
| East North Central | +22 | -6 | +23 | +11 | +2 | 3.1 | 1.6 | 1.3 | 1.9 | 0.9 |
| West North Central | +19 | -6 | +20 | +21 | +1 | 3.9 | 2.5 | 1.9 | 3.8 | 0.7 |
| South Atlantic | +22 | -2 | +21 | +13 | 0 | 3.1 | 1.6 | 1.7 | 2.5 | 0.8 |
| East South Central | +24 | 8 | +22 | +19 | -1 | 4.4 | 2.5 | 2.8 | 3.5 | 0.8 |
| West South Central | +25 | -7 | +20 | +9 | 0 | 3.4 | 1.4 | 1.6 | 3.4 | 0.7 |
| Mountain | +16 | -6 | +21 | +10 | +1 | 6.8 | 4.4 | 3.9 | 5.8 | 1.2 |
| Pacific | +16 | -6 | +23 | +7 | +2 | 6.7 | 2.0 | 2.4 | 3.1 | 1.5 |
| Nondurable goods, total | +27 | +1 | +23 | +23 | +5 | 1.3 | 0.6 | 0.6 | 1.3 | 0.3 |
| New England | +2 | -6 | +9 | +6 | +2 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +32 | +6 | +24 | +18 | 0 | 1.7 | 1.1 | 1.3 | 3.6 | 0.6 |
| East North Central | +19 | -1 | +20 | +20 | +4 | 2.6 | 1.4 | 1.7 | 2.4 | 0.6 |
| West North Central | +30 | -4 | +38 | +32 | +8 | 3.9 | 1.7 | 2.8 | 5.4 | 1.3 |
| South Atlantic | +16 | -1 | +15 | +25 | +3 | 2.7 | 1.4 | 1.6 | 2.3 | 0.8 |
| East South Central | +33 | +5 | +23 | +16 | +18 | 4.0 | 1.5 | 2.1 | 2.6 | 0.9 |
| West South Central | +44 | +2 | +22 | +29 | +10 | 3.2 | 1.8 | 1.9 | 3.5 | 1.0 |
| Mountain | +41 | +2 | +23 | +18 | +4 | 5.0 | 1.9 | 3.5 | 6.7 | 1.9 |
| Pacific | +24 | 0 | +22 | +31 | +6 | 3.2 | 1.4 | 1.4 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +9 | -7 | +11 | +10 | +1 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | -8 | +11 | (S) | (S) | - | 4 | 9 | - | 1 |
| Middle Atlantic | +17 | +2 | +13 | +3 | -2 | 9 | 5 | 6 | 8 | 1 |
| East North Central | +2 | -6 | +8 | +2 | 0 | 8 | 3 | 4 | 7 | 1 |
| West North Central | 0 | -8 | +18 | +15 | -2 | 9 | 4 | 4 | 9 | 2 |
| South Atlantic | +2 | -4 | +6 | +16 | +1 | 8 | 3 | 3 | 6 | 3 |
| East South Central | (S) | -11 | +3 | +2 | 0 | - | 4 | 8 | 9 | 3 |
| West South Central | +19 | -18 | +15 | +9 | -2 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | -9 | (S) | (S) | 0 | - | 6 | - | - | 2 |
| Pacific | +5 | -11 | +9 | +1 | +1 | 9 | 3 | 3 | 9 | 2 |
| Electrical supplies, apparatus | +23 | -5 | +21 | +25 | +3 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | -10 | +13 | (S) | +1 | - | 3 | 5 | - | 1 |
| Middle Atlantic | +19 | -10 | +16 | +21 | +1 | 7 | 4 | 4 | 6 | 1 |
| East North Central | +38 | +6 | +25 | +29 | +7 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | -8 | +25 | -4 | -1 | - | 3 | 3 | 7 | 1 |
| South Atlantic | +3 | -7 | +20 | +18 | +2 | 7 | 3 | 3 | 5 | 1 |
| East South Central | (S) | -15 | +25 | (S) | -2 | - | 4 | 6 | - | 2 |
| West South Central | +40 | -8 | +22 | +44 | -1 | 8 | 3 | 6 | 8 | 1 |
| Mountain | (S) | -8 | (S) | (S) | -2 | - | 2 | - | - | 1 |
| Pacific | +9 | -6 | +13 | +10 | -1 | 7 | 3 | 4 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +3 | -1 | +16 | +9 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +20 | +32 | (S) | -1 | - | 5 | 9 | - | 3 |
| Middle Atlantic | -3 | -4 | +8 | +10 | +4 | 7 | 5 | 5 | 8 | 2 |
| East North Central | +13 | -1 | +20 | +9 | -2 | 8 | 4 | 3 | 7 | 2 |
| West North Central | (S) | -8 | +10 | (S) | 0 | - | 5 | 6 | - | 2 |
| South Atlantic | +3 | +1 | +21 | +4 | -3 | 8 | 3 | 4 | 7 | 2 |
| West South Central | +4 | -3 | +12 | +15 | -2 | 7 | 2 | 2 | 9 | 2 |
| Mountain | (S) | -7 | (S) | (S) | +1 | - | 3 | - | - | 3 |
| Pacific | (S) | -6 | +25 | (S) | -2 | - | 3 | 4 | - | 3 |
| Furniture, home furnishings, total | +4 | -5 | +10 | +16 | 0 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | -6 | 0 | (S) | -8 | - | 5 | 8 | - | 4 |
| Middle Atlantic | +8 | -1 | +4 | +8 | -1 | 7 | 4 | 4 | 6 | 2 |
| East North Central | (S) | -13 | +10 | (S) | +3 | - | 4 | 3 | - | 2 |
| South Atlantic | (S) | 0 | +26 | (S) | -2 | - | 5 | 5 | - | 4 |
| East South Central | (S) | -10 | +8 | (S) | -2 | - | 5 | 8 | - | 3 |
| West South Central | +5 | -5 | +13 | (S) | 0 | 9 | 6 | 5 | - | 2 |
| Mountain | (S) | -6 | +13 | (S) | +1 | - | 6 | 6 | - | 4 |
| Pacific | -4 | -7 | +6 | +17 | -1 | 9 | 4 | 5 | 7 | 2 |
| Hardware | +17 | -4 | +17 | +17 | 0 | 2 | 1 | 1 | 1 | 1 |
| New England | (S) | +30 | (S) | +1 | +6 | - | 6 | 9 | - | 2 |
| Middle Atlantic | +16 | -4 | +15 | +15 | 0 | 7 | 4 | 5 | 7 | 1 |
| East North Central | +9 | -8 | +16 | +6 | 0 | 5 | 3 | 3 | 5 | 1 |
| West North Central | +23 | -2 | +21 | +24 | -1 | 5 | 3 | 3 | 6 | 1 |
| South Atlantic | +28 | -3 | +22 | +34 | -2 | 8 | 3 | 3 | 9 | 2 |
| East South Central | +26 | -8 | +13 | +24 | -1 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | -2 | +16 | +12 | -2 | - | 3 | 3 | 7 | 1 |
| Mountain | (S) | +4 | +28 | (S) | 0 | - | 4 | 5 | - | 2 |
| Pacific | +4 | -4 | +15 | +18 | 0 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +11 | -8 | +16 | +8 | +2 | 4 | 2 | 2 | 2 | 1 |
| New England | (S) | +1 | +22 | (S) | -4 | - | 4 | 4 | - | 2 |
| Middle Atlantic | +16 | -11 | +9 | +18 | +2 | 7 | 4 | 2 | 8 | 1 |
| East North Central | -1 | -12 | +11 | -1 | 0 | 7 | 5 | 3 | 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 1973—Continued

(Based on data NOT ADJUSTED for seasonal variations or trading 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 1973 from-- | | 11 months 1973 from 11 months 1972 | November 1973 from-- | | | | | | |
| | Nov. 1972 | Oct. 1973 | | Nov. 1972 | Oct. 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | -1 | +29 | +16 | +1 | - | 3 | 5 | 8 | 2 |
| South Atlantic | (S) | -10 | +24 | -9 | -1 | - | 5 | 5 | 8 | 2 |
| East South Central | (S) | -14 | +16 | (S) | 0 | - | 6 | 5 | - | 2 |
| West South Central | (S) | -5 | +13 | +27 | +4 | - | 6 | 5 | 9 | 3 |
| Pacific | +22 | -7 | +12 | +8 | +2 | 9 | 4 | 4 | 7 | 2 |
| Lumber, construction materials, total | +1 | -8 | +19 | +16 | +1 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | -2 | +36 | (S) | (S) | - | 4 | 7 | - | 4 |
| Middle Atlantic | +2 | -10 | +19 | +4 | -2 | 8 | 4 | 4 | 7 | 2 |
| East North Central | -6 | -10 | +10 | +15 | +2 | 8 | 3 | 4 | 6 | 2 |
| West North Central | +6 | -12 | +15 | +15 | -4 | 9 | 5 | 6 | 8 | 2 |
| South Atlantic | +6 | -5 | +18 | (S) | (S) | 9 | 3 | 5 | - | 3 |
| East South Central | (S) | -4 | +16 | (S) | (S) | - | 5 | 6 | - | 2 |
| West South Central | (S) | -10 | +5 | (S) | (S) | - | 4 | 8 | - | 2 |
| Pacific | +2 | -8 | +32 | (S) | (S) | 7 | 5 | 6 | - | 4 |
| Industrial machinery, equipment supplies distribution | +24 | -4 | +22 | +9 | +1 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | -3 | +10 | -6 | +1 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | -9 | +28 | +14 | -1 | - | 5 | 5 | 8 | 2 |
| South Atlantic | (S) | 0 | +26 | +9 | -3 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | -10 | +25 | -1 | -2 | - | 5 | 4 | 7 | 2 |
| Pacific | +23 | -1 | +23 | +18 | +1 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +10 | -1 | +11 | +15 | 0 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | -2 | +2 | (S) | +2 | - | 3 | 7 | - | 2 |
| Middle Atlantic | -2 | -6 | +10 | +8 | -3 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +21 | +2 | +12 | +28 | 0 | 4 | 1 | 1 | 4 | 1 |
| West North Central | +11 | +2 | +11 | +25 | +1 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +10 | +1 | +8 | -3 | 0 | 8 | 2 | 3 | 7 | 2 |
| East South Central | +4 | 0 | +10 | +8 | 0 | 7 | 2 | 3 | 9 | 1 |
| West South Central | +24 | +2 | +15 | +31 | +3 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +8 | -3 | +19 | +12 | +4 | 5 | 2 | 9 | 6 | 1 |
| Pacific | +8 | -2 | +10 | +16 | -2 | 5 | 1 | 2 | 4 | 1 |
| Specialty-line grocery wholesalers | +27 | +5 | +20 | +34 | +11 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +56 | +22 | +32 | +28 | +8 | 5 | 2 | 3 | 5 | 3 |
| East North Central | +15 | -4 | +16 | (S) | +2 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | +6 | +26 | (S) | -4 | - | 2 | 2 | - | 1 |
| South Atlantic | +4 | +13 | +7 | +45 | +10 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | -2 | +4 | (S) | +17 | - | 2 | 4 | - | 4 |
| West South Central | (S) | -25 | +4 | (S) | +16 | - | 6 | 6 | - | 3 |
| Mountain | (S) | +9 | +24 | (S) | +21 | - | 5 | 7 | - | 4 |
| Pacific | (S) | -9 | +26 | (S) | +24 | - | 7 | 7 | - | 3 |
| Fresh fruit, vegetable wholesalers | +15 | -3 | +17 | +27 | +14 | 3 | 2 | 1 | 4 | 1 |
| New England | (S) | (S) | +9 | (S) | -22 | - | 6 | 6 | - | - |
| Middle Atlantic | -6 | -3 | +13 | (S) | +12 | 8 | 4 | 4 | - | 4 |
| East North Central | +2 | -10 | +11 | +5 | -2 | 8 | 3 | 2 | 7 | 3 |
| West North Central | (S) | -9 | +26 | +13 | +2 | - | 3 | 6 | 8 | 3 |
| South Atlantic | -3 | -5 | +11 | +2 | +6 | 8 | 4 | 5 | 9 | 3 |
| East South Central | (S) | (S) | +27 | (S) | +26 | - | 5 | 8 | - | 5 |
| West South Central | (S) | +6 | +20 | (S) | +3 | - | 3 | 5 | - | 3 |
| Mountain | (S) | +8 | (S) | (S) | -6 | - | 3 | - | - | 3 |
| Pacific | +63 | +3 | +26 | (S) | +53 | 8 | 4 | 4 | - | 4 |
| Drug wholesalers (general and specialty lines) | +15 | -8 | +9 | +12 | +1 | 3 | 2 | 1 | 3 | 1 |
| New England | +14 | -13 | +8 | (S) | +4 | 9 | 3 | 3 | - | 2 |
| Middle Atlantic | +29 | -14 | +11 | (S) | 0 | 8 | 5 | 5 | - | 2 |
| East North Central | +21 | -4 | +20 | +22 | +6 | 6 | 2 | 4 | 6 | 2 |
| West North Central | +8 | +5 | +8 | +3 | -2 | 8 | 4 | 4 | 9 | 2 |
| South Atlantic | -9 | -14 | -4 | -4 | -3 | 6 | 4 | 7 | 8 | 2 |
| East South Central | (S) | -12 | +11 | (S) | 0 | - | 3 | 4 | - | 3 |
| West South Central | +22 | -4 | +10 | +4 | -2 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | -10 | +1 | (S) | -10 | - | 2 | 5 | - | 3 |
| Pacific | +3 | +3 | +2 | +4 | +1 | 8 | 4 | 4 | 9 | 2 |
| Tobacco distributors | +7 | -2 | +4 | +6 | +3 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | -4 | -6 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | +10 | -3 | +6 | +11 | +6 | 5 | 2 | 2 | 7 | 1 |
| East North Central | +10 | -3 | +5 | +9 | +3 | 7 | 2 | 2 | 6 | 2 |
| West North Central | -11 | -2 | 0 | (S) | (S) | 9 | 2 | 5 | - | 1 |
| South Atlantic | +3 | 0 | +6 | -2 | +2 | 6 | 2 | 4 | 7 | 1 |
| East South Central | (S) | -2 | +12 | (S) | +8 | - | 2 | 3 | - | 3 |
| West South Central | +8 | -4 | +1 | (S) | (S) | 9 | 1 | 5 | 9 | 1 |
| Mountain | (S) | -6 | +10 | (S) | (S) | - | 3 | 9 | - | 1 |
| Pacific | +5 | -1 | 0 | +11 | +2 | 7 | 1 | 3 | 9 | 3 |
| Dry goods, apparel wholesalers | +11 | -8 | +8 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +11 | -10 | +6 | (S) | (S) | 6 | 2 | 3 | 7 | 1 |
| East North Central | (S) | -5 | +2 | (S) | (S) | - | 6 | 4 | 9 | 2 |
| East South Central | -13 | -3 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | +2 | (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 September 1973.

## 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 sales, 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, nonrespone 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 June 1973. The published estimate is $14,567 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $14,567 million by .024 we obtain $350 million. Thus the chances are two out of three that the "expected value" of the estimate is between $14,217 and $14,917 million. Doubling the given median sampling error gives us limits $13,868 to $15,266 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 1973 to August 1973 for durable goods sales. This ratio of change, obtained by dividing $14,958 million by $14,073 million is 1.0628 (it can also be expressed as a 6.3 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0628 by .007, we obtain .0074 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 1.0554 to 1.0702 (that is to say, that the July to August change was between a 5.5 and a 7.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0480 to 1.0776.

# 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 1972-December 1973

| Kind of business | 1972 Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Seasonal and trading day adjustment factors for sales** | | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials) | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 106.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 106.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap) | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 98.5 | 90.5 |
| Scrap, waste materials | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials) | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1] | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| **Seasonal adjustment factors for inventories** | | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.6 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap) | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials) | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1] | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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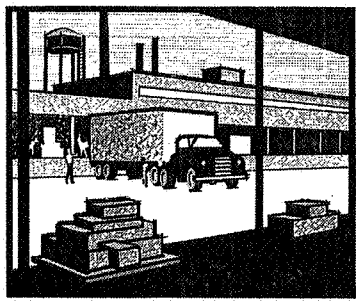
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CURRENT BUSINESS REPORTS

# Monthly Wholesale Trade

## SALES AND INVENTORIES

Issued: February 1974

BW-73-12

# December 1973

**Annual Sales**—Annual 1973 sales of merchant wholesalers were estimated at $364.6 billion, up $66.4 billion (22%) over 1972 sales. The durable goods trades with sales of $167.6 billion in 1973, were up, $29.1 billion (21%) while the nondurable goods trades, with sales of $197.0 billion, were up, $37.2 billion (23%) in the same period. Increases over 1972 sales were reported in all trade groups. Among the trade groups showing the larger gains were farm products, raw materials (79%); scrap, waste materials (67%); and metals, metalwork (36%).

All geographic divisions experienced sales gains in 1973, ranging from 15 percent in the New England Division to 31 percent in the West North Central Division. The Middle Atlantic Division with annual sales of $97.8 billion, reported the largest dollar volume increase $18.4 billion (23%) above 1972 sales.

A table showing annual sales and year-end inventories, by major kind of business groups from 1963 to 1973 is included on page 2 of this publication. Sales of all merchant wholesalers increased 127 percent between 1963 and 1973. Durable goods trades showed an increase of 144 percent in the same period, while nondurable goods trades were up 114 percent. The principle gains between 1963 and 1973 were registered by metals, metalwork (200%); motor vehicles, automotive equipment (194%); and farm products, raw materials (159%). The smallest increase was in tobacco, tobacco products (50%). Note that these data have not been adjusted for price changes.

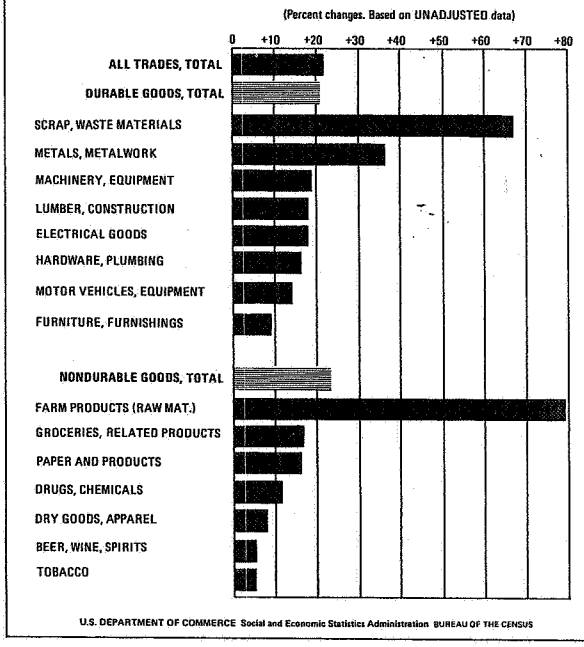
**December Sales**—December 1973 sales of merchant wholesalers were estimated at $32.5 billion. After adjustment for seasonal variations and trading day differences, but not for price changes, December sales were $33.6 billion, up 1 percent from last month, and 25 percent above December 1972. Adjusted October-through-December sales were 7 percent above the July-through-September period and were 25 percent above the average sales for the comparable months of a year ago.

After adjustment, December sales in the durable goods trades remained unchanged from the previous month but were 20 percent above Dec. 1972. Nondurable goods sales increased 2 percent from November and were 29 percent above Dec. 1972.

**Inventories**—Total inventories of merchant wholesalers were valued at $37.1 billion at the end of December. After adjustment for seasonal variations, December inventories were up 1 percent from November and 16 percent above the year ago level. Durable goods stocks were up 2 percent from last month and 12 percent above December 1972. Nondurable goods stocks were up 1 percent from November and were 22 percent above last year.

Based on adjusted data, trade group comparisons with previous month inventory levels reflected mixed trends, with 10 trade groups showing gains, 3 indicating declines, and 2 no change. The larger increases were noted in motor vehicles, automotive equipment; electrical goods; lumber, construction materials; and machinery, equipment, supplies—all up 3 percent. The largest decline was shown in scrap, waste materials (−2%). Changes from year ago levels were more substantial, with all trade groups showing increases with the exception of metals, metalwork (−1%). Among the sharper increases were farm products, raw materials (45%); groceries, and related products (28%); and scrap, waste materials (26%).

**Sales of Merchant Wholesalers in Selected Kinds of Business 12 Months 1973 Compared With 12 Months 1972**




**Stock-Sales Ratio**—The December stock-sales ratio for merchant wholesalers, based on seasonally adjusted data, was 110 percent, virtually unchanged from the previous month, and 8 points below the ratio for December 1972. The stock sales ratio for durable goods was 140 percent, 1 point above the previous month, but down 11 points from the December 1972 ratio. The ratio for nondurable goods was 84 percent, 1 point below the previous month and 5 points below the December 1972 ratio.

An advance release of December 1973 data was issued on February 5, 1974

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

For sale by the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402. Single copies 45 cents; annual subscription $5.15 Add $1.30 for each subscription to a foreign address.

# Table 1A. Estimated Annual Sales, Year-End Inventories and Stock-Sales Ratios of Merchant Wholesalers, United States, for Selected Kinds of Business: 1963-1973

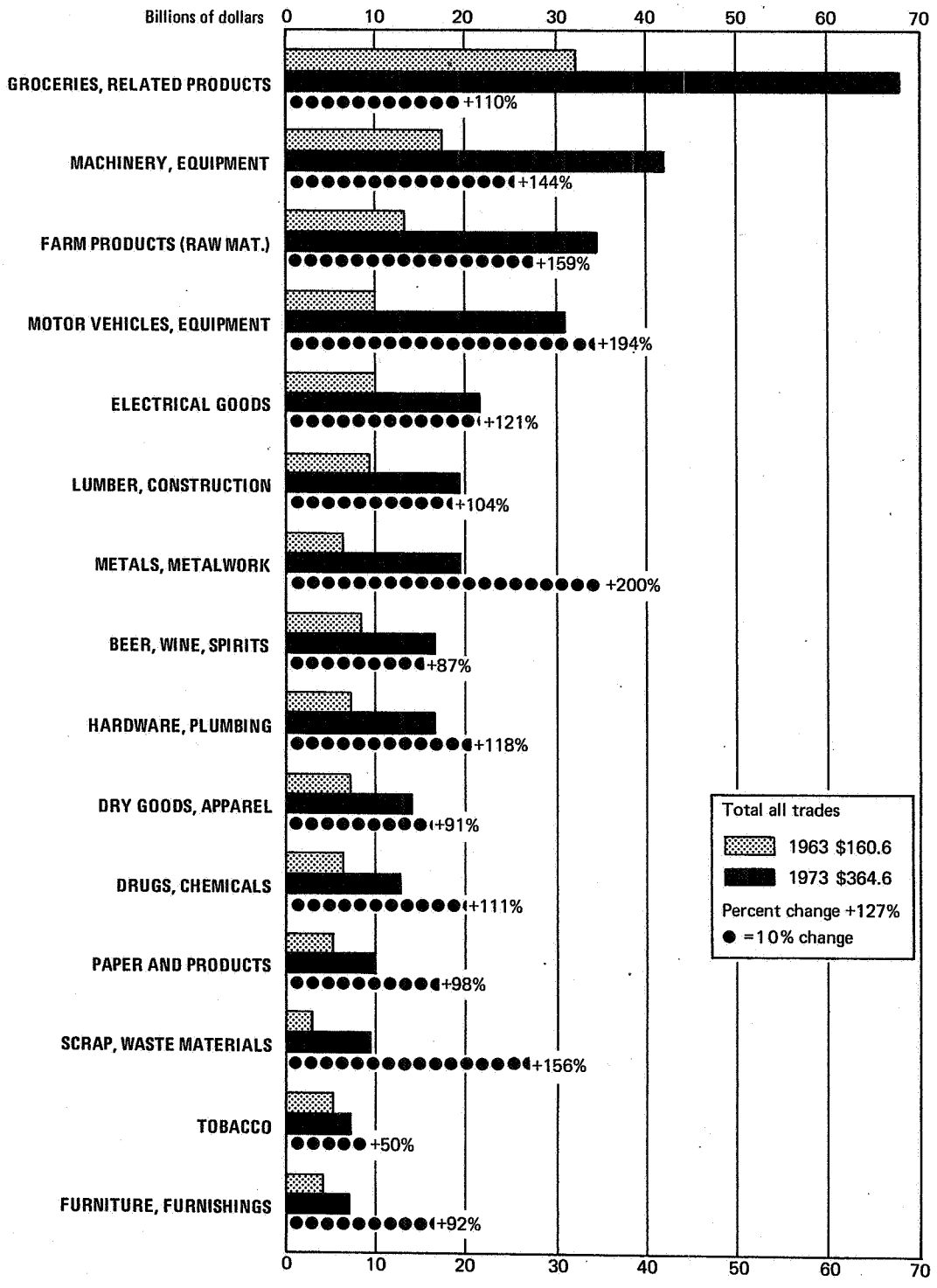
(Millions of dollars)

| Kind of business | 1963 | 1964 | 1965 | 1966 | 1967 | 1968 | 1969 | 1970 | 1971 | 1972 | 1973[1] |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **ANNUAL SALES** | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 160,578 | 174,329 | 187,141 | 203,751 | 205,187 | 219,943 | 236,708 | 246,643 | 267,357 | 298,199 | 364,557 |
| TOTAL (excluding farm products, raw materials) | 147,448 | 160,887 | 173,348 | 188,425 | 190,551 | 206,855 | 223,351 | 232,306 | 251,616 | 279,234 | 330,628 |
| DURABLE GOODS, TOTAL | 68,696 | 75,722 | 82,691 | 91,026 | 90,447 | 100,012 | 109,578 | 111,778 | 122,420 | 138,446 | 167,582 |
| Motor vehicles, automotive equipment | 10,477 | 11,426 | 12,243 | 13,307 | 14,195 | 16,696 | 18,493 | 20,203 | 24,506 | 27,001 | 30,919 |
| Electrical goods | 10,248 | 11,328 | 12,518 | 13,909 | 14,112 | 14,969 | 15,748 | 15,809 | 16,800 | 19,066 | 22,478 |
| Furniture, home furnishings | 3,597 | 3,931 | 3,803 | 4,225 | 4,440 | 4,905 | 5,422 | 5,343 | 6,096 | 6,303 | 6,893 |
| Hardware, plumbing, heating equipment | 7,159 | 7,594 | 8,366 | 8,937 | 8,875 | 9,804 | 10,748 | 10,643 | 11,813 | 13,471 | 15,686 |
| Lumber, construction materials | 9,202 | 9,442 | 9,758 | 9,512 | 8,614 | 10,427 | 11,750 | 10,836 | 13,003 | 15,836 | 18,774 |
| Machinery, equipment, supplies | 17,162 | 19,190 | 20,711 | 23,859 | 23,836 | 25,466 | 28,093 | 28,515 | 31,044 | 35,125 | 41,852 |
| Metals, metalwork (except scrap) | 6,364 | 7,383 | 8,990 | 9,957 | 9,692 | 10,998 | 11,794 | 12,625 | 12,353 | 14,105 | 19,231 |
| Scrap, waste materials | 3,403 | 4,160 | 4,777 | 5,215 | 4,560 | 4,708 | 5,542 | 5,986 | 4,882 | 5,225 | 8,716 |
| NONDURABLE GOODS, TOTAL | 91,882 | 98,607 | 104,450 | 112,724 | 114,740 | 119,930 | 127,130 | 134,865 | 144,937 | 159,753 | 196,975 |
| TOTAL (excluding farm products, raw materials) | 78,752 | 85,164 | 90,656 | 97,398 | 100,103 | 106,843 | 113,772 | 120,529 | 129,196 | 140,788 | 163,046 |
| Groceries and related products | 32,436 | 35,295 | 37,541 | 39,882 | 41,287 | 44,131 | 47,771 | 50,430 | 53,610 | 58,006 | 68,040 |
| Beer, wine, distilled alcoholic beverages | 8,369 | 9,080 | 9,380 | 9,954 | 10,427 | 11,088 | 11,913 | 12,862 | 14,071 | 15,006 | 15,719 |
| Drugs, chemicals, allied products | 6,209 | 6,668 | 7,267 | 7,788 | 8,074 | 8,830 | 9,369 | 9,619 | 10,397 | 11,697 | 13,072 |
| Tobacco, tobacco products | 4,762 | 4,920 | 4,992 | 5,240 | 5,357 | 5,612 | 5,752 | 6,118 | 6,498 | 6,863 | 7,184 |
| Dry goods, apparel | 7,407 | 8,180 | 8,766 | 9,450 | 9,772 | 10,271 | 10,157 | 10,391 | 11,799 | 13,008 | 14,052 |
| Paper, paper products, excluding wallpaper | 4,837 | 5,274 | 5,546 | 6,266 | 6,236 | 6,707 | 7,296 | 7,317 | 7,600 | 8,192 | 9,519 |
| Farm products (raw materials) | 13,130 | 13,443 | 13,794 | 15,327 | 14,542 | 13,364 | 13,357 | 14,336 | 15,741 | 18,965 | 33,929 |
| Other nondurable goods | 14,732 | 15,747 | 17,164 | 18,593 | 18,876 | 20,203 | 21,514 | 23,792 | 25,222 | 28,016 | 35,460 |
| **YEAR-END INVENTORIES** | | | | | | | | 575 | 589 | 585 | 562 |
| MERCHANT WHOLESALERS, TOTAL | 15,959 | 16,856 | 18,121 | 20,520 | 21,607 | 22,487 | 24,365 | 26,622 | 28,828 | 31,895 | 37,125 |
| TOTAL (excluding farm products, raw materials) | 14,406 | 15,365 | 16,556 | 18,659 | 19,612 | 20,874 | 22,678 | 24,370 | 26,956 | 29,212 | 33,239 |
| DURABLE GOODS, TOTAL | 8,874 | 9,557 | 10,297 | 11,805 | 12,308 | 13,245 | 14,376 | 15,318 | 16,987 | 18,672 | 20,881 |
| Motor vehicles, automotive equipment | 1,503 | 1,685 | 1,844 | 2,078 | 2,181 | 2,371 | 2,579 | 2,714 | 3,632 | 3,843 | 4,205 |
| Electrical goods | 1,331 | 1,358 | 1,477 | 1,749 | 1,875 | 1,901 | 2,143 | 2,252 | 2,354 | 2,546 | 2,989 |
| Furniture, home furnishings | 433 | 439 | 482 | 528 | 555 | 603 | 666 | 708 | 728 | 822 | 929 |
| Hardware, plumbing, heating equipment | 1,076 | 1,115 | 1,214 | 1,272 | 1,344 | 1,422 | 1,493 | 1,588 | 1,683 | 1,933 | 2,166 |
| Lumber, construction materials | 761 | 786 | 837 | 816 | 862 | 923 | 965 | 955 | 1,039 | 1,248 | 1,417 |
| Machinery, equipment, supplies | 2,404 | 2,640 | 2,835 | 3,371 | 3,509 | 3,753 | 4,188 | 4,541 | 4,851 | 5,278 | 6,090 |
| Metals, metalwork (except scrap) | 991 | 1,140 | 1,236 | 1,400 | 1,495 | 1,672 | 1,717 | 1,917 | 2,016 | 2,270 | 2,240 |
| NONDURABLE GOODS, TOTAL | 7,085 | 7,299 | 7,824 | 8,715 | 9,299 | 9,242 | 9,989 | 11,304 | 11,841 | 13,223 | 16,244 |
| TOTAL (excluding farm products, raw materials) | 5,532 | 5,808 | 6,259 | 6,854 | 7,304 | 7,629 | 8,302 | 9,052 | 9,969 | 10,540 | 12,358 |
| Groceries and related products | 1,637 | 1,732 | 1,831 | 1,974 | 2,066 | 2,137 | 2,279 | 2,388 | 2,537 | 2,849 | 3,638 |
| Beer, wine, distilled alcoholic beverages | 685 | 721 | 730 | 781 | 872 | 913 | 961 | 1,073 | 1,172 | 1,241 | 1,302 |
| Drugs, chemicals, allied products | 676 | 700 | 752 | 830 | 871 | 945 | 1,038 | 1,068 | 1,190 | 1,270 | 1,456 |
| Paper, paper products, excluding wallpaper | 441 | 459 | 461 | 564 | 584 | 597 | 637 | 665 | 663 | 725 | 817 |
| **STOCK-SALES RATIOS BASED ON MONTHLY AVERAGE SALES[2]** | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 119 | 116 | 116 | 121 | 126 | 123 | 124 | 129 | 129 | 128 | 122 |
| TOTAL (excluding farm products, raw materials) | 117 | 115 | 115 | 119 | 124 | 121 | 122 | 126 | 129 | 125 | 121 |
| DURABLE GOODS, TOTAL | 155 | 151 | 149 | 136 | 163 | 159 | 157 | 164 | 166 | 161 | 150 |
| Motor vehicles, automotive equipment | 172 | 177 | 181 | 187 | 184 | 170 | 167 | 161 | 178 | 170 | 163 |
| Electrical goods | 156 | 144 | 142 | 151 | 159 | 152 | 163 | 171 | 168 | 160 | 160 |
| Furniture, home furnishings | 144 | 134 | 152 | 150 | 150 | 148 | 147 | 159 | 143 | 156 | 162 |
| Hardware, plumbing, heating equipment | 180 | 176 | 174 | 171 | 182 | 174 | 167 | 179 | 171 | 172 | 166 |
| Lumber, construction materials | 99 | 100 | 103 | 102 | 120 | 106 | 99 | 106 | 96 | 94 | 91 |
| Machinery, equipment, supplies | 168 | 165 | 164 | 170 | 177 | 177 | 179 | 191 | 188 | 180 | 175 |
| Metals, metalwork (except scrap) | 187 | 185 | 165 | 169 | 185 | 182 | 175 | 182 | 196 | 193 | 140 |
| NONDURABLE GOODS, TOTAL | 92 | 89 | 90 | 94 | 97 | 92 | 94 | 101 | 98 | 99 | 99 |
| TOTAL (excluding farm products, raw materials) | 84 | 82 | 83 | 84 | 88 | 86 | 88 | 90 | 93 | 89 | 91 |
| Groceries and related products | 60 | 59 | 58 | 59 | 60 | 58 | 57 | 57 | 57 | 58 | 64 |
| Beer, wine, distilled alcoholic beverages | 98 | 95 | 93 | 94 | 100 | 99 | 97 | 100 | 100 | 99 | 99 |
| Drugs, chemicals, allied products | 131 | 126 | 124 | 128 | 129 | 128 | 133 | 133 | 137 | 130 | 134 |
| Paper, paper products, excluding wallpaper | 109 | 104 | 100 | 108 | 112 | 107 | 105 | 109 | 105 | 106 | 103 |

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separtely. 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 1973 sales.
[2]Stock-Sales Ratios computed on a basis of average sales and year-end inventories.

# Sales of Merchant Wholesalers by Kind of Business: 1963 and 1973



# Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973

(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. | |
| 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 | 26,089 | 298,199 |
| 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 | 23,927 | 279,234 |
| 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 | 11,557 | 138,446 |
| 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 | 2,079 | 27,001 |
| 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 | 1,078 | 14,221 |
| Automotive equipment | 904 | 923 | 1,045 | 988 | 1,074 | 1,100 | 1,045 | 1,119 | 1,031 | 1,105 | 1,044 | 942 | 12,321 |
| 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 | 1,701 | 19,066 |
| Electrical supplies, apparatus | 569 | 613 | 671 | 645 | 700 | 742 | 703 | 761 | 740 | 805 | 764 | 736 | 8,449 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 793 | 772 | 865 | 743 | 784 | 847 | 861 | 947 | 950 | 1,000 | 1,088 | 965 | 10,616 |
| Appliances, TV radio sets | 534 | 529 | 591 | 506 | 533 | 577 | 595 | 646 | 639 | 679 | 726 | 649 | 7,204 |
| Furniture, home furnishings, total | 414 | 452 | 558 | 494 | 509 | 532 | 493 | 562 | 552 | 599 | 604 | 533 | 6,303 |
| Furniture-household, office | (S) | 135 | (S) | (S) | 156 | (S) | (S) | 166 | 159 | 172 | (S) | (S) | 1,905 |
| Home furnishings, floor coverings | (S) | 317 | (S) | 344 | 353 | 359 | 346 | 396 | 393 | 427 | 434 | 356 | 4,398 |
| 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 | 1,055 | 13,471 |
| Hardware | 356 | 386 | 427 | 397 | 437 | 453 | 404 | 468 | 426 | 459 | 469 | 383 | 5,066 |
| General-line hardware | 202 | 219 | 242 | 228 | 242 | 258 | 227 | 272 | 239 | 256 | 265 | 208 | 2,858 |
| Plumbing and heating equipment, supplies | 462 | 463 | 520 | 506 | 560 | 583 | 548 | (S) | 592 | 636 | (S) | (S) | 6,638 |
| Air conditioning, refrigeration equipment, supplies | 105 | 107 | 140 | 147 | 165 | 179 | 172 | 183 | 152 | 153 | (S) | (S) | 1,757 |
| 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 | 1,231 | 15,836 |
| Lumber, millwork | 678 | 663 | 803 | 772 | 888 | 907 | 844 | 974 | 928 | 992 | 978 | 811 | 10,239 |
| Construction materials | 373 | 363 | 407 | 436 | 495 | 527 | 462 | 568 | 499 | 540 | 509 | 420 | 5,598 |
| 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 | 3,026 | 35,125 |
| Construction machinery, equipment | 373 | 421 | 509 | 501 | 538 | 549 | 511 | 558 | 539 | 543 | 509 | 516 | 6,106 |
| 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 | 1,465 | 16,649 |
| Professional equipment, supplies | 344 | 384 | 433 | 373 | 412 | 434 | 390 | 419 | 420 | 448 | 419 | 416 | 4,893 |
| 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 | 1,220 | 14,105 |
| Iron, steel, and products | 778 | 776 | 922 | 906 | 991 | 963 | 837 | 1,042 | 957 | 977 | 935 | 946 | 11,029 |
| Nonferrous metals | 229 | 212 | 270 | 235 | 266 | 263 | 248 | 277 | 270 | 262 | (S) | 273 | 3,076 |
| Scrap, waste materials, total | 369 | 390 | 457 | 441 | 454 | 473 | 387 | 446 | 443 | 466 | 444 | 453 | 5,225 |
| Iron, steel scrap | 210 | 234 | 277 | 268 | 271 | 290 | 236 | 274 | 276 | 285 | 269 | 279 | 3,168 |
| Waste materials | 159 | 156 | 181 | 173 | 184 | 183 | 151 | 172 | 167 | 181 | 175 | 174 | 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 | 14,532 | 159,753 |
| 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 | 12,370 | 140,788 |
| 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 | 5,146 | 5,007 | 58,006 |
| 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 | 1,993 | 23,153 |
| 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 | 1,342 | 15,282 |
| Confectionery | 85 | 92 | 100 | 89 | 101 | 99 | 89 | 99 | 103 | 114 | 109 | 101 | 1,182 |
| Meat, meat products | 896 | 849 | 977 | 874 | 991 | 941 | 928 | 992 | 952 | 977 | 1,001 | 974 | 11,352 |
| Poultry, poultry products | 200 | 193 | 219 | 191 | 215 | 221 | 214 | 234 | 216 | 223 | 236 | 234 | 2,596 |
| Fresh fruits, vegetables | 340 | 333 | 359 | 343 | 408 | 434 | 408 | 401 | 350 | 352 | 369 | 362 | 4,460 |
| 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 | 1,543 | 15,006 |
| Beer | 432 | 461 | 536 | 499 | 646 | 668 | 629 | 678 | 574 | 547 | 540 | 530 | 6,741 |
| Wine, distilled spirits | 552 | 568 | 722 | 589 | 668 | 712 | 545 | 637 | 661 | 749 | 850 | 1,012 | 8,265 |
| Drugs, chemicals, allied produtcs, total | 897 | 893 | 997 | 924 | 975 | 996 | 896 | 1,041 | 1,006 | 1,082 | 1,014 | 977 | 11,697 |
| Drugs, drug proprietaries, sundries | 530 | 516 | 570 | 514 | 543 | 548 | 511 | 598 | 602 | 663 | 609 | 602 | 6,805 |
| General-line drugs | 243 | 229 | 245 | 220 | 240 | 234 | 234 | 263 | 252 | 264 | 253 | 240 | 2,917 |
| 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 | 337 | 4,314 |
| Tobacco, tobacco products | 522 | 509 | 567 | 526 | 612 | 602 | 574 | 613 | 597 | 579 | 585 | 578 | 6,863 |
| Dry goods, apparel, total | 996 | 1,017 | 1,116 | 942 | 993 | 1,074 | 994 | 1,352 | 1,188 | 1,219 | 1,140 | 978 | 13,008 |
| Apparel and accessories, hosiery, lingerie, footwear | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 556 | 471 | 6,237 |
| Dry goods, notions | (S) | 394 | 419 | (S) | (S) | (S) | (S) | (S) | 418 | 421 | 402 | 340 | 4,794 |
| Paper, paper products, excluding wallpaper, total | 626 | 628 | 698 | 647 | 701 | 681 | 612 | 738 | 697 | 733 | 729 | 703 | 8,192 |
| Paper | 476 | 479 | 538 | 498 | 548 | 524 | 467 | 566 | 527 | 555 | 539 | 527 | 8,242 |
| Stationery, office supplies | 151 | 150 | 160 | 149 | 153 | 157 | 145 | 173 | 170 | 178 | 190 | 176 | 1,951 |
| 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 | 2,162 | 18,965 |
| Grain | 936 | 894 | 970 | 896 | 1,104 | 962 | 997 | 1,127 | 1,127 | 1,302 | 1,622 | 1,583 | 13,518 |
| 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 | 28,016 |
| Books, magazines, newspapers | 142 | 143 | 164 | 143 | 153 | 159 | 168 | 175 | 171 | 179 | 184 | 171 | 1,954 |

See footnotes at end of table.

# Table 1B. Estimated Monthly Sales of Merchant Wholesalers, United States, by Kind of Business: 1972 and 1973--Continued

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

| Kind of business | 1973 | | | | | | | | | | | | Total 12 mos. 1973 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec.[1] | |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,067 | 33,895 | 32,532 | 364,557 |
| TOTAL (exc. farm products, raw materials) | 23,951 | 23,480 | 27,330 | 26,576 | 28,526 | 27,687 | 27,265 | 29,644 | 27,173 | 30,590 | 29,958 | 28,452 | 330,628 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,463 | 14,971 | 13,762 | 167,582 |
| Motor vehicles, automotive equipment, total[2] | 2,247 | 2,306 | 2,641 | 2,710 | 2,852 | 2,767 | 2,681 | 2,612 | 2,365 | 2,660 | 2,639 | 2,438 | 30,919 |
| Automotive equipment, tires, tubes | 1,160 | 1,141 | 1,309 | 1,326 | 1,451 | 1,410 | 1,414 | 1,394 | 1,312 | 1,420 | 1,354 | 1,195 | 15,884 |
| Automotive equipment | 1,009 | 972 | 1,124 | 1,125 | 1,225 | 1,188 | 1,191 | 1,178 | 1,116 | 1,196 | 1,139 | 997 | 13,459 |
| Electrical goods, total | 1,626 | 1,544 | 1,822 | 1,754 | 1,764 | 1,952 | 1,996 | 2,001 | 1,899 | 2,129 | 2,060 | 1,938 | 22,478 |
| Electrical supplies, apparatus | 708 | 714 | 796 | 813 | 838 | 885 | 893 | 913 | 868 | 990 | 941 | 948 | 10,308 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 918 | 829 | 1,026 | 941 | 926 | 1,067 | 1,103 | 1,089 | 1,032 | 1,139 | 1,119 | 990 | 12,170 |
| Appliances, TV, radio sets | 619 | 555 | 690 | 609 | 599 | 700 | 723 | 705 | 670 | 738 | 722 | 649 | 7,971 |
| Furniture, home furnishings, total | 501 | 512 | 606 | 557 | 572 | 575 | 539 | 614 | 562 | 665 | 643 | 548 | 6,893 |
| Furniture-household, office | (S) | 162 | 182 | 175 | (S) | 178 | 153 | 171 | 152 | 181 | (S) | (S) | 2,009 |
| Home furnishings, floor coverings | 337 | 350 | 425 | 382 | 401 | 397 | 385 | 442 | 410 | 484 | 476 | 395 | 4,885 |
| Hardware, plumbing, heating equipment, supplies, total | 1,105 | 1,083 | 1,263 | 1,268 | 1,375 | 1,384 | 1,343 | 1,442 | 1,315 | 1,475 | 1,369 | 1,264 | 15,686 |
| Hardware | 433 | 433 | 492 | 479 | 515 | 504 | 493 | 534 | 481 | 568 | 549 | 463 | 5,943 |
| General-line hardware | 243 | 241 | 284 | 267 | 283 | 288 | 280 | 306 | 274 | 324 | 312 | 252 | 3,353 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 7,715 |
| Air conditioning, refrigeration equipment, supplies | (S) | (S) | (S) | (S) | (S) | 211 | 208 | (S) | 171 | 177 | (S) | (S) | 2,028 |
| Lumber, construction materials, total | 1,339 | 1,293 | 1,594 | 1,675 | 1,759 | 1,729 | 1,608 | 1,755 | 1,544 | 1,630 | 1,538 | 1,310 | 18,774 |
| Lumber, millwork | 907 | 870 | 1,100 | 1,152 | 1,184 | 1,151 | 1,067 | 1,139 | 1,017 | 1,060 | 1,031 | 900 | 12,577 |
| Construction materials | 432 | (S) | 494 | 522 | 576 | 578 | 540 | 615 | 528 | 570 | 507 | 411 | 6,197 |
| Machinery, equipment, supplies, total | 2,938 | 2,942 | 3,466 | 3,423 | 3,748 | 3,649 | 3,449 | 3,732 | 3,456 | 3,859 | 3,702 | 3,488 | 41,852 |
| Construction machinery, equipment | 468 | 501 | 596 | 610 | 649 | 634 | 624 | 649 | 625 | 695 | 641 | 633 | 7,325 |
| Industrial machinery, equipment, supplies | 1,475 | 1,404 | 1,662 | 1,632 | 1,850 | 1,751 | 1,637 | 1,799 | 1,654 | 1,893 | 1,856 | 1,655 | 20,269 |
| Professional equipment, supplies | 386 | 395 | 457 | 418 | 449 | 459 | 459 | 461 | 455 | 460 | 448 | 473 | 5,320 |
| Service-establishment equipment, supplies | 172 | 167 | 180 | 183 | 185 | 188 | 187 | 197 | 172 | 203 | 195 | 185 | 2,215 |
| Metals, metalwork (except scrap), total | 1,405 | 1,256 | 1,527 | 1,573 | 1,715 | 1,540 | 1,550 | 1,750 | 1,621 | 1,854 | 1,792 | 1,649 | 19,231 |
| Iron, steel, and products | 1,127 | 978 | 1,165 | 1,243 | 1,368 | 1,162 | 1,190 | 1,356 | 1,269 | 1,462 | 1,364 | 1,263 | 14,948 |
| Nonferrous metals | 277 | 278 | 362 | 329 | 347 | 378 | 359 | 394 | 351 | 393 | 428 | 386 | 4,283 |
| Scrap, waste materials, total | 502 | 558 | 666 | 660 | 778 | 723 | 697 | 761 | 699 | 884 | 919 | 868 | 8,716 |
| Iron, steel scrap | 304 | 361 | 437 | 416 | (S) | 469 | 460 | 487 | (S) | 568 | 594 | 552 | 5,617 |
| Waste materials | 199 | 197 | 229 | 244 | 254 | 255 | 237 | 274 | 254 | 315 | 325 | 316 | 3,099 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,604 | 18,924 | 18,770 | 196,975 |
| TOTAL (exc. farm products, raw materials) | 12,095 | 11,781 | 13,499 | 12,735 | 13,698 | 13,120 | 13,192 | 14,686 | 13,434 | 15,127 | 14,987 | 14,690 | 163,046 |
| Groceries and related products, total | 5,215 | 4,829 | 5,617 | 5,320 | 5,815 | 5,472 | 5,754 | 6,232 | 5,496 | 6,066 | 6,114 | 6,109 | 68,040 |
| General-line groceries | 2,056 | 1,854 | 2,138 | 2,042 | 2,200 | 2,038 | 2,164 | 2,361 | 2,099 | 2,272 | 2,302 | 2,319 | 25,847 |
| Specialty-line groceries | 1,399 | 1,314 | 1,520 | 1,438 | 1,552 | 1,459 | 1,465 | 1,695 | 1,497 | 1,667 | 1,742 | 1,738 | 18,487 |
| Confectionery | 93 | 95 | 104 | 104 | 110 | 104 | 98 | 107 | 105 | 128 | 123 | 110 | 1,282 |
| Meat, meat products | 1,041 | 986 | 1,172 | 1,039 | 1,184 | 1,093 | 1,222 | 1,246 | 1,136 | 1,252 | 1,195 | 1,193 | 13,760 |
| Poultry, poultry products | 238 | 222 | 264 | 256 | 280 | 279 | 303 | 368 | 283 | 310 | 319 | 328 | 3,449 |
| Fresh fruits, vegetables | 388 | 358 | 420 | 442 | 489 | 499 | 502 | 454 | 376 | 436 | 433 | 420 | 5,215 |
| Beer, wine, distilled alcoholic beverages, total | 1,055 | 1,046 | 1,250 | 1,197 | 1,425 | 1,392 | 1,296 | 1,384 | 1,221 | 1,439 | 1,440 | 1,573 | 15,719 |
| Beer | 493 | 469 | 543 | 545 | 676 | 685 | 685 | 699 | 565 | 620 | 566 | 558 | 7,104 |
| Wine, distilled spirits | 561 | 577 | 707 | 653 | 749 | 707 | 611 | 685 | 656 | 819 | 875 | 1,014 | 8,615 |
| Drugs, chemicals, allied products, total | 996 | 938 | 1,043 | 1,024 | 1,077 | 1,069 | 1,053 | 1,164 | 1,104 | 1,300 | 1,202 | 1,101 | 13,072 |
| Drugs, drug proprietaries, sundries | 607 | 537 | 577 | 555 | 587 | 573 | 576 | 652 | (S) | 759 | (S) | 640 | 7,391 |
| General-line drugs | 270 | 230 | 252 | 242 | 260 | 248 | 254 | 282 | 264 | 303 | 279 | 252 | 3,135 |
| Paints, varnishes | 41 | 42 | 50 | 51 | 55 | 55 | 59 | 61 | 55 | 60 | 54 | 49 | 631 |
| Other chemicals, allied products | 369 | 359 | 417 | 418 | 434 | 441 | 418 | 451 | 404 | 481 | 446 | 412 | 5,049 |
| Tobacco, tobacco products | 555 | 517 | 583 | 555 | 634 | 605 | 603 | 634 | 586 | 639 | 625 | 647 | 7,184 |
| Dry goods, apparel, total | 1,124 | 1,093 | 1,203 | 1,058 | 1,070 | 1,107 | 1,053 | 1,371 | 1,247 | 1,373 | 1,270 | 1,085 | 14,052 |
| Apparel and accessories, hosiery, lingerie, footwear | 500 | (S) | (S) | 493 | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | 6,712 |
| Dry goods, notions | 431 | 391 | 414 | 380 | (S) | (S) | 371 | 464 | (S) | (S) | 427 | 379 | 5,052 |
| Paper, paper products, excluding wallpaper, total | 733 | 693 | 780 | 746 | 822 | 800 | 748 | 855 | 789 | 904 | 854 | 795 | 9,519 |
| Paper | 552 | 520 | 590 | 576 | 640 | 624 | 572 | 658 | 597 | 688 | 645 | 608 | 7,270 |
| Stationery, office supplies | 181 | 173 | 190 | 171 | 181 | 177 | 175 | 196 | 192 | 216 | 209 | 188 | 2,449 |
| Farm products (raw materials), total | 2,375 | 2,082 | 2,522 | 2,283 | 2,706 | 2,417 | 2,627 | 2,747 | 2,676 | 3,477 | 3,937 | 4,080 | 33,929 |
| Grain | 1,714 | 1,529 | 1,918 | 1,762 | 2,124 | 1,904 | 2,073 | 2,206 | 2,206 | 2,791 | 3,210 | 3,200 | 26,636 |
| Other nondurable goods, total | 2,417 | 2,665 | 3,023 | 2,835 | 2,855 | 2,675 | 2,685 | 3,046 | 2,991 | 3,406 | 3,482 | 3,380 | 35,460 |
| Books, magazines, newspapers | 167 | 158 | 177 | 162 | 166 | 176 | 191 | 194 | (S) | 203 | 192 | 187 | 2,152 |

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

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

[1]Preliminary estimate. See page 19, Estimating Procedures.

[2]December preliminary is subject to a sampling variability of 9 percent.

# Table 2. Estimated Monthly Inventories of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

(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] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1973 | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,865 | 33,171 | 33,493 | 33,614 | 33,820 | 33,921 | 34,295 | 34,317 | 34,728 | 35,667 | 36,796 | 37,125 |
| TOTAL (excluding farm products, raw materials) | 29,826 | 30,081 | 30,633 | 30,950 | 31,542 | 31,950 | 32,100 | 31,860 | 32,236 | 32,683 | 33,157 | 33,239 |
| DURABLE GOODS, TOTAL | 18,970 | 19,139 | 19,525 | 19,714 | 20,062 | 20,329 | 20,390 | 20,188 | 20,168 | 20,278 | 20,657 | 20,881 |
| Motor vehicles, automotive equipment, total | 4,153 | 4,080 | 3,997 | 3,850 | 3,993 | 3,899 | 3,924 | 3,776 | 3,956 | 3,985 | 4,069 | 4,205 |
| Automotive equipment, tires, tubes | 2,305 | 2,365 | 2,366 | 2,328 | 2,435 | 2,463 | 2,500 | 2,389 | 2,447 | 2,470 | 2,515 | 2,565 |
| Electrical goods, total | 2,560 | 2,568 | 2,672 | 2,683 | 2,768 | 2,903 | 2,908 | 2,900 | 2,854 | 2,982 | 3,016 | 2,989 |
| Electrical supplies, apparatus | 1,039 | 1,049 | 1,088 | 1,112 | 1,176 | 1,222 | 1,176 | 1,180 | 1,206 | 1,251 | 1,271 | 1,242 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 1,521 | 1,519 | 1,584 | 1,571 | 1,592 | 1,681 | 1,732 | 1,719 | 1,649 | 1,731 | 1,745 | 1,747 |
| Furniture, home furnishings, total | 828 | 848 | 879 | 883 | 884 | 896 | 939 | 956 | 938 | 934 | 947 | 929 |
| Home furnishings, floor coverings | 632 | 651 | 676 | 677 | 676 | 693 | 730 | 740 | 726 | 712 | 724 | 706 |
| Hardware, plumbing, heating equipment, supplies, total | 2,017 | 2,081 | 2,130 | 2,144 | 2,179 | 2,204 | 2,185 | 2,165 | 2,144 | 2,176 | 2,159 | 2,166 |
| Hardware | 810 | 827 | 837 | 844 | 862 | 880 | 858 | 851 | 870 | 879 | 849 | 868 |
| Plumbing and heating equipment, supplies | 982 | 1,021 | 1,046 | 1,036 | 1,044 | 1,062 | 1,063 | 1,060 | 1,018 | 1,042 | 1,051 | 1,040 |
| Lumber, construction materials, total | 1,270 | 1,320 | 1,380 | 1,456 | 1,511 | 1,550 | 1,450 | 1,401 | 1,396 | 1,363 | 1,380 | 1,417 |
| Lumber, millwork | 817 | 855 | 889 | 970 | 1,018 | 1,046 | 955 | 917 | 940 | 888 | 899 | 916 |
| Machinery, equipment, supplies, total | 5,272 | 5,433 | 5,541 | 5,668 | 5,709 | 5,833 | 5,839 | 5,831 | 5,779 | 5,794 | 5,986 | 6,090 |
| Construction machinery, equipment | 1,484 | 1,549 | 1,542 | 1,623 | 1,647 | 1,723 | 1,700 | 1,742 | 1,681 | 1,701 | 1,753 | 1,756 |
| Industrial machinery, equipment, supplies | 2,164 | 2,187 | 2,259 | 2,303 | 2,316 | 2,320 | 2,376 | 2,356 | 2,396 | 2,298 | 2,386 | 2,436 |
| Metals, metalwork (except scrap), total | 2,146 | 2,053 | 2,143 | 2,243 | 2,227 | 2,190 | 2,273 | 2,294 | 2,230 | 2,134 | 2,201 | 2,240 |
| Iron, steel, and products | 1,822 | 1,714 | 1,797 | 1,925 | 1,882 | 1,810 | 1,881 | 1,932 | 1,856 | 1,743 | 1,822 | 1,860 |
| NONDURABLE GOODS, TOTAL | 13,895 | 14,032 | 13,968 | 13,900 | 13,758 | 13,592 | 13,905 | 14,129 | 14,560 | 15,389 | 16,139 | 16,244 |
| TOTAL (excluding farm products, raw materials) | 10,856 | 10,942 | 11,108 | 11,236 | 11,480 | 11,621 | 11,710 | 11,672 | 12,068 | 12,405 | 12,500 | 12,358 |
| Groceries and related products, total | 2,922 | 2,953 | 3,121 | 3,123 | 3,135 | 3,169 | 3,138 | 3,142 | 3,328 | 3,450 | 3,641 | 3,638 |
| General-line groceries | 1,386 | 1,405 | 1,519 | 1,491 | 1,477 | 1,460 | 1,450 | 1,459 | 1,562 | 1,629 | 1,661 | 1,651 |
| Specialty-line groceries | 1,022 | 1,031 | 1,060 | 1,097 | 1,120 | 1,179 | 1,170 | 1,166 | 1,194 | 1,227 | 1,343 | 1,361 |
| Beer, wine, distilled alcoholic beverages, total | 1,315 | 1,304 | 1,270 | 1,358 | 1,424 | 1,468 | 1,353 | 1,315 | 1,401 | 1,484 | 1,465 | 1,302 |
| Beer | 299 | 326 | 355 | 387 | 380 | 361 | 340 | 312 | 336 | 350 | 321 | 296 |
| Wine, distilled spirits | 1,016 | 978 | 915 | 970 | 1,044 | 1,107 | 1,013 | 1,003 | 1,065 | 1,134 | 1,145 | 1,007 |
| Drugs, chemicals, allied products, total | 1,282 | 1,295 | 1,327 | 1,316 | 1,323 | 1,335 | 1,389 | 1,416 | 1,372 | 1,434 | 1,466 | 1,456 |
| Drugs, drug proprietaries, druggists' sundries | 878 | 876 | 899 | 884 | 901 | 902 | 944 | 973 | 938 | 982 | 1,006 | 966 |
| Paper, paper products (excluding wallpaper), total | 735 | 732 | 764 | 770 | 771 | 780 | 794 | 786 | 793 | 790 | 798 | 817 |
| Paper | 503 | 500 | 521 | 532 | 535 | 538 | 540 | 540 | 542 | 540 | 540 | 554 |
| | 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 | 31,895 |
| 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 | 29,212 |
| 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 | 18,672 |
| 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 | 3,843 |
| 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 | 2,233 |
| 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 | 2,546 |
| Electrical supplies, apparatus | 932 | 925 | 944 | 951 | 999 | 979 | 988 | 975 | 1,007 | 1,034 | 1,029 | 1,016 |
| 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 | 1,530 |
| Furniture, home furnishings, total | 699 | 717 | 744 | 740 | 739 | 761 | 793 | 784 | 766 | 771 | 807 | 822 |
| Home furnishings, floor coverings | 530 | 551 | 575 | 565 | 561 | 577 | 614 | 599 | 578 | 587 | 613 | 624 |
| 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 | 1,933 |
| Hardware | 726 | 740 | 759 | 755 | 769 | 789 | 772 | 743 | 755 | 772 | 752 | 747 |
| Plumbing and heating equipment, supplies | 837 | 887 | 901 | 903 | 933 | 962 | 946 | 922 | 928 | 966 | 979 | 967 |
| 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 | 1,248 |
| Lumber, millwork | 696 | 726 | 762 | 782 | 781 | 795 | 772 | 756 | 733 | 730 | 736 | 801 |
| 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 | 5,278 |
| 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 | 1,501 |
| 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 | 2,143 |
| 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 | 2,270 |
| 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 | 1,945 |
| 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 | 13,223 |
| 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 | 10,540 |
| 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 | 2,849 |
| 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 | 1,375 |
| Specialty-line groceries | 858 | 833 | 866 | 813 | 902 | 893 | 912 | 923 | 965 | 997 | 1,010 | 990 |
| 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 | 1,241 |
| Beer | 302 | 299 | 327 | 365 | 360 | 347 | 349 | 328 | 324 | 336 | 315 | 271 |
| Wine, distilled spirits | 949 | 940 | 912 | 918 | 998 | 1,025 | 945 | 913 | 967 | 1,073 | 1,031 | 970 |
| 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 | 1,270 |
| Drugs, drug proprietaries, druggists' sundries | 831 | 853 | 825 | 822 | 841 | 830 | 842 | 856 | 883 | 901 | 884 | 860 |
| Paper, paper products (excluding wallpaper), total | 679 | 674 | 682 | 690 | 694 | 702 | 700 | 696 | 710 | 712 | 720 | 725 |
| Paper | 467 | 459 | 469 | 472 | 480 | 473 | 475 | 473 | 487 | 486 | 494 | 493 |

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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

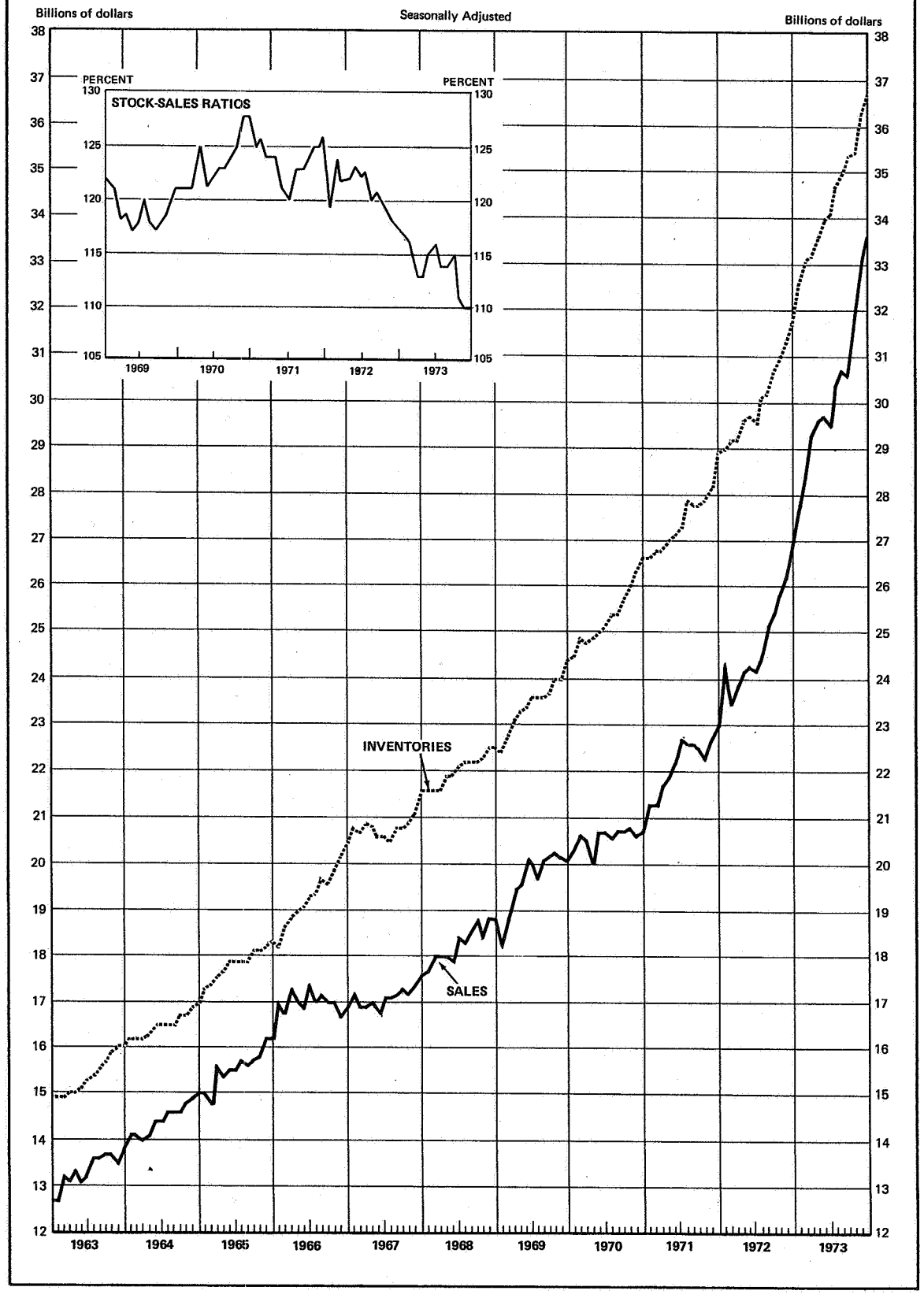
(Percent. Data are NOT ADJUSTED for seasonal variations or trading day differences)

| Kind of business | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec.[1] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1973 | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 125 | 130 | 112 | 116 | 108 | 113 | 115 | 106 | 116 | 105 | 109 | 114 |
| TOTAL (excluding farm products, raw materials) | 125 | 128 | 112 | 116 | 110 | 115 | 118 | 107 | 119 | 107 | 111 | 117 |
| DURABLE GOODS, TOTAL | 160 | 164 | 141 | 142 | 135 | 141 | 145 | 135 | 147 | 131 | 138 | 152 |
| Motor vehicles, automotive equipment, total | 185 | 177 | 151 | 142 | 140 | 141 | 146 | 144 | 167 | 150 | 154 | 172 |
| Automotive equipment, tires, tubes | 199 | 207 | 181 | 176 | 168 | 175 | 177 | 171 | 187 | 174 | 186 | 215 |
| Electrical goods, total | 157 | 166 | 147 | 153 | 157 | 149 | 146 | 145 | 150 | 140 | 146 | 154 |
| Electrical supplies, apparatus | 147 | 147 | 136 | 137 | 140 | 138 | 132 | 129 | 139 | 126 | 135 | 131 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 166 | 183 | 154 | 167 | 172 | 158 | 157 | 158 | 160 | 152 | 156 | 177 |
| Furniture, home furnishings, total | 165 | 166 | 145 | 159 | 154 | 156 | 174 | 156 | 167 | 140 | 147 | 170 |
| Home furnishings, floor coverings | 187 | 186 | 159 | 177 | 169 | 174 | 189 | 167 | 177 | 147 | 152 | 179 |
| Hardware, plumbing, heating equipment, supplies, total | 182 | 192 | 169 | 169 | 158 | 159 | 163 | 150 | 163 | 147 | 158 | 171 |
| Hardware | 187 | 191 | 170 | 176 | 167 | 174 | 174 | 159 | 181 | 154 | 155 | 188 |
| Plumbing and heating equipment, supplies | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) | (S) |
| Lumber, construction materials, total | 95 | 102 | 86 | 87 | 86 | 90 | 90 | 80 | 90 | 84 | 90 | 108 |
| Lumber, millwork | 90 | 98 | 81 | 84 | 86 | 91 | 90 | 80 | 92 | 84 | 87 | 102 |
| Machinery, equipment, supplies, total | 179 | 185 | 160 | 166 | 152 | 160 | 169 | 156 | 167 | 150 | 162 | 174 |
| Construction machinery, equipment | 317 | 309 | 259 | 266 | 254 | 272 | 272 | 268 | 266 | 245 | 274 | 277 |
| Industrial machinery, equipment, supplies | 147 | 156 | 136 | 141 | 125 | 132 | 145 | 131 | 145 | 121 | 128 | 147 |
| Metals, metalwork (except scrap), total | 153 | 163 | 140 | 143 | 130 | 142 | 147 | 131 | 138 | 115 | 123 | 136 |
| Iron, steel, and products | 162 | 175 | 154 | 155 | 138 | 156 | 158 | 142 | 146 | 119 | 134 | 147 |
| NONDURABLE GOODS, TOTAL | 96 | 101 | 87 | 93 | 84 | 87 | 88 | 81 | 90 | 83 | 85 | 86 |
| TOTAL (excluding farm products, raw materials) | 90 | 93 | 82 | 88 | 84 | 88 | 89 | 79 | 90 | 82 | 83 | 84 |
| Groceries and related products, total | 56 | 61 | 56 | 59 | 54 | 58 | 54 | 50 | 61 | 57 | 60 | 60 |
| General-line groceries | 67 | 76 | 73 | 73 | 67 | 72 | 67 | 62 | 74 | 72 | 72 | 77 |
| Specialty-line groceries | 73 | 78 | 70 | 76 | 72 | 81 | 80 | 69 | 80 | 74 | 77 | 78 |
| Beer, wine, distilled alcoholic beverages, total | 125 | 125 | 102 | 113 | 100 | 105 | 104 | 95 | 115 | 103 | 102 | 83 |
| Beer | 60 | 70 | 65 | 71 | 56 | 53 | 50 | 45 | 59 | 56 | 57 | 53 |
| Wine, distilled spirits | 181 | 170 | 129 | 149 | 139 | 156 | 166 | 146 | 162 | 138 | 131 | 99 |
| Drugs, chemicals, allied products, total | 129 | 138 | 127 | 129 | 123 | 125 | 132 | 122 | 124 | 110 | 122 | 132 |
| Drugs, drug proprietaries, druggists' sundries | 145 | 163 | 156 | 159 | 153 | 157 | 164 | 149 | (S) | 129 | (S) | 151 |
| Paper, paper products, excluding wallpaper, total | 100 | 106 | 98 | 103 | 94 | 97 | 106 | 92 | 100 | 87 | 93 | 103 |
| Paper | 91 | 96 | 88 | 92 | 84 | 86 | 94 | 82 | 91 | 78 | 84 | 91 |
| | 1972 | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 134 | 132 | 118 | 128 | 117 | 117 | 127 | 112 | 119 | 116 | 116 | 122 |
| 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 | 185 |
| Automotive equipment, tires, tubes | 208 | 206 | 180 | 189 | 177 | 171 | 184 | 169 | 188 | 178 | 188 | 207 |
| Electrical goods, total | 175 | 172 | 162 | 177 | 171 | 160 | 166 | 148 | 155 | 149 | 142 | 150 |
| Electrical supplies, apparatus | 164 | 151 | 140 | 147 | 143 | 132 | 140 | 129 | 136 | 128 | 135 | 138 |
| Electrical appliances, TV, radio sets, electronic parts, equipment | 183 | 189 | 179 | 203 | 196 | 185 | 188 | 164 | 169 | 165 | 146 | 138 |
| Furniture, home furnishings, total | 169 | 159 | 133 | 150 | 145 | 143 | 161 | 140 | 139 | 129 | 134 | 154 |
| Home furnishings, floor coverings | (S) | 174 | (S) | 164 | 159 | 161 | 177 | 151 | 147 | 138 | 141 | 175 |
| 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 | 195 |
| 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 | 101 |
| Lumber, millwork | 103 | 110 | 95 | 101 | 88 | 88 | 92 | 78 | 79 | 74 | 75 | 99 |
| Machinery, equipment, supplies, total | 202 | 186 | 164 | 177 | 164 | 162 | 183 | 167 | 167 | 165 | 172 | 174 |
| Construction machinery, equipment | 363 | 328 | 255 | 287 | 271 | 262 | 289 | 273 | 270 | 264 | 290 | 291 |
| Industrial machinery, equipment, supplies | 168 | 151 | 137 | 147 | 136 | 139 | 155 | 143 | 145 | 142 | 145 | 146 |
| Metals, metalwork (except scrap), total | 190 | 190 | 162 | 174 | 156 | 161 | 191 | 163 | 166 | 159 | 174 | 156 |
| Iron, steel, and products | 204 | 200 | 173 | 180 | 161 | 164 | 199 | 169 | 176 | 167 | 188 | 206 |
| NONDURABLE GOODS, TOTAL | 100 | 99 | 89 | 98 | 88 | 88 | 93 | 83 | 91 | 91 | 89 | 91 |
| TOTAL (excluding farm products, raw materials) | 95 | 94 | 85 | 95 | 88 | 88 | 94 | 82 | 88 | 88 | 86 | 83 |
| 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 | 74 |
| Beer, wine, distilled alcoholic beverages, total | 127 | 121 | 98 | 118 | 103 | 99 | 110 | 94 | 104 | 109 | 97 | 80 |
| Beer | 70 | 65 | 61 | 73 | 56 | 52 | 55 | 48 | 56 | 61 | 58 | 51 |
| Wine, distilled spirits | 172 | 166 | 126 | 156 | 149 | 144 | 173 | 143 | 146 | 143 | 121 | 96 |
| Drugs, chemicals, allied products, total | 134 | 139 | 123 | 132 | 127 | 124 | 139 | 120 | 126 | 120 | 128 | 130 |
| Drugs, drug proprietaries, druggists' sundries | 157 | 165 | 145 | 160 | 155 | 152 | 165 | 143 | 147 | 136 | 145 | 143 |
| Paper, paper products, excluding wallpaper, total | 108 | 107 | 98 | 107 | 99 | 103 | 114 | 94 | 102 | 97 | 99 | 103 |
| Paper | 98 | 96 | 87 | 95 | 88 | 90 | 102 | 84 | 92 | 88 | 92 | 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: 1963-1973

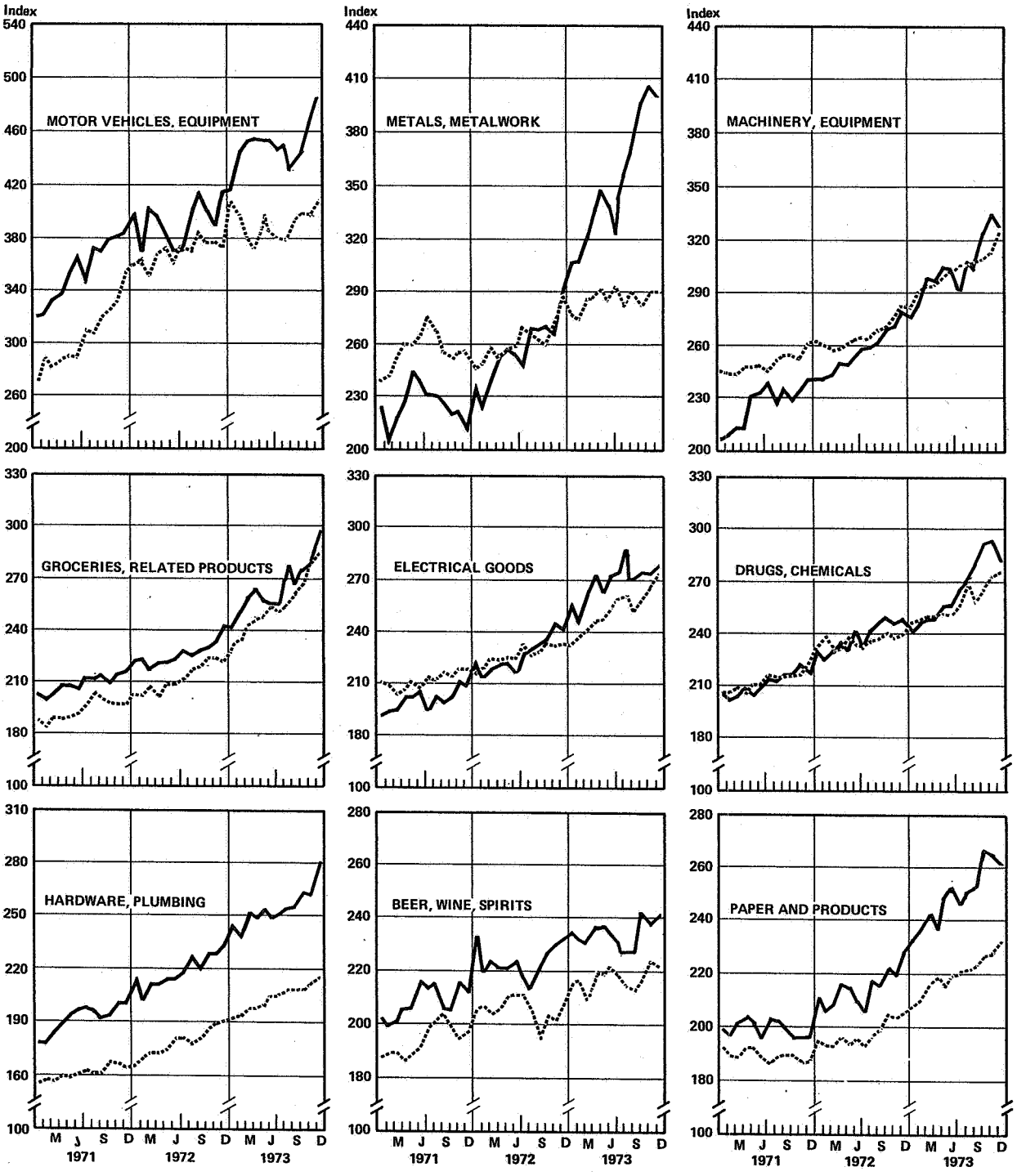


# Sales and Inventories of Merchant Wholesalers in Selected Kinds of Business: 1971, 1972, and 1973

1957-1959 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 Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973

(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. |
| **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 | 26,962 |
| 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 | 24,955 |
| 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 | 12,546 |
| 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 | 2,384 |
| Electrical goods | 1,555 | 1,488 | 1,525 | 1,547 | 1,554 | 1,508 | 1,588 | 1,607 | 1,622 | 1,645 | 1,713 | 1,694 |
| Furniture, home furnishings | 517 | 503 | 521 | 516 | 500 | 515 | 533 | 512 | 536 | 521 | 559 | 574 |
| 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 | 1,199 |
| 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 | 1,440 |
| 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 | 3,199 |
| 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 | 1,335 |
| Scrap, waste materials | 401 | 394 | 426 | 418 | 404 | 456 | 413 | 446 | 480 | 433 | 457 | 514 |
| 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 | 14,416 |
| 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 | 12,409 |
| Groceries and related products | 4,747 | 4,777 | 4,633 | 4,709 | 4,741 | 4,757 | 4,863 | 4,849 | 4,883 | 4,915 | 5,001 | 5,173 |
| 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 | 1,302 |
| Drugs chemicals, allied products | 942 | 921 | 948 | 959 | 951 | 989 | 959 | 991 | 1,012 | 1,027 | 1,007 | 1,019 |
| Tobacco, tobacco products | 582 | 554 | 564 | 567 | 577 | 567 | 585 | 566 | 585 | 582 | 581 | 565 |
| 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 | 1,101 |
| Paper, paper products, excluding wallpaper | 671 | 658 | 666 | 688 | 685 | 665 | 653 | 690 | 687 | 710 | 699 | 730 |
| 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 | 2,007 |
| 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 | 2,519 |
| **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 | 31,732 |
| 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 | 29,560 |
| 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 | 18,884 |
| 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 | 3,820 |
| Electrical goods | 2,425 | 2,438 | 2,510 | 2,496 | 2,509 | 2,507 | 2,599 | 2,528 | 2,569 | 2,610 | 2,594 | 2,609 |
| Furniture, home furnishings | 732 | 734 | 734 | 736 | 743 | 742 | 777 | 768 | 771 | 757 | 814 | 842 |
| 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 | 2,024 |
| 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 | 1,297 |
| 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 | 5,342 |
| 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 | 2,212 |
| 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 | 12,848 |
| 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 | 10,676 |
| 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 | 2,843 |
| 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 | 1,270 |
| Paper, paper products, excluding wallpaper | 689 | 684 | 683 | 698 | 686 | 695 | 670 | 698 | 706 | 724 | 720 | 729 |
| **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 | 118 |
| 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 | 160 |
| Electrical goods | 156 | 164 | 165 | 161 | 161 | 166 | 164 | 157 | 158 | 159 | 151 | 154 |
| Furniture, home furnishings | 142 | 146 | 141 | 143 | 149 | 144 | 146 | 150 | 144 | 145 | 146 | 147 |
| 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 | 90 |
| Machinery, equipment, supplies | 181 | 179 | 176 | 171 | 174 | 173 | 171 | 171 | 171 | 167 | 170 | 167 |
| Metals, metalwork (except scrap) | 175 | 187 | 179 | 169 | 168 | 171 | 184 | 167 | 165 | 161 | 174 | 166 |
| NONDURABLE GOODS, TOTAL | 90 | 92 | 93 | 93 | 92 | 91 | 91 | 91 | 92 | 93 | 90 | 89 |
| TOTAL (excluding farm products, raw materials) | 87 | 90 | 89 | 90 | 90 | 90 | 90 | 88 | 87 | 88 | 87 | 86 |
| 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 | 126 |
| Paper, paper products, excluding wallpaper | 103 | 104 | 103 | 101 | 100 | 105 | 103 | 101 | 103 | 102 | 103 | 100 |

See footnotes at end of table.

# Table 4. Estimated Monthly Sales, Inventories, and Stock-Sales Ratio of Merchant Wholesalers, United States, for Selected Kinds of Business: 1972 and 1973--Continued

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

| Kind of business | 1973 | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 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 | 27,755 | 28,423 | 29,312 | 29,621 | 29,675 | 29,528 | 30,443 | 30,692 | 30,646 | 31,918 | 33,101 | 33,582 |
| TOTAL (excluding farm products, raw materials) | 25,552 | 26,160 | 26,935 | 27,041 | 27,112 | 26,895 | 27,521 | 27,810 | 27,679 | 28,719 | 29,644 | 29,870 |
| DURABLE GOODS, TOTAL | 12,974 | 13,181 | 13,720 | 13,806 | 13,964 | 13,781 | 14,039 | 13,950 | 13,968 | 14,391 | 14,995 | 15,056 |
| Motor vehicles, automotive equipment | 2,390 | 2,559 | 2,610 | 2,621 | 2,609 | 2,574 | 2,588 | 2,466 | 2,511 | 2,526 | 2,701 | 2,789 |
| Electrical goods | 1,779 | 1,721 | 1,840 | 1,898 | 1,836 | 1,910 | 1,996 | 1,877 | 1,882 | 1,904 | 1,900 | 1,925 |
| Furniture, home furnishings | 591 | 597 | 586 | 564 | 558 | 570 | 548 | 556 | 554 | 585 | 602 | 600 |
| Hardware, plumbing, heating equipment | 1,261 | 1,232 | 1,290 | 1,276 | 1,294 | 1,285 | 1,301 | 1,310 | 1,316 | 1,352 | 1,342 | 1,443 |
| Lumber, construction materials | 1,631 | 1,579 | 1,655 | 1,685 | 1,608 | 1,580 | 1,527 | 1,525 | 1,505 | 1,453 | 1,521 | 1,543 |
| Machinery, equipment, supplies | 3,159 | 3,247 | 3,388 | 3,379 | 3,490 | 3,430 | 3,502 | 3,551 | 3,498 | 3,686 | 3,820 | 3,730 |
| Metals, metalwork (except scrap) | 1,404 | 1,413 | 1,477 | 1,545 | 1,589 | 1,477 | 1,566 | 1,623 | 1,683 | 1,809 | 1,857 | 1,822 |
| Scrap, waste materials | 519 | 592 | 628 | 604 | 695 | 685 | 731 | 751 | 761 | 824 | 1,001 | 997 |
| NONDURABLE GOODS, TOTAL | 14,781 | 15,242 | 15,592 | 15,815 | 15,711 | 15,747 | 16,404 | 16,742 | 16,678 | 17,527 | 18,106 | 18,526 |
| TOTAL (excluding farm products, raw materials) | 12,578 | 12,979 | 13,215 | 13,235 | 13,148 | 13,114 | 13,482 | 13,860 | 13,711 | 14,328 | 14,649 | 14,814 |
| Groceries and related products | 5,163 | 5,378 | 5,529 | 5,600 | 5,455 | 5,429 | 5,737 | 5,918 | 5,701 | 5,844 | 6,036 | 6,331 |
| Beer, wine, distilled alcoholic beverages | 1,317 | 1,299 | 1,293 | 1,317 | 1,319 | 1,294 | 1,301 | 1,272 | 1,273 | 1,356 | 1,332 | 1,349 |
| Drugs, chemicals, allied products | 983 | 1,012 | 1,019 | 1,026 | 1,058 | 1,086 | 1,096 | 1,108 | 1,143 | 1,192 | 1,200 | 1,148 |
| Tobacco, tobacco products | 582 | 593 | 593 | 588 | 585 | 586 | 594 | 584 | 598 | 623 | 623 | 641 |
| Dry goods, apparel | 1,158 | 1,137 | 1,177 | 1,139 | 1,140 | 1,128 | 1,115 | 1,185 | 1,199 | 1,227 | 1,208 | 1,236 |
| Paper, paper products, excluding wallpaper | 742 | 752 | 768 | 758 | 792 | 805 | 783 | 795 | 806 | 848 | 840 | 831 |
| Farm products (raw materials)[2] | 2,203 | 2,263 | 2,377 | 2,580 | 2,563 | 2,633 | 2,922 | 2,882 | 2,967 | 3,199 | 3,457 | 3,712 |
| Other nondurable goods | 2,633 | 2,808 | 2,836 | 2,807 | 2,799 | 2,786 | 2,856 | 2,998 | 2,991 | 3,238 | 3,410 | 3,273 |
| **Inventories ADJUSTED for seasonal variations** | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 32,582 | 33,051 | 33,245 | 33,574 | 33,986 | 34,148 | 34,653 | 34,964 | 35,266 | 35,379 | 36,265 | 36,783 |
| TOTAL (excluding farm products, raw materials) | 30,189 | 30,465 | 30,636 | 30,844 | 31,374 | 31,687 | 31,871 | 31,858 | 32,189 | 32,436 | 33,101 | 33,639 |
| DURABLE GOODS, TOTAL | 19,229 | 19,321 | 19,457 | 19,496 | 19,929 | 20,141 | 20,159 | 20,089 | 20,257 | 20,331 | 20,787 | 21,133 |
| Motor vehicles, automotive equipment | 4,170 | 4,044 | 3,888 | 3,786 | 3,989 | 3,915 | 3,885 | 3,877 | 4,041 | 4,045 | 4,073 | 4,184 |
| Electrical goods | 2,599 | 2,628 | 2,688 | 2,735 | 2,746 | 2,869 | 2,899 | 2,918 | 2,798 | 2,884 | 2,971 | 3,059 |
| Furniture, home furnishings | 872 | 874 | 872 | 882 | 884 | 872 | 912 | 928 | 945 | 917 | 952 | 952 |
| Hardware, plumbing, heating equipment | 2,033 | 2,058 | 2,088 | 2,096 | 2,116 | 2,154 | 2,153 | 2,180 | 2,186 | 2,205 | 2,228 | 2,268 |
| Lumber, construction materials | 1,299 | 1,319 | 1,360 | 1,419 | 1,464 | 1,488 | 1,444 | 1,400 | 1,404 | 1,389 | 1,433 | 1,473 |
| Machinery, equipment, supplies | 5,374 | 5,516 | 5,580 | 5,568 | 5,669 | 5,781 | 5,736 | 5,739 | 5,796 | 5,847 | 6,010 | 6,164 |
| Metals, metalwork (except scrap) | 2,142 | 2,119 | 2,193 | 2,206 | 2,245 | 2,205 | 2,255 | 2,187 | 2,234 | 2,173 | 2,237 | 2,183 |
| NONDURABLE GOODS, TOTAL | 13,353 | 13,730 | 13,788 | 14,078 | 14,057 | 14,007 | 14,494 | 14,875 | 15,009 | 15,048 | 15,478 | 15,650 |
| TOTAL (excluding farm products, raw materials) | 10,960 | 11,144 | 11,179 | 11,348 | 11,445 | 11,546 | 11,712 | 11,769 | 11,932 | 12,105 | 12,314 | 12,506 |
| Groceries and related products | 2,910 | 2,977 | 3,069 | 3,136 | 3,151 | 3,227 | 3,173 | 3,216 | 3,308 | 3,389 | 3,570 | 3,631 |
| Beer, wine, distilled alcoholic beverages | 1,361 | 1,367 | 1,316 | 1,380 | 1,380 | 1,407 | 1,379 | 1,363 | 1,350 | 1,365 | 1,403 | 1,390 |
| Drugs, chemicals, allied products | 1,308 | 1,311 | 1,323 | 1,323 | 1,332 | 1,343 | 1,386 | 1,416 | 1,367 | 1,407 | 1,437 | 1,456 |
| Paper, paper products, excluding wallpaper | 738 | 742 | 765 | 774 | 761 | 771 | 780 | 787 | 790 | 801 | 804 | 822 |
| **Stock-sales ratios based on ADJUSTED data** | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 117 | 116 | 113 | 113 | 115 | 116 | 114 | 114 | 115 | 111 | 110 | 110 |
| TOTAL (excluding farm products, raw materials) | 118 | 116 | 114 | 114 | 116 | 118 | 116 | 115 | 116 | 113 | 112 | 113 |
| DURABLE GOODS, TOTAL | 148 | 147 | 142 | 141 | 143 | 146 | 144 | 144 | 145 | 141 | 139 | 140 |
| Motor vehicles, automotive equipment | 174 | 158 | 149 | 144 | 153 | 152 | 150 | 157 | 161 | 160 | 151 | 150 |
| Electrical goods | 146 | 153 | 146 | 144 | 150 | 150 | 145 | 156 | 149 | 151 | 156 | 159 |
| Furniture, home furnishings | 148 | 146 | 149 | 156 | 158 | 153 | 166 | 167 | 170 | 157 | 158 | 159 |
| Hardware, plumbing, heating equipment | 161 | 167 | 162 | 164 | 164 | 168 | 165 | 166 | 166 | 163 | 166 | 157 |
| Lumber, construction materials | 80 | 84 | 82 | 84 | 91 | 94 | 95 | 92 | 93 | 96 | 94 | 95 |
| Machinery, equipment, supplies | 170 | 170 | 165 | 165 | 162 | 168 | 164 | 162 | 166 | 159 | 157 | 165 |
| Metals, metalwork (except scrap) | 153 | 150 | 148 | 143 | 141 | 149 | 144 | 135 | 133 | 120 | 120 | 120 |
| NONDURABLE GOODS, TOTAL | 90 | 90 | 88 | 89 | 89 | 89 | 88 | 89 | 90 | 86 | 85 | 84 |
| TOTAL (excluding farm products, raw materials) | 87 | 86 | 85 | 86 | 87 | 88 | 87 | 85 | 87 | 84 | 84 | 84 |
| Groceries and related products | 56 | 55 | 56 | 56 | 58 | 59 | 55 | 54 | 58 | 58 | 59 | 57 |
| Beer, wine, distilled alcoholic beverages | 103 | 105 | 102 | 105 | 105 | 109 | 106 | 107 | 106 | 101 | 105 | 103 |
| Drugs, chemicals, allied products | 133 | 130 | 130 | 129 | 126 | 124 | 126 | 128 | 120 | 118 | 120 | 127 |
| Paper, paper products, excluding wallpaper | 99 | 99 | 100 | 102 | 96 | 96 | 100 | 99 | 98 | 94 | 96 | 99 |

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.

[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.

# Table 5. Percent Changes in Sales and Inventories of Merchant Wholesalers, United States, by Kind of Business: December 1973

| Kind of business | Unadjusted | | | | | Adjusted[1] | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories, end-of-month (at cost) | | Sales | | Inventories, end-of-month (at cost) | |
| | December 1973 from-- | | 12 months 1973 from 12 months 1972 | December 1973 from-- | | December 1973 from-- | | December 1973 from-- | |
| | Dec. 1972 | Nov. 1973 | | Dec. 1972 | Nov. 1973 | Dec. 1972 | Nov. 1973 | Dec. 1972 | Nov. 1973 |
| MERCHANT WHOLESALERS, TOTAL | +25 | -4 | +22 | +16 | +1 | +25 | +1 | +16 | +1 |
| TOTAL (excluding farm products, raw materials) | +19 | -5 | +18 | +14 | 0 | +20 | +1 | +14 | +2 |
| DURABLE GOODS, TOTAL | +19 | -8 | +21 | +12 | +1 | +20 | 0 | +12 | +2 |
| Motor vehicles, automotive equipment, total | +17 | -8 | +14 | +9 | +3 | +17 | +3 | +10 | +3 |
| Automobiles, other motor vehicles | +24 | -3 | +18 | +2 | +6 | - | - | - | - |
| Automotive equipment, tires, tubes | +11 | -12 | +12 | +15 | +2 | - | - | - | - |
| Automotive equipment | +6 | -12 | +9 | +14 | +2 | - | - | - | - |
| Electrical goods, total | +14 | -6 | +18 | +17 | -1 | +14 | +1 | +17 | +3 |
| Electrical supplies, apparatus | +29 | +1 | +22 | +22 | -2 | - | - | - | - |
| Electrical appliances, TV, radio sets, electronic parts, equipment | +2 | -12 | +15 | +14 | 0 | - | - | - | - |
| Appliances, TV, radio sets | 0 | -10 | +11 | +9 | 0 | - | - | - | - |
| Furniture, home furnishings, total | +3 | -15 | +9 | +13 | -2 | +5 | 0 | +13 | 0 |
| Furniture-household, office | -14 | -8 | +5 | +12 | 0 | - | - | - | - |
| Household furniture | -16 | -11 | +4 | +7 | +2 | - | - | - | - |
| Office furniture | -12 | -6 | +7 | +19 | -3 | - | - | - | - |
| Home furnishings, floor coverings | +11 | -17 | +11 | +13 | -2 | - | - | - | - |
| Hardware, plumbing, heating equipment, supplies, total | +20 | -8 | +16 | +12 | 0 | +20 | +8 | +12 | +2 |
| Hardware | +21 | -16 | +17 | +16 | +2 | - | - | - | - |
| General-line hardware | +21 | -19 | +17 | +15 | +4 | - | - | - | - |
| Plumbing and heating equipment, supplies | +18 | -4 | +16 | +8 | -1 | - | - | - | - |
| Air conditioning, refrigeration equipment, supplies | +23 | +6 | +15 | +18 | 0 | - | - | - | - |
| Lumber, construction materials, total | +6 | -15 | +18 | +14 | +3 | +7 | +1 | +14 | +3 |
| Lumber, millwork | +11 | -13 | +23 | +14 | +2 | - | - | - | - |
| Construction materials | -2 | -19 | +11 | +12 | +4 | - | - | - | - |
| Machinery, equipment, supplies, total | +15 | -6 | +19 | +15 | +2 | +17 | -2 | +15 | +3 |
| Commercial machines, equipment | +41 | +2 | +24 | +22 | +1 | - | - | - | - |
| Construction machinery, equipment | +23 | -1 | +20 | +17 | 0 | - | - | - | - |
| Industrial machinery, equipment, supplies | +13 | -11 | +22 | +14 | +2 | - | - | - | - |
| Professional equipment, supplies | +14 | +6 | +9 | +21 | +2 | - | - | - | - |
| Surgical, medical, hospital supplies | +28 | +11 | +17 | +27 | +2 | - | - | - | - |
| Service-establishment equipment, supplies | +8 | -5 | +5 | +6 | +1 | - | - | - | - |
| Metals, metalwork (except scrap), total | +35 | -8 | +36 | -1 | +2 | +36 | -2 | -1 | 0 |
| Iron, steel, and products | +33 | -8 | +36 | -4 | +2 | - | - | - | - |
| Nonferrous metal | +41 | -10 | +39 | +17 | 0 | - | - | - | - |
| Scrap, waste materials, total[2] | +91 | -6 | +67 | +25 | 0 | +94 | 0 | +26 | -2 |
| Iron, steel scrap | +98 | -7 | +77 | +22 | -3 | - | - | - | - |
| Waste materials | +81 | -3 | +51 | +31 | +5 | - | - | - | - |
| Jewelry | 0 | -16 | +31 | (S) | (S) | 0 | -18 | (S) | (S) |
| NONDURABLE GOODS, TOTAL | +29 | -1 | +23 | +23 | +1 | +29 | +2 | +22 | +1 |
| TOTAL (excluding farm products, raw materials) | +19 | -2 | +16 | +17 | -1 | +19 | +1 | +17 | +2 |
| Groceries and related products, total | +22 | 0 | +17 | +28 | 0 | +22 | +5 | +28 | +2 |
| General-line groceries | +16 | +1 | +12 | +20 | -1 | - | - | - | - |
| Voluntary groups | +12 | +1 | +10 | +15 | -3 | - | - | - | - |
| Retailer cooperatives | +11 | -6 | +12 | +25 | -1 | - | - | - | - |
| Nonaffiliated | +31 | +6 | +14 | +22 | +2 | - | - | - | - |
| Specialty-line groceries | +30 | 0 | +21 | +37 | +1 | - | - | - | - |
| Confectionery | +9 | -10 | +8 | +6 | -3 | - | - | - | - |
| Meats, meat products | +22 | 0 | +21 | +34 | -2 | - | - | - | - |
| Poultry, poultry products | +40 | +3 | +33 | +48 | 0 | - | - | - | - |
| Fresh fruits, vegetables | +16 | -3 | +17 | +22 | -3 | - | - | - | - |
| Beer, wine, distilled alcoholic beverages, total | +2 | +9 | +5 | +5 | -11 | +4 | +1 | +5 | -1 |
| Beer | +5 | -1 | +5 | +9 | -8 | - | - | - | - |
| Wine, distilled spirits | 0 | +16 | +4 | +4 | -12 | - | - | - | - |
| Drugs, chemicals, allied products, total | +13 | -8 | +12 | +15 | -1 | +13 | -4 | +15 | +1 |
| Drugs, drug proprietaries, druggists' sundries | +6 | -9 | +9 | +12 | -4 | - | - | - | - |
| General-line drugs | +5 | -10 | +7 | +13 | 0 | - | - | - | - |
| Paints, varnishes | +27 | -8 | +9 | +9 | +2 | - | - | - | - |
| Other chemicals, allied products | +22 | -8 | +17 | +21 | +7 | - | - | - | - |
| Tobacco, tobacco products | +12 | +3 | +5 | r+12 | r-4 | +13 | +3 | r+12 | r+1 |
| Dry goods, apparel, total | +11 | -15 | +8 | (S) | (S) | +12 | +2 | (S) | (S) |
| Apparel and accessories, hosiery, lingerie, footwear | +14 | -17 | +8 | (S) | (S) | - | - | - | - |
| Dry goods, notions | +11 | -11 | +5 | (S) | (S) | - | - | - | - |
| Piece goods converters | +1 | -12 | +16 | (S) | (S) | - | - | - | - |
| Paper, paper products, excluding wallpaper, total | +13 | -7 | +16 | +13 | +2 | +14 | -1 | +13 | +2 |
| Paper | +15 | -6 | +16 | +12 | +3 | - | - | - | - |
| Stationery, office supplies | +7 | -10 | +15 | +14 | +2 | - | - | - | - |
| Farm products (raw materials), total[2] | +89 | +4 | +79 | +45 | +7 | +85 | +7 | +45 | -1 |
| Cotton | +92 | +42 | +30 | +51 | +48 | - | - | - | - |
| Grain | +102 | 0 | +97 | +56 | -1 | - | - | - | - |
| Other nondurable goods, total | +31 | -3 | +26 | +18 | +2 | +30 | -4 | +18 | +4 |
| Amusement, sporting goods | +2 | -7 | +13 | +5 | -6 | - | - | - | - |
| Books, magazines, newspapers | +9 | -3 | +10 | +13 | -2 | - | - | - | - |
| Coal | +62 | +9 | +24 | (S) | (S) | - | - | - | - |
| Farm supplies | +47 | -9 | +41 | +8 | +3 | - | - | - | - |

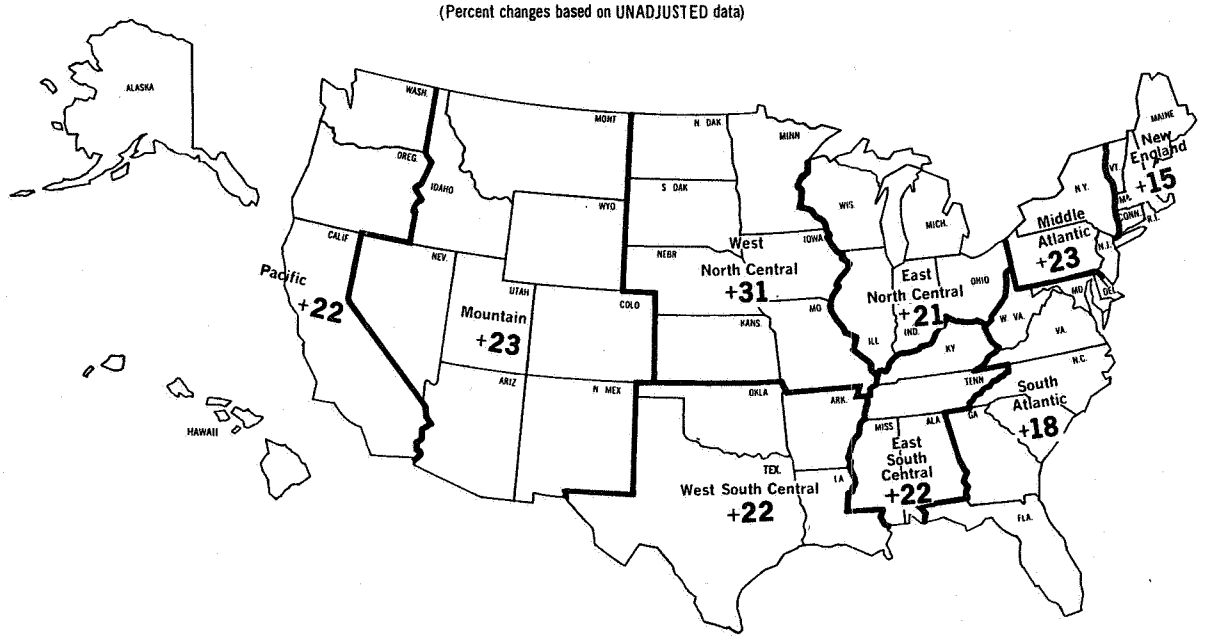
S Does not meet publication standards because of extreme variability or high nonresponse rate.

[1]Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kind 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.

[r]Revised.

## Sales of Merchant Wholesalers by Geographic Division
## 12 Months 1973 Compared With 12 Months 1972

(Percent changes based on UNADJUSTED data)

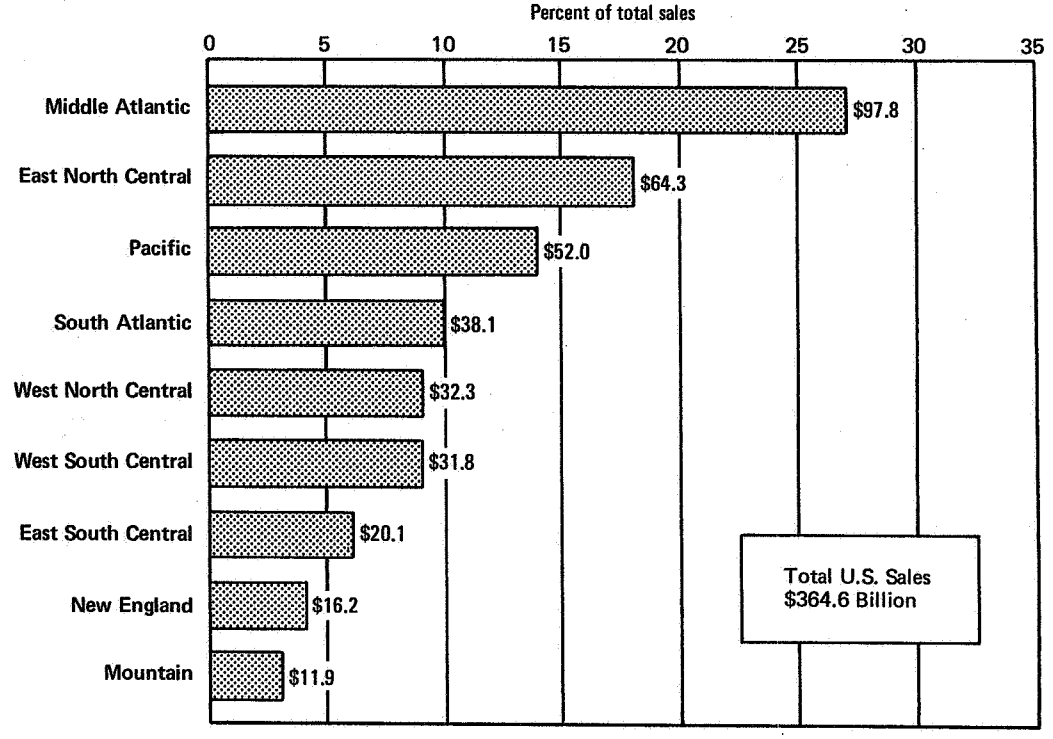



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U.S. DEPARTMENT OF COMMERCE
Social and Economic Statistics Administration
BUREAU OF THE CENSUS

## Geographic Distribution of Wholesale Sales: 1973

(Sales in billions of dollars)



# Table 6. Estimated Monthly Sales of Merchant Wholesalers and Sampling Errors, by Geographic Division: 1972 and 1973

(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 | Sampling error of the estimate | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | Range | Median |
| | 1973 | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 26,326 | 25,562 | 29,852 | 28,859 | 31,232 | 30,104 | 29,892 | 32,391 | 29,849 | 34,067 | 33,895 | 32,532 | 364,557 | 0.8-0.9 | 0.8 |
| New England | 1,202 | 1,092 | 1,307 | 1,319 | 1,372 | 1,356 | 1,363 | 1,527 | 1,347 | 1,466 | 1,480 | 1,386 | 16,217 | 3-4 | 4 |
| Middle Atlantic | 6,970 | 6,965 | 8,163 | 7,559 | 8,215 | 7,936 | 7,801 | 8,485 | 8,002 | 9,070 | 9,432 | 9,221 | 97,821 | 1-2 | 2 |
| East North Central | 4,804 | 4,512 | 5,230 | 5,162 | 5,574 | 5,296 | 5,367 | 5,831 | 5,330 | 5,969 | 5,830 | 5,442 | 64,348 | 2-2 | 2 |
| West North Central | 2,260 | 2,098 | 2,536 | 2,438 | 2,699 | 2,625 | 2,714 | 3,002 | 2,806 | 3,142 | 3,056 | 2,902 | 32,277 | 2-3 | 2 |
| South Atlantic | 2,760 | 2,747 | 3,165 | 3,094 | 3,236 | 3,231 | 3,174 | 3,284 | 2,914 | 3,534 | 3,516 | 3,421 | 38,077 | 2-3 | 3 |
| East South Central | 1,512 | 1,414 | 1,661 | 1,558 | 1,725 | 1,583 | 1,675 | 1,707 | 1,666 | 1,952 | 1,917 | 1,765 | 20,137 | 4-6 | 5 |
| West South Central | 2,196 | 2,224 | 2,526 | 2,518 | 2,805 | 2,709 | 2,613 | 2,895 | 2,568 | 2,999 | 2,886 | 2,866 | 31,806 | 2-5 | 3 |
| Mountain | 850 | 805 | 949 | 937 | 978 | 974 | 1,007 | 1,095 | 988 | 1,116 | 1,088 | 1,106 | 11,895 | 3-5 | 4 |
| Pacific | 3,771 | 3,706 | 4,316 | 4,274 | 4,629 | 4,394 | 4,177 | 4,563 | 4,228 | 4,819 | 4,688 | 4,421 | 51,979 | 2-4 | 3 |
| DURABLE GOODS, TOTAL | 11,856 | 11,699 | 13,831 | 13,841 | 14,828 | 14,567 | 14,073 | 14,958 | 13,739 | 15,463 | 14,971 | 13,762 | 167,582 | 1.3-1.6 | 1.5 |
| New England | 541 | 513 | 620 | 645 | 675 | 673 | 636 | 694 | 640 | 720 | 730 | 640 | 7,727 | 4-6 | 5 |
| Middle Atlantic | 2,679 | 2,713 | 3,297 | 3,110 | 3,434 | 3,329 | 3,238 | 3,363 | 3,072 | 3,529 | 3,550 | 3,226 | 38,539 | 2-4 | 3 |
| East North Central | 2,322 | 2,178 | 2,550 | 2,571 | 2,713 | 2,624 | 2,669 | 2,870 | 2,657 | 2,991 | 2,865 | 2,588 | 31,597 | 2-5 | 3 |
| West North Central | 754 | 731 | 877 | 865 | 942 | 939 | 947 | 987 | 989 | 1,045 | 993 | 875 | 10,943 | 4-7 | 5 |
| South Atlantic | 1,406 | 1,392 | 1,640 | 1,709 | 1,750 | 1,745 | 1,646 | 1,767 | 1,588 | 1,790 | 1,758 | 1,585 | 19,778 | 3-6 | 4 |
| East South Central | 583 | 558 | 646 | 669 | 729 | 734 | 684 | 730 | 714 | 759 | 675 | 611 | 8,093 | 5-7 | 6 |
| West South Central | 1,134 | 1,166 | 1,361 | 1,368 | 1,494 | 1,499 | 1,452 | 1,520 | 1,343 | 1,528 | 1,426 | 1,371 | 16,663 | 2-5 | 3 |
| Mountain | 430 | 421 | 507 | 500 | 520 | 544 | 560 | 589 | 516 | 569 | 561 | 561 | 6,279 | 5-8 | 5 |
| Pacific | 2,006 | 2,028 | 2,335 | 2,404 | 2,570 | 2,480 | 2,240 | 2,438 | 2,220 | 2,530 | 2,415 | 2,305 | 27,964 | 3-6 | 4 |
| NONDURABLE GOODS, TOTAL | 14,470 | 13,863 | 16,021 | 15,018 | 16,404 | 15,537 | 15,819 | 17,433 | 16,110 | 18,604 | 18,924 | 18,770 | 196,975 | 1.2-1.5 | 1.2 |
| New England | 661 | 579 | 688 | 673 | 697 | 683 | 727 | 832 | 707 | 746 | 750 | 747 | 8,491 | 6-8 | 6 |
| Middle Atlantic | 4,291 | 4,253 | 4,866 | 4,450 | 4,781 | 4,607 | 4,562 | 5,123 | 4,930 | 5,541 | 5,883 | 5,996 | 59,282 | 2-2 | 2 |
| East North Central | 2,482 | 2,334 | 2,680 | 2,591 | 2,861 | 2,672 | 2,698 | 2,961 | 2,674 | 2,978 | 2,965 | 2,854 | 32,751 | 2-4 | 3 |
| West North Central | 1,506 | 1,367 | 1,659 | 1,573 | 1,757 | 1,686 | 1,767 | 2,015 | 1,817 | 2,097 | 2,064 | 2,027 | 21,334 | 3-5 | 3 |
| South Atlantic | 1,354 | 1,355 | 1,525 | 1,385 | 1,486 | 1,486 | 1,528 | 1,516 | 1,326 | 1,744 | 1,758 | 1,836 | 18,299 | 3-5 | 4 |
| East South Central | 929 | 856 | 1,016 | 889 | 995 | 849 | 991 | 977 | 952 | 1,193 | 1,243 | 1,154 | 12,044 | 4-6 | 5 |
| West South Central | 1,062 | 1,058 | 1,165 | 1,150 | 1,310 | 1,210 | 1,161 | 1,375 | 1,225 | 1,471 | 1,461 | 1,495 | 15,142 | 4-6 | 4 |
| Mountain | 420 | 383 | 443 | 437 | 457 | 430 | 448 | 506 | 472 | 947 | 527 | 545 | 5,616 | 3-6 | 5 |
| Pacific | 1,764 | 1,678 | 1,981 | 1,870 | 2,059 | 1,914 | 1,937 | 2,126 | 2,008 | 2,288 | 2,274 | 2,116 | 24,015 | 2-5 | 4 |
| | 1972 | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 21,756 | 22,012 | 24,938 | 23,044 | 25,290 | 25,398 | 23,491 | 26,654 | 25,555 | 26,823 | 27,154 | 26,089 | 298,199 | 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 | 1,223 | 14,107 | 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 | 7,005 | 79,416 | 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 | 4,650 | 53,182 | 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 | 2,289 | 24,642 | 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 | 2,766 | 32,139 | 2-3 | 3 |
| East South Central | 1,263 | 1,214 | 1,353 | 1,255 | 1,392 | 1,388 | 1,278 | 1,423 | 1,420 | 1,509 | 1,499 | 1,442 | 16,447 | 4-6 | 5 |
| West South Central | 1,924 | 2,056 | 2,196 | 2,057 | 2,267 | 2,245 | 2,085 | 2,359 | 2,220 | 2,314 | 2,176 | 2,221 | 26,122 | 2-5 | 3 |
| Mountain | 683 | 695 | 804 | 738 | 814 | 832 | 815 | 894 | 852 | 847 | 857 | 830 | 9,659 | 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 | 3,663 | 42,484 | 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 | 11,557 | 138,446 | 1.3-1.6 | 1.5 |
| New England | 453 | 466 | 521 | 504 | 533 | 554 | 490 | 584 | 530 | 580 | 584 | 551 | 6,351 | 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 | 2,673 | 32,318 | 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 | 2,178 | 25,736 | 2-5 | 3 |
| West North Central | 627 | 624 | 715 | 713 | 780 | 795 | 747 | 858 | 799 | 861 | 825 | 759 | 9,103 | 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 | 1,354 | 16,441 | 3-6 | 4 |
| East South Central | 470 | 463 | 543 | 541 | 560 | 614 | 539 | 622 | 603 | 627 | 558 | 554 | 6,694 | 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 | 1,133 | 13,831 | 2-5 | 3 |
| Mountain | 334 | 352 | 420 | 395 | 425 | 451 | 443 | 485 | 468 | 464 | 462 | 424 | 5,123 | 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 | 1,930 | 22,849 | 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 | 14,532 | 159,753 | 1.2-1.5 | 1.2 |
| New England | 568 | 563 | 662 | 607 | 682 | 691 | 658 | 706 | 627 | 625 | 695 | 672 | 7,756 | 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 | 4,332 | 47,098 | 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 | 2,472 | 27,446 | 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 | 1,530 | 15,539 | 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 | 1,412 | 15,699 | 3-5 | 4 |
| East South Central | 793 | 751 | 810 | 726 | 831 | 774 | 740 | 801 | 817 | 882 | 941 | 888 | 9,753 | 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 | 1,088 | 12,291 | 4-6 | 4 |
| Mountain | 349 | 342 | 384 | 343 | 383 | 381 | 372 | 409 | 384 | 383 | 395 | 406 | 4,536 | 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 | 1,732 | 19,635 | 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: 1973, 1972, and 1971

| 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 1973 from 1972 | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL..... | +22 | +15 | +23 | +21 | +31 | +18 | +22 | +22 | +23 | +22 | 0.4 | 1.5 | 1.1 | 0.7 | 1.6 | 1.0 | 1.7 | 1.1 | 2.6 | 1.2 |
| DURABLE GOODS, TOTAL..... | +21 | +22 | +19 | +23 | +20 | +20 | +21 | +20 | +22 | +22 | 0.6 | 2.1 | 1.4 | 1.0 | 1.5 | 1.5 | 2.6 | 1.5 | 3.4 | 2.1 |
| Motor vehicles, automotive equipment... | +14 | +24 | +9 | +19 | +16 | +14 | +14 | +22 | +21 | +11 | 1 | 9 | 3 | 4 | 4 | 5 | 8 | 5 | 9 | 4 |
| Electrical goods..... | +18 | +23 | +10 | +22 | +17 | +20 | +16 | +15 | (S) | +19 | 1 | 5 | 3 | 4 | 4 | 2 | 4 | 3 | - | 3 |
| Furniture, home furnishings..... | +9 | +2 | +4 | +10 | +13 | +24 | +8 | +10 | +17 | +6 | 2 | 7 | 4 | 3 | 7 | 5 | 7 | 6 | 5 | 4 |
| Hardware, plumbing, heating equipment.. | +16 | +21 | +10 | +16 | +24 | +22 | +14 | +13 | +19 | +14 | 1 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 4 | 3 |
| Lumber, construction materials..... | +18 | +32 | +21 | +10 | +14 | +16 | +15 | (S) | +9 | +20 | 2 | 5 | 3 | 5 | 5 | 5 | 5 | - | 8 | 5 |
| Machinery, equipment, supplies..... | +19 | +13 | +10 | +26 | +17 | +20 | +20 | +24 | +18 | +23 | 2 | 8 | 4 | 2 | 4 | 5 | 4 | 3 | 4 | 3 |
| Metals, metalwork (except scrap)..... | +36 | +20 | +44 | +30 | +23 | +36 | +53 | +28 | +39 | +41 | 2 | 9 | 3 | 3 | 9 | 7 | 7 | 6 | 8 | 4 |
| Scrap, waste materials..... | +67 | +49 | (S) | +48 | +65 | +50 | +72 | +62 | +88 | +80 | 4 | 6 | - | 3 | 4 | 8 | 6 | 5 | 24 | 5 |
| NONDURABLE GOODS, TOTAL..... | +23 | +9 | +26 | +19 | +37 | +16 | +23 | +23 | +24 | +22 | 0.5 | 2.0 | 1.3 | 1.6 | 2.4 | 1.2 | 2.2 | 1.7 | 3.7 | 1.1 |
| Groceries and related products..... | +17 | +8 | +22 | +17 | +21 | +12 | +11 | +17 | +20 | +18 | 1 | 4 | 2 | 2 | 3 | 3 | 3 | 2 | 4 | 3 |
| Beer, wine, distilled alcoholic beverages | +5 | +2 | +5 | +5 | +6 | +7 | -5 | +5 | +15 | +2 | 1 | 4 | 2 | 2 | 5 | 3 | 6 | 5 | 4 | 3 |
| Drugs, chemicals, allied products..... | +12 | +15 | +12 | +17 | +4 | +9 | +10 | +9 | +8 | +11 | 1 | 3 | 3 | 2 | 5 | 3 | 3 | 4 | 6 | 5 |
| Tobacco, tobacco products..... | +5 | -6 | +6 | +5 | +2 | +5 | +14 | +2 | (S) | +4 | 1 | 6 | 2 | 2 | 4 | 4 | 3 | 6 | - | 3 |
| Dry goods, apparel..... | +8 | +14 | +6 | +2 | (S) | +15 | (S) | (S) | +1 | +27 | 2 | 8 | 2 | 4 | - | 8 | - | - | 6 | 4 |
| Paper, paper products, excl. wallpaper. | +16 | +15 | +10 | +18 | +15 | +29 | +19 | +15 | +14 | +16 | 1 | 6 | 2 | 2 | 3 | 3 | 5 | 4 | 6 | 3 |
| Farm products (raw materials)..... | +79 | (S) | +108 | +48 | +84 | +58 | +62 | +77 | (S) | +87 | 2 | - | 2 | 9 | 6 | 1 | 4 | 4 | - | 2 |
| Other nondurable goods..... | +26 | +10 | +33 | +28 | (S) | +22 | +13 | +24 | +20 | +24 | 2 | 5 | 4 | 2 | - | 5 | 9 | 7 | 5 | 4 |
| | 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 |

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 1973

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

| Kind of business and geographic division[1] | Percent change in— | | | | | Sampling errors of the ratio corresponding to the percent change in columns--[2] | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Sales | | | Inventories | | | | | | |
| | December 1973 from— | | 12 months 1973 from 12 months 1972 | December 1973 from— | | | | | | |
| | December 1972 | November 1973 | | December 1972 | November 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| MERCHANT WHOLESALERS, TOTAL | +25 | -4 | +22 | +16 | +1 | 0.9 | 0.4 | 0.4 | 0.8 | 0.2 |
| New England | +13 | -6 | +15 | +10 | +1 | 4.4 | 1.5 | 1.5 | 3.6 | 0.4 |
| Middle Atlantic | +32 | -2 | +23 | +15 | +2 | 1.4 | 0.8 | 1.1 | 1.5 | 0.6 |
| East North Central | +17 | -7 | +21 | +14 | -1 | 2.1 | 1.1 | 0.7 | 1.5 | 0.6 |
| West North Central | +27 | -5 | +31 | +23 | -1 | 3.2 | 1.6 | 1.6 | 3.1 | 0.8 |
| South Atlantic | +24 | -3 | +18 | +19 | 0 | 2.2 | 1.0 | 1.0 | 1.7 | 0.7 |
| East South Central | +22 | -8 | +22 | +14 | +4 | 3.4 | 1.6 | 1.7 | 2.2 | 0.7 |
| West South Central | +29 | -1 | +22 | +16 | +4 | 2.3 | 1.2 | 1.1 | 2.7 | 0.6 |
| Mountain | +33 | +2 | +23 | +22 | 0 | 4.4 | 2.6 | 2.6 | 4.6 | 1.0 |
| Pacific | +21 | -6 | +22 | +17 | 0 | 3.6 | 1.5 | 1.2 | 3.3 | 0.8 |
| Durable goods, total | +19 | -8 | +21 | +12 | +1 | 1.4 | 0.7 | 0.6 | 1.0 | 0.3 |
| New England | +16 | -12 | +22 | +7 | +1 | 7.7 | 2.7 | 2.1 | 3.7 | 0.9 |
| Middle Atlantic | +21 | -9 | +19 | +10 | +1 | 2.7 | 1.3 | 1.4 | 1.9 | 0.8 |
| East North Central | +19 | -10 | +23 | +12 | 0 | 3.1 | 1.6 | 1.0 | 1.9 | 0.9 |
| West North Central | +15 | -12 | +20 | +19 | -1 | 3.9 | 2.5 | 1.5 | 3.5 | 0.7 |
| South Atlantic | +17 | -10 | +20 | +11 | +1 | 3.1 | 1.6 | 1.5 | 2.5 | 0.8 |
| East South Central | +10 | -10 | +21 | +11 | -1 | 4.4 | 2.5 | 2.6 | 3.5 | 0.8 |
| West South Central | +21 | -4 | +20 | +7 | -1 | 3.4 | 1.4 | 1.5 | 3.4 | 0.7 |
| Mountain | +32 | 0 | +22 | +22 | 0 | 6.8 | 4.4 | 3.4 | 5.8 | 1.2 |
| Pacific | +19 | -5 | +22 | +9 | 0 | 6.7 | 2.0 | 2.1 | 3.1 | 1.5 |
| Nondurable goods, total | +29 | -1 | +23 | +23 | +1 | 1.3 | 0.6 | 0.5 | 1.3 | 0.3 |
| New England | +11 | -1 | +9 | +11 | -2 | 5.0 | 1.9 | 2.0 | 6.5 | 1.6 |
| Middle Atlantic | +38 | +2 | +26 | +20 | +1 | 1.7 | 1.1 | 1.3 | 3.6 | 0.6 |
| East North Central | +15 | -4 | +19 | +15 | -5 | 2.6 | 1.4 | 1.6 | 2.4 | 0.6 |
| West North Central | +32 | -2 | +37 | +25 | -3 | 3.9 | 1.7 | 2.4 | 5.4 | 1.3 |
| South Atlantic | +30 | +4 | +16 | +29 | -3 | 2.7 | 1.4 | 1.2 | 2.3 | 0.8 |
| East South Central | +30 | -7 | +23 | +15 | +7 | 4.0 | 1.5 | 2.2 | 2.6 | 0.9 |
| West South Central | +37 | +2 | +23 | +32 | +9 | 3.2 | 1.8 | 1.7 | 3.5 | 1.0 |
| Mountain | +34 | +3 | +24 | +18 | -2 | 5.0 | 1.9 | 3.7 | 6.7 | 1.9 |
| Pacific | +22 | -7 | +22 | +28 | -2 | 3.2 | 1.4 | 1.1 | 5.1 | 1.6 |
| Automotive equipment, tire, tubes | +11 | -12 | +12 | +15 | +2 | 3 | 2 | 1 | 3 | 1 |
| New England | (S) | (S) | +11 | (S) | 0 | - | 4 | 7 | - | 1 |
| Middle Atlantic | +14 | -12 | +12 | 0 | 0 | 9 | 5 | 5 | 8 | 1 |
| East North Central | +11 | -9 | +9 | +17 | +3 | 8 | 3 | 3 | 7 | 1 |
| West North Central | +13 | -14 | +19 | +28 | -1 | 9 | 4 | 5 | 9 | 2 |
| South Atlantic | +13 | -12 | +6 | +14 | 0 | 8 | 3 | 3 | 6 | 3 |
| East South Central | (S) | -10 | +4 | +3 | +3 | - | 4 | 6 | 9 | 3 |
| West South Central | +16 | -9 | +16 | +4 | -2 | 9 | 4 | 4 | 8 | 1 |
| Mountain | (S) | -15 | (S) | (S) | +2 | - | 6 | - | - | 2 |
| Pacific | 0 | -14 | +9 | +17 | +2 | 9 | 3 | 3 | 9 | 2 |
| Electrical supplies, apparatus | +29 | +1 | +22 | +22 | -2 | 3 | 1 | 2 | 2 | 1 |
| New England | (S) | +2 | +11 | (S) | -4 | - | 3 | 4 | - | 1 |
| Middle Atlantic | +13 | -1 | +15 | +9 | -3 | 7 | 4 | 3 | 6 | 1 |
| East North Central | +38 | +2 | +25 | +16 | -6 | 6 | 2 | 4 | 6 | 1 |
| West North Central | (S) | -4 | +28 | +27 | -2 | - | 3 | 3 | 7 | 1 |
| South Atlantic | +12 | -2 | +21 | +15 | -4 | 7 | 3 | 2 | 5 | 1 |
| East South Central | (S) | +1 | +24 | (S) | -3 | - | 4 | 6 | - | 2 |
| West South Central | +32 | -1 | +22 | +26 | -4 | 8 | 3 | 5 | 8 | 1 |
| Mountain | (S) | +4 | (S) | (S) | -1 | - | 2 | - | - | 1 |
| Pacific | +29 | +6 | +15 | +33 | +1 | 7 | 3 | 4 | 6 | 1 |
| Electrical appliances, TV, radio sets, electronic parts equipment | +2 | -12 | +15 | +14 | 0 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | -29 | +31 | (S) | +12 | - | 5 | 8 | - | 3 |
| Middle Atlantic | 0 | -13 | +7 | +8 | -1 | 7 | 5 | 4 | 8 | 2 |
| East North Central | +6 | -8 | +18 | +18 | -1 | 8 | 4 | 4 | 7 | 2 |
| West North Central | (S) | -8 | +11 | (S) | -2 | - | 5 | 5 | - | 2 |
| South Atlantic | +2 | -14 | +20 | +26 | -3 | 8 | 3 | 3 | 7 | 2 |
| West South Central | -17 | -9 | +9 | -10 | -2 | 7 | 2 | 2 | 9 | 2 |
| Mountain | (S) | +13 | (S) | (S) | -7 | - | 3 | - | - | 3 |
| Pacific | (S) | -10 | +22 | (S) | +2 | - | 3 | 4 | - | 3 |
| Furniture, home furnishings, total | +3 | -15 | +9 | +13 | -2 | 6 | 2 | 2 | 7 | 1 |
| New England | (S) | -18 | +2 | (S) | +6 | - | 5 | 7 | - | 4 |
| Middle Atlantic | +3 | -18 | +4 | +18 | -2 | 7 | 4 | 4 | 6 | 2 |
| East North Central | (S) | -14 | +10 | (S) | -2 | - | 5 | 3 | - | 4 |
| South Atlantic | (S) | -15 | +24 | (S) | -3 | - | 5 | 5 | - | 4 |
| East South Central | (S) | +2 | +8 | (S) | -5 | - | 5 | 7 | - | 3 |
| West South Central | -19 | -33 | +10 | (S) | -10 | 9 | 6 | 6 | - | 2 |
| Mountain | (S) | +12 | +17 | (S) | (S) | - | 6 | 5 | - | 4 |
| Pacific | 0 | -8 | +6 | -2 | -3 | 9 | 4 | 4 | 7 | 2 |
| Hardware | +21 | -16 | +17 | +16 | +2 | 2 | 1 | 1 | 1 | 1 |
| New England | (S) | +5 | +22 | (S) | (S) | - | 6 | 9 | - | 2 |
| Middle Atlantic | +29 | -9 | +16 | +19 | 0 | 7 | 4 | 4 | 7 | 1 |
| East North Central | +33 | -18 | +17 | +24 | +3 | 5 | 3 | 3 | 5 | 1 |
| West North Central | +5 | -26 | +20 | +17 | 0 | 5 | 3 | 3 | 6 | 1 |
| South Atlantic | +14 | -14 | +20 | +8 | +1 | 8 | 3 | 3 | 9 | 2 |
| East South Central | +24 | -18 | +12 | +20 | +4 | 6 | 4 | 2 | 6 | 1 |
| West South Central | (S) | (S) | +18 | +11 | +2 | - | 3 | 3 | 7 | 1 |
| Mountain | (S) | -13 | +27 | (S) | -4 | - | 4 | 4 | - | 2 |
| Pacific | +3 | -18 | +14 | +12 | +1 | 8 | 2 | 5 | 6 | 1 |
| Plumbing and heating equipment, supplies | +18 | -4 | +16 | +8 | -1 | 4 | 2 | 2 | 2 | 1 |
| New England | (S) | (S) | +23 | (S) | 0 | - | 4 | 4 | - | 2 |
| Middle Atlantic | -2 | -6 | +7 | 0 | 0 | 7 | 4 | 3 | 8 | 1 |
| East North Central | +32 | -4 | +13 | +24 | +1 | 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 1973—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 | | | | | | |
| | December 1973 from-- | | 12 months 1973 from 12 months 1972 | December 1973 from-- | | | | | | |
| | December 1972 | November 1973 | | December 1972 | November 1973 | | | | | |
| | A | B | C | D | E | A | B | C | D | E |
| Plumbing and heating equipment, supplies--Continued | | | | | | | | | | |
| West North Central | (S) | -3 | +30 | +21 | +1 | - | 3 | 4 | 8 | 2 |
| South Atlantic | (S) | -11 | +22 | -8 | -4 | - | 5 | 3 | 8 | 2 |
| East South Central | (S) | -8 | +18 | (S) | -3 | - | 6 | 6 | - | 2 |
| West South Central | (S) | -4 | +11 | +10 | -6 | - | 6 | 3 | 9 | 3 |
| Pacific | +35 | +8 | +14 | +8 | 0 | 9 | 4 | 4 | 7 | 2 |
| Lumber, construction materials, total | +6 | -15 | +18 | +14 | +3 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | -17 | +32 | (S) | +6 | - | 4 | 5 | - | 4 |
| Middle Atlantic | +25 | -12 | +21 | +20 | -1 | 8 | 4 | 3 | 7 | 2 |
| East North Central | -4 | -25 | +10 | +5 | +2 | 8 | 3 | 5 | 6 | 2 |
| West North Central | (S) | (S) | +14 | +22 | +1 | 9 | 5 | 5 | 8 | 2 |
| South Atlantic | -2 | -17 | +16 | (S) | +2 | 9 | 3 | 5 | - | 3 |
| East South Central | (S) | -16 | +15 | (S) | 0 | - | 5 | 5 | - | 2 |
| West South Central | (S) | -10 | (S) | (S) | 0 | - | 4 | - | - | 2 |
| Pacific | +16 | -9 | +30 | (S) | +3 | 7 | 5 | 5 | - | 4 |
| Industrial machinery, equipment supplies distribution | +13 | -11 | +22 | +14 | +2 | 4 | 3 | 2 | 4 | 1 |
| Middle Atlantic | (S) | -15 | +10 | +7 | +1 | - | 5 | 5 | 7 | 3 |
| East North Central | (S) | -11 | +27 | +18 | +4 | - | 5 | 4 | 8 | 2 |
| South Atlantic | (S) | -18 | +26 | +11 | +1 | - | 5 | 8 | 8 | 2 |
| West South Central | (S) | -3 | +25 | +8 | +2 | - | 5 | 3 | 7 | 2 |
| Pacific | +26 | -9 | +23 | +10 | -1 | 9 | 6 | 6 | 6 | 2 |
| General-line grocery wholesalers | +16 | +1 | +12 | +20 | -1 | 1 | 1 | 1 | 2 | 1 |
| New England | (S) | +14 | +6 | (S) | -9 | - | 3 | 6 | - | 2 |
| Middle Atlantic | +32 | +12 | +12 | +35 | +8 | 5 | 1 | 2 | 7 | 2 |
| East North Central | +7 | -3 | +11 | +10 | -5 | 4 | 1 | 2 | 4 | 1 |
| West North Central | +19 | +4 | +12 | +18 | -6 | 4 | 1 | 2 | 5 | 1 |
| South Atlantic | +26 | -7 | +10 | +23 | +2 | 8 | 2 | 3 | 7 | 2 |
| East South Central | -6 | -13 | +9 | (S) | (S) | 7 | 2 | 3 | 9 | 1 |
| West South Central | +22 | +1 | +15 | +12 | -6 | 6 | 2 | 2 | 7 | 1 |
| Mountain | +14 | +9 | +19 | +18 | -1 | 5 | 2 | 6 | 6 | 1 |
| Pacific | +9 | -4 | +10 | +14 | -4 | 5 | 1 | 2 | 5 | 1 |
| Specialty-line grocery wholesalers | +30 | 0 | +21 | +37 | +1 | 4 | 2 | 2 | 4 | 1 |
| Middle Atlantic | +53 | +4 | +34 | (S) | (S) | 5 | 2 | 3 | 5 | 3 |
| East North Central | +6 | -6 | +16 | (S) | -2 | 8 | 3 | 4 | - | 4 |
| West North Central | (S) | -2 | +28 | +18 | -4 | - | 2 | 2 | 9 | 1 |
| South Atlantic | +29 | -4 | +8 | +64 | -2 | 8 | 3 | 4 | 8 | 2 |
| East South Central | (S) | 0 | +6 | (S) | (S) | - | 2 | 4 | - | 4 |
| West South Central | (S) | -1 | +7 | (S) | +3 | - | 6 | 7 | - | 3 |
| Mountain | (S) | -4 | +23 | (S) | -4 | - | 5 | 8 | - | 4 |
| Pacific | (S) | -9 | +23 | (S) | +2 | - | 7 | 6 | - | 3 |
| Fresh fruit, vegetable wholesalers | +16 | -3 | +17 | +22 | -3 | 3 | 2 | 2 | 4 | 1 |
| New England | (S) | -12 | +9 | (S) | (S) | - | 6 | 6 | - | - |
| Middle Atlantic | +13 | -3 | +14 | (S) | -12 | 8 | 4 | 4 | - | 4 |
| East North Central | 0 | -1 | +11 | +14 | -3 | 8 | 3 | 2 | 7 | 3 |
| West North Central | (S) | +13 | +26 | +19 | +5 | - | 3 | 6 | 8 | 3 |
| South Atlantic | +13 | +5 | +12 | +20 | +2 | 8 | 4 | 4 | 9 | 3 |
| East South Central | (S) | -1 | +25 | (S) | -5 | - | 5 | 7 | - | 5 |
| West South Central | (S) | -1 | +21 | (S) | 0 | - | 3 | 5 | - | 3 |
| Mountain | (S) | -2 | (S) | (S) | -5 | - | 3 | - | - | 3 |
| Pacific | +36 | -12 | +26 | (S) | -10 | 8 | 4 | 8 | - | 4 |
| Drug wholesalers (general and specialty lines) | +6 | -9 | +9 | +12 | -4 | 3 | 2 | 2 | 3 | 1 |
| New England | (S) | +6 | +11 | (S) | -4 | 9 | 3 | 4 | - | 2 |
| Middle Atlantic | -6 | -34 | +10 | (S) | -2 | 8 | 5 | 7 | - | 2 |
| East North Central | +11 | +8 | +19 | +23 | -4 | 6 | 2 | 4 | 6 | 2 |
| West North Central | +16 | -11 | +9 | +9 | -4 | 8 | 4 | 3 | 9 | 2 |
| South Atlantic | -10 | +18 | -4 | -9 | -12 | 6 | 4 | 6 | 8 | 2 |
| East South Central | (S) | -8 | +11 | (S) | (S) | - | 3 | 5 | - | 3 |
| West South Central | +8 | -13 | +10 | +7 | -5 | 6 | 2 | 3 | 7 | 1 |
| Mountain | (S) | -13 | -1 | (S) | -4 | - | 2 | 7 | - | 3 |
| Pacific | +21 | -8 | +3 | -4 | -5 | 8 | 4 | 6 | 9 | 2 |
| Tobacco distributors | +12 | +3 | +5 | +12 | -4 | 2 | 1 | 1 | 3 | 1 |
| New England | (S) | +4 | -6 | (S) | (S) | - | 2 | 6 | - | 2 |
| Middle Atlantic | +15 | 0 | +6 | +10 | -8 | 5 | 2 | 2 | 7 | 1 |
| East North Central | +1 | 0 | +5 | +9 | -10 | 7 | 2 | 2 | 6 | 2 |
| West North Central | +6 | -2 | +2 | (S) | -5 | 9 | 2 | 4 | - | 1 |
| South Atlantic | -6 | -1 | +5 | +1 | -6 | 6 | 2 | 4 | 7 | 1 |
| East South Central | +35 | +6 | +14 | (S) | (S) | 8 | 2 | 3 | 9 | 3 |
| West South Central | +10 | +2 | +2 | +13 | -6 | 9 | 1 | 6 | 9 | 1 |
| Mountain | (S) | -3 | (S) | (S) | -6 | - | 3 | - | - | 1 |
| Pacific | +50 | +31 | +4 | +47 | +8 | 7 | 1 | 3 | 9 | 3 |
| Dry goods, apparel wholesalers | +11 | -15 | +8 | (S) | (S) | 5 | 2 | 2 | 8 | 1 |
| Middle Atlantic | +5 | -15 | +6 | (S) | (S) | 6 | 2 | 2 | 7 | 1 |
| East North Central | (S) | -24 | +2 | (S) | (S) | - | 6 | 4 | 9 | 2 |
| East South Central | +8 | -16 | (S) | (S) | (S) | 3 | 5 | - | - | 2 |
| West South Central | (S) | (S) | (S) | (S) | (S) | - | - | - | - | 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 dat for March, June, September and December 1971 and March 1972. Column C shows the sampling errors for cumulative sales trends for Dec. 1973.

## 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 23 through 26.

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 sales, 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, nonrespone 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 June 1973. The published estimate is $14,567 million while the median sampling error shown in this report is 2.4 percent or .024. Multiplying $14,567 million by .024 we obtain $350 million. Thus the chances are two out of three that the "expected value" of the estimate is between $14,217 and $14,917 million. Doubling the given median sampling error gives us limits $13,868 to $15,266 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 1973 to August 1973 for durable goods sales. This ratio of change, obtained by dividing $14,958 million by $14,073 million is 1.0628 (it can also be expressed as a 6.3 percent increase). The median sampling error of this ratio is 0.7 percent (.007). Multiplying 1.0628 by .007, we obtain .0074 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 1.0554 to 1.0702 (that is to say, that the July to August change was between a 5.5 and a 7.0 percent increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.0480 to 1.0776.

# 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 1972-December 1973

| Kind of business | 1972 Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | 1973 Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Seasonal and trading day adjustment factors for sales** | | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 89.7 | 94.0 | 104.7 | 94.8 | 104.0 | 104.5 | 95.7 | 106.0 | 100.9 | 103.9 | 103.2 | 96.5 | 95.0 | 89.9 | 101.8 | 97.0 | 104.6 | 102.2 | 98.4 | 106.5 | 97.8 | 107.3 | 102.2 | 96.2 |
| TOTAL (excl. farm products, raw materials) | 89.2 | 92.7 | 104.5 | 96.0 | 104.5 | 105.3 | 96.4 | 106.0 | 101.4 | 103.6 | 102.3 | 95.7 | 94.1 | 89.2 | 101.6 | 98.4 | 104.9 | 103.2 | 98.6 | 107.0 | 98.2 | 107.2 | 101.3 | 95.3 |
| DURABLE GOODS, TOTAL | 86.6 | 93.0 | 103.9 | 97.7 | 105.1 | 107.5 | 97.2 | 106.1 | 101.5 | 104.8 | 101.4 | 92.4 | 91.4 | 89.1 | 100.8 | 100.3 | 106.1 | 105.4 | 100.0 | 107.3 | 98.5 | 107.5 | 100.7 | 92.1 |
| Motor vehicles, automotive equip | 89.1 | 93.7 | 102.6 | 100.0 | 109.7 | 110.8 | 102.9 | 104.7 | 96.6 | 102.4 | 98.5 | 87.2 | 94.0 | 90.1 | 101.2 | 103.4 | 109.3 | 107.5 | 103.6 | 105.9 | 94.2 | 105.3 | 97.7 | 87.4 |
| Electrical goods | 87.6 | 93.1 | 100.8 | 89.7 | 95.5 | 105.4 | 98.5 | 106.3 | 104.2 | 109.7 | 108.1 | 100.4 | 91.4 | 89.7 | 99.0 | 92.4 | 96.1 | 102.2 | 100.0 | 106.6 | 100.9 | 111.8 | 108.4 | 100.7 |
| Furniture, home furnishings | 80.1 | 89.8 | 107.2 | 95.8 | 101.8 | 103.3 | 92.5 | 109.8 | 103.0 | 114.9 | 108.0 | 92.8 | 84.8 | 85.8 | 103.4 | 98.7 | 102.5 | 100.8 | 98.4 | 110.5 | 101.5 | 113.7 | 106.8 | 91.4 |
| Hardware, plumbing, heating equip | 83.6 | 91.3 | 100.4 | 96.8 | 105.2 | 110.3 | 100.7 | 109.6 | 103.7 | 108.4 | 102.5 | 88.0 | 87.6 | 87.9 | 97.9 | 99.4 | 106.3 | 107.7 | 103.2 | 110.1 | 99.9 | 109.1 | 102.0 | 87.6 |
| Lumber, construction materials | 77.9 | 86.5 | 99.3 | 98.6 | 108.0 | 111.0 | 101.7 | 113.9 | 106.3 | 108.7 | 100.4 | 85.5 | 82.1 | 81.9 | 96.3 | 99.4 | 109.4 | 109.4 | 105.3 | 115.1 | 102.6 | 112.2 | 101.1 | 84.9 |
| Machinery, equipment, supplies | 88.0 | 94.7 | 106.9 | 98.5 | 107.7 | 108.4 | 94.9 | 103.7 | 102.2 | 100.8 | 97.8 | 94.6 | 93.0 | 90.6 | 102.3 | 101.3 | 107.4 | 108.4 | 98.5 | 105.1 | 98.8 | 104.7 | 96.9 | 93.5 |
| Metals, metalwork (except scrap) | 92.7 | 96.0 | 107.3 | 98.8 | 106.4 | 105.1 | 95.6 | 106.7 | 99.8 | 100.1 | 99.0 | 91.4 | 100.1 | 88.9 | 103.4 | 101.8 | 107.9 | 104.3 | 99.0 | 107.8 | 96.3 | 102.5 | 96.5 | 90.5 |
| Scrap, waste materials | 91.7 | 99.0 | 107.2 | 105.4 | 112.5 | 103.7 | 93.6 | 100.1 | 92.3 | 107.5 | 97.1 | 88.1 | 96.7 | 94.3 | 106.0 | 109.3 | 112.0 | 105.5 | 95.3 | 101.3 | 91.8 | 107.3 | 91.8 | 87.1 |
| Jewelry | 80.5 | 91.1 | 100.2 | 98.9 | 91.9 | 88.5 | 76.6 | 98.8 | 108.5 | 117.1 | 124.9 | 124.9 | 80.5 | 85.2 | 100.0 | 94.6 | 92.9 | 91.8 | 75.1 | 100.0 | 107.8 | 121.7 | 123.3 | 125.4 |
| NONDURABLE GOODS, TOTAL | 92.3 | 94.5 | 104.8 | 93.8 | 102.7 | 101.9 | 94.9 | 105.4 | 99.7 | 103.4 | 104.7 | 100.4 | 97.4 | 91.0 | 102.2 | 95.4 | 104.2 | 99.5 | 96.9 | 105.1 | 97.0 | 106.4 | 103.7 | 100.1 |
| TOTAL (excl. farm products, raw materials) | 93.1 | 96.8 | 101.3 | 99.0 | 98.4 | 103.4 | 96.8 | 101.5 | 103.2 | 102.4 | 103.2 | 102.6 | 93.7 | 91.7 | 102.9 | 98.7 | 100.3 | 101.8 | 97.6 | 102.7 | 101.9 | 102.1 | 102.2 | 103.3 |
| Groceries and related products | 95.0 | 93.1 | 105.0 | 94.4 | 105.0 | 103.9 | 98.0 | 106.0 | 98.7 | 100.5 | 102.9 | 96.8 | 101.0 | 89.8 | 101.6 | 95.0 | 106.6 | 100.8 | 100.3 | 105.3 | 96.4 | 103.8 | 101.3 | 96.5 |
| Beer, wine, distilled alcoholic bev. | 74.8 | 83.4 | 100.2 | 88.0 | 106.3 | 110.4 | 96.6 | 110.5 | 99.7 | 102.1 | 107.8 | 118.5 | 80.1 | 80.5 | 96.7 | 90.9 | 108.0 | 107.6 | 99.6 | 108.8 | 95.9 | 106.1 | 108.1 | 116.6 |
| Drugs, chemicals, allied products | 95.2 | 97.0 | 105.2 | 96.4 | 102.5 | 100.7 | 93.4 | 105.0 | 99.4 | 105.4 | 100.7 | 95.9 | 101.3 | 92.7 | 102.4 | 99.8 | 101.8 | 98.4 | 96.1 | 105.1 | 96.6 | 109.1 | 100.2 | 95.9 |
| Tobacco, tobacco products | 89.7 | 91.9 | 100.6 | 92.8 | 106.1 | 106.2 | 98.2 | 108.3 | 102.0 | 99.4 | 100.7 | 102.3 | 95.4 | 87.2 | 98.3 | 94.4 | 108.3 | 103.3 | 101.6 | 108.5 | 98.0 | 102.6 | 100.4 | 101.0 |
| Dry goods, apparel | 89.7 | 98.6 | 106.1 | 89.7 | 95.8 | 102.1 | 91.9 | 112.9 | 108.0 | 109.2 | 105.4 | 88.8 | 97.1 | 96.1 | 102.2 | 92.9 | 93.9 | 98.1 | 94.4 | 115.7 | 104.0 | 111.9 | 105.1 | 87.8 |
| Paper, paper products, excluding wallpaper | 93.3 | 95.4 | 104.8 | 94.1 | 102.3 | 102.4 | 93.7 | 106.9 | 101.5 | 103.3 | 104.3 | 96.3 | 98.8 | 92.1 | 101.5 | 98.4 | 103.8 | 99.4 | 95.5 | 107.6 | 97.9 | 106.6 | 101.7 | 95.7 |
| Farm products (raw materials)[1] | 99.4 | 95.4 | 108.0 | 87.0 | 103.3 | 93.2 | 89.5 | 100.3 | 93.2 | 106.1 | 119.4 | 107.7 | 107.8 | 92.0 | 106.1 | 88.5 | 105.6 | 91.8 | 89.9 | 95.3 | 90.2 | 108.7 | 113.9 | 109.9 |
| Other nondurable goods | 89.1 | 97.4 | 106.8 | 98.6 | 99.7 | 99.3 | 92.6 | 102.0 | 102.1 | 105.0 | 103.8 | 102.6 | 91.8 | 94.9 | 106.6 | 101.0 | 102.0 | 96.0 | 94.0 | 101.6 | 100.0 | 105.2 | 102.1 | 103.1 |
| **Seasonal adjustment factors for inventories** | | | | | | | | | | | | | | | | | | | | | | | | |
| MERCHANT WHOLESALERS, TOTAL | 100.2 | 100.0 | 100.3 | 100.4 | 99.7 | 99.7 | 99.0 | 99.1 | 99.2 | 100.7 | 101.2 | 100.4 | 100.5 | 100.2 | 100.3 | 100.2 | 99.7 | 99.6 | 99.3 | 98.9 | 99.0 | 100.6 | 101.1 | 100.3 |
| TOTAL (excl. farm products raw materials | 98.7 | 98.8 | 99.8 | 100.6 | 100.4 | 100.9 | 100.2 | 100.2 | 100.3 | 100.8 | 100.2 | 98.9 | 98.8 | 99.0 | 99.7 | 100.4 | 100.5 | 100.8 | 100.6 | 100.1 | 100.1 | 100.6 | 100.2 | 98.8 |
| DURABLE GOODS, TOTAL | 98.7 | 99.2 | 100.1 | 101.4 | 100.7 | 101.3 | 100.7 | 100.6 | 99.5 | 99.8 | 99.1 | 99.0 | 98.8 | 99.3 | 100.0 | 101.2 | 100.7 | 101.0 | 100.9 | 100.6 | 99.6 | 99.6 | 99.2 | 99.0 |
| Motor vehicles, automotive equip | 98.8 | 100.0 | 102.4 | 101.2 | 99.5 | 101.1 | 101.0 | 98.1 | 97.6 | 98.7 | 100.1 | 100.8 | 99.6 | 100.9 | 102.8 | 101.7 | 100.1 | 99.6 | 101.0 | 97.4 | 97.9 | 98.3 | 99.9 | 100.5 |
| Electrical goods | 98.4 | 97.9 | 99.2 | 98.4 | 100.9 | 101.6 | 100.2 | 99.8 | 101.8 | 102.8 | 101.1 | 97.6 | 98.5 | 97.7 | 99.4 | 98.1 | 100.8 | 101.2 | 100.3 | 99.4 | 102.0 | 103.4 | 101.5 | 97.7 |
| Furniture, home furnishings | 95.5 | 97.7 | 101.4 | 100.6 | 99.4 | 102.5 | 102.1 | 102.1 | 99.4 | 101.9 | 99.2 | 97.6 | 94.9 | 97.0 | 100.8 | 100.1 | 100.0 | 102.7 | 103.0 | 103.0 | 99.3 | 101.8 | 99.5 | 97.6 |
| Hardware, plumbing, heating equip | 99.6 | 101.1 | 101.5 | 102.5 | 103.2 | 102.3 | 101.0 | 99.3 | 98.8 | 98.2 | 96.6 | 95.5 | 99.2 | 101.1 | 102.0 | 102.3 | 103.0 | 102.3 | 101.5 | 99.3 | 98.1 | 98.7 | 96.9 | 95.5 |
| Lumber, construction materials | 98.2 | 100.4 | 101.1 | 102.4 | 103.4 | 104.0 | 99.6 | 100.1 | 100.0 | 98.4 | 96.1 | 96.2 | 97.8 | 100.1 | 101.5 | 102.6 | 103.2 | 104.2 | 100.4 | 100.1 | 99.4 | 98.1 | 96.3 | 96.2 |
| Machinery, equipment, supplies | 98.0 | 98.3 | 99.8 | 101.8 | 101.1 | 101.2 | 101.8 | 101.8 | 99.6 | 99.2 | 99.1 | 98.8 | 98.1 | 98.5 | 99.3 | 101.8 | 100.7 | 100.9 | 101.8 | 101.6 | 99.7 | 99.1 | 99.6 | 98.8 |
| Metals, metalwork (except scrap) | 100.8 | 97.6 | 97.3 | 101.8 | 99.0 | 98.7 | 99.6 | 104.1 | 100.4 | 98.8 | 98.7 | 102.6 | 100.2 | 96.9 | 97.7 | 101.7 | 99.2 | 99.3 | 100.8 | 104.9 | 99.8 | 98.2 | 98.4 | 102.6 |
| Scrap, waste materials | 98.1 | 98.3 | 101.8 | 100.8 | 99.7 | 99.5 | 98.2 | 98.1 | 99.6 | 101.3 | 100.6 | 104.1 | 98.2 | 99.1 | 101.8 | 100.3 | 97.8 | 98.2 | 99.0 | 98.2 | 99.2 | 102.1 | 101.6 | 104.1 |
| Jewelry | 96.6 | 98.9 | 98.9 | 96.7 | 97.1 | 99.8 | 99.9 | 104.1 | 104.4 | 108.1 | 101.5 | 95.1 | 97.5 | 98.9 | 97.2 | 95.8 | 96.2 | 100.9 | 100.3 | 102.6 | 104.7 | 108.8 | 102.0 | 95.3 |
| NONDURABLE GOODS, TOTAL | 102.5 | 101.3 | 100.6 | 99.0 | 98.2 | 97.5 | 96.6 | 96.5 | 98.5 | 102.5 | 103.7 | 102.9 | 103.0 | 101.5 | 100.7 | 99.3 | 98.3 | 97.3 | 96.2 | 96.3 | 98.2 | 102.6 | 103.5 | 103.0 |
| TOTAL (excl. farm products, raw materials) | 98.6 | 97.9 | 98.8 | 98.9 | 100.1 | 100.6 | 99.7 | 99.4 | 101.7 | 103.1 | 102.1 | 99.0 | 99.1 | 98.2 | 98.8 | 99.1 | 100.2 | 100.6 | 99.7 | 99.3 | 101.3 | 102.8 | 101.8 | 99.0 |
| Groceries and related products | 100.2 | 99.4 | 101.5 | 99.7 | 99.6 | 98.4 | 98.7 | 97.2 | 100.1 | 101.2 | 102.4 | 100.2 | 100.4 | 99.2 | 101.7 | 99.6 | 99.5 | 98.2 | 98.9 | 97.7 | 100.6 | 101.8 | 102.0 | 100.2 |
| Beer, wine, distilled alcoholic bev. | 96.2 | 95.0 | 96.5 | 98.8 | 102.8 | 102.9 | 97.0 | 96.3 | 104.9 | 109.4 | 105.8 | 93.7 | 96.6 | 95.4 | 96.5 | 98.4 | 103.2 | 104.3 | 98.1 | 96.5 | 103.8 | 108.7 | 104.4 | 93.7 |
| Drugs, chemicals, allied products | 97.6 | 98.4 | 99.9 | 99.6 | 98.6 | 99.4 | 100.4 | 100.2 | 100.8 | 102.4 | 102.6 | 100.0 | 98.0 | 98.8 | 100.3 | 99.5 | 99.3 | 99.4 | 100.2 | 100.0 | 100.4 | 101.9 | 102.0 | 100.0 |
| Tobacco, tobacco products | 100.1 | 97.5 | 97.9 | 98.9 | 101.0 | 98.1 | 98.0 | 100.5 | 103.1 | 102.3 | 104.2 | 96.8 | 100.4 | 96.9 | 98.1 | 98.9 | 101.7 | 98.9 | 98.7 | 100.7 | 102.9 | 102.1 | 103.5 | 96.7 |
| Dry goods, apparel | 99.4 | 99.4 | 98.3 | 96.7 | 100.9 | 104.1 | 101.7 | 101.0 | 101.5 | 102.4 | 97.9 | 97.1 | 100.2 | 99.5 | 97.7 | 96.8 | 100.9 | 103.6 | 101.8 | 100.8 | 101.3 | 101.7 | 98.3 | 97.1 |
| Paper, paper products, excluding wallpaper | 98.6 | 98.5 | 99.9 | 98.8 | 101.1 | 101.0 | 102.6 | 99.7 | 100.5 | 98.4 | 100.0 | 99.5 | 99.6 | 98.6 | 99.9 | 99.5 | 101.3 | 101.2 | 101.8 | 99.9 | 100.4 | 98.6 | 99.3 | 99.4 |
| Farm products (raw materials)[1] | 124.9 | 119.5 | 108.9 | 97.5 | 88.1 | 81.0 | 79.8 | 80.7 | 81.0 | 99.4 | 117.2 | 123.5 | 127.0 | 119.5 | 109.6 | 97.6 | 87.2 | 80.1 | 78.9 | 79.1 | 81.0 | 101.4 | 115.0 | 123.6 |
| Other nondurable goods | 98.5 | 96.5 | 98.3 | 99.0 | 98.9 | 100.2 | 101.0 | 101.2 | 102.6 | 102.5 | 101.4 | 100.1 | 98.3 | 97.4 | 98.7 | 99.8 | 99.4 | 100.5 | 100.5 | 100.3 | 100.8 | 102.2 | 101.7 | 100.1 |

NOTE: The adjustment factors shown in this table have been developed from unadjusted data compiled in this survey from 1956 through 1972, 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 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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