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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

CURRENT
STATISTICAL
SERVICE

February 29, 1940

WASHINGTON

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

JANUARY 1940

According to data received from 223 identical firms, January 1940 sales of confectionery and competitive chocolate products increased 13 percent over January 1939, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. A decrease of 8.3 percent was shown when compared with December 1939, no adjustment being made for seasonal influences.

The total sales of this group of firms during January 1940 amounted to \$19,007,000 as compared with sales of \$16,820,000 in January 1939 and \$20,717,000 during December 1939.

Each of the three groups of manufacturers shown separately recorded a substantial increase over January a year ago. Manufacturers of chocolate products competitive with confectionery showed the greatest relative improvement increasing 15.2 percent. Sales by "other manufacturers" recorded an increase of 12.7 percent and manufacturer-retailers 8.4 percent on this comparison.

Considerable variation was manifested in the sales by "other manufacturers" by regional subdivisions. Increases over January 1940 were recorded for seven of the eight regions for which data are separately shown. These increases range from 25.6 percent for the Northwestern region to 3.2 percent for the Southern region. The Western region registered a decrease of 4.6 percent. Of the States separately shown Illinois and Pennsylvania recorded the largest gains, increasing 16.1 percent each.

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JANUARY SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	Sales Reported					
	Number of firms reporting	Percent Change Jan. 1940 from		Thousands of dollars		
		Jan. 1939	Dec. 1939	January 1940	January 1939	December 1939
Grand Total, All Products.....	223	+13.0	- 8.5	\$19,007	\$16,820	\$20,717
Sales of manufacturer-retailers.....	7	+ 8.4	-68.7	552	509	1,762
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	9	+15.2	+34.5	3,290	2,856	2,446
Sales by other manufacturers by States in which located.....	207	+12.7	- 8.1	15,165	13,455	16,509
New England: Mass., R.I., Conn., Me., and Vt..	18	+ 8.7	-26.5	1,835	1,688	2,495
Eastern:						
Total.....	61	+14.4	- 7.5	4,889	4,273	5,284
New York.....	26	+11.8	- 7.8	1,671	1,494	1,812
Pennsylvania.....	28	+16.1	+ 0.4	2,983	2,569	2,971
Md., N.J., and D.C.....	7	+11.9	-55.1	235	210	501
Southeastern: Ga., Va., and N. Car.....	9	+14.2	-20.5	427	374	537
Central:						
Total.....	56	+15.3	+ 8.2	6,542	5,672	6,049
Illinois.....	32	+16.1	+13.0	5,936	5,113	5,252
Ohio.....	8	- 1.3	-16.5	152	154	182
Indiana and Kentucky.....	8	+16.3	-29.2	300	258	424
Michigan and Wisconsin.....	8	+ 4.8	-19.4	154	147	191
Southern:						
Total.....	11	+ 3.2	-27.1	358	347	491
Tennessee.....	4	+ 2.2	-29.9	190	186	271
Ala., Ark., La., Miss., and Texas.....	7	+ 4.3	-23.6	168	161	220
Midwestern:						
Total.....	15	+ 5.5	-34.6	405	382	616
Missouri.....	4	+10.5	-32.3	231	209	341
Iowa.....	6	- 3.8	-32.5	102	106	151
Colo., Kans., Nebr., and Okla..	5	+ 4.5	-43.5	70	67	124
Northwestern:						
Minn., N. Dak., and S. Dak.....	7	+25.6	-32.7	105	82	153
Western:						
Total.....	30	- 4.6	-31.2	608	637	884
California.....	12	- 5.4	-22.5	371	392	479
Washington.....	9	- 5.3	-30.7	124	131	179
Oregon, Utah and Idaho.....	9	- 0.9	-50.0	113	114	226

March 18, 1940.

SUPPLEMENT TO THE JANUARY 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

The average value per pound received for all types of confectionery and competitive chocolate products combined by manufacturer-wholesalers increased 0.1 cents during January 1940 as compared with January 1939, according to reports received from 127 manufacturers and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. This increase is the same as that recorded for December 1939 as compared with December of the previous year. A decrease of 0.5 cents was shown when compared with December 1939, no adjustment being made for seasonal influences.

Each of the types of houses for which data are shown separately recorded a lower average value during January 1940 as compared with December 1939 except bulk goods and unclassified houses. Bulk goods houses showed an increase of 0.8 cents per pound and unclassified houses, one cent per pound.

The total poundage sales reported by all types of houses during January of this year showed a very strong upward movement increasing 12.5 percent over January 1939. An increase of 6.8 percent was shown over December 1939. While each of the different types of houses recorded a substantial increase over last January, the sharpest increase was registered by general line houses of 16.8 percent.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 127 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	January 1940			January 1939			December 1939		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		Package goods.....	14	2,853,049	\$1,186,092	\$0.411	2,497,208	\$1,092,481	\$0.437	5,191,226
Bar goods.....	27	43,476,460	7,297,700	.168	39,659,674	6,611,182	.167	30,991,258	5,340,153	1/0.172
Bulk goods.....	38	19,190,918	2,297,897	.120	16,572,108	1,882,117	.114	24,443,961	2,742,378	1/0.112
General line.....	25	21,676,800	3,171,399	.146	18,554,841	2,753,366	.148	21,532,181	3,396,568	1/0.157
Unclassified.....	23	5,265,606	905,998	.172	4,901,127	843,054	.172	4,391,766	711,023	1/0.162
Total.....	127	92,492,833	14,949,086	.161	82,184,958	13,182,220	.160	86,590,372	14,357,146	1/0.166

* Groups are by types of business and not by type of products.

1/ The differences in average values shown for December in this report as compared with the December report is due to the addition of 5 firms for this month.

FOR IMMEDIATE
RELEASE
March 30, 1940

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

CURRENT
STATISTICAL
SERVICE

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

FEBRUARY 1940

Sales of confectionery and competitive chocolate products combined during February 1940 increased 12.3 percent over last February according to reports received from 230 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. Without adjustment for seasonal factors, sales of these firms were up 3.9 percent from January 1940. The total net sales of this group of firms during February 1940 amounted to \$21,344,000 as compared with a sales volume of \$19,001,000 in February 1939 and \$20,548,000 during January 1940.

Sales of "other manufacturers" showed the greatest relative improvement over February 1939 increasing 14 percent. Chocolate manufacturers increased 12 percent, while manufacturer-retailers showed a decrease of 4.3 percent on this comparison.

Increases in sales by "other manufacturers" were general throughout the various regions separately shown. The Southeastern and Southern regions showed the largest gains increasing 24.5 percent, and 18 percent, respectively. The Western region with a decrease of 0.6 percent was the only region not to attain its 1939 volume.

FIRST TWO MONTHS 1940

During the first two months of 1940 sales by 229 identical firms reporting these data increased 12.1 percent over the corresponding period of 1939. The total dollar volume of these firms during 1940 amounted to \$41,791,000 as compared with \$37,267,000 in 1939. The greatest relative improvement was shown by manufacturers of chocolate products competitive with confectionery with an increase of 13.1 percent. Sales by "other manufacturers" were up 13 percent, while manufacturer-retailers reported a decline of 2 percent.

Substantial increases in sales by "other manufacturers" were recorded by seven of the eight regions for which data are separately shown. The largest increase 19.3 percent was recorded by the Southeastern region, followed by the Northwestern, 16.4 percent; Central, 14.9 percent; Eastern, 14.6 percent; Southern, 9.8 percent; New England, 9 percent; and Midwestern 5.1 percent. A decrease of 1.6 percent was shown by the Western region.

5535

FEBRUARY SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	Sales for February			First 2 months cumulative			
	Number of firms reporting	Percent change Feb. 1940 from		Feb. 1940 (000's)	Number of firms reporting	Percent change from 2 Mos. 1939	2 Months 1940 (000's)
		Feb. 1939	Jan. 1940				
Grand Total, All Products.....	230	+12.3	+ 3.9	\$21,344	229	+12.1	\$41,791
Sales of manufacturer-retailers.....	9	- 4.3	+56.3	1,257	9	- 2.0	2,061
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	10	+12.0	- 1.0	4,017	10	+13.1	8,074
Sales by other manufacturers by States in which located.....	211	+14.0	+ 2.5	16,070	210	+13.0	31,656
New England:							
Mass., R.I., Conn., Me., and Vt..	21	+ 6.7	-21.6	1,477	20	+ 9.0	3,361
Eastern:							
Total.....	62	+15.1	+ 3.7	5,164	62	+14.6	10,139
New York.....	27	+ 6.2	- 2.8	1,642	27	+ 8.5	3,331
Pennsylvania.....	28	+20.2	+ 7.1	3,260	28	+18.2	6,502
Md., N.J., and D.C.....	7	+14.4	+ 7.4	262	7	+12.9	506
Southeastern:							
Ga., Va., and N. Car.....	11	+24.5	+ 5.5	518	11	+19.3	1,009
Central:							
Total.....	55	+16.8	+ 7.3	7,114	55	+14.9	13,645
Illinois.....	35	+17.3	+ 7.1	6,531	35	+15.2	12,528
Ohio.....	7	+ 6.4	+17.7	133	7	+ 5.6	245
Indiana and Kentucky.....	7	+ 2.7	- 5.0	268	7	+11.5	554
Michigan and Wisconsin.....	6	+29.1	+32.8	182	6	+16.9	318
Southern:							
Total.....	10	+18.0	+ 4.7	420	10	+ 9.8	820
Tennessee.....	4	+ 2.8	+14.7	218	4	+ 2.3	408
Ala., Ark., La., Miss., and Texas.....	6	+40.3	- 4.3	202	6	+18.4	412
Midwestern:							
Total.....	14	+ 2.1	+10.3	643	14	+ 5.1	1,227
Missouri.....	5	+ 1.7	+11.4	487	5	+ 6.1	924
Iowa.....	4	+ 5.4	+ 2.6	78	4	0.0	154
Colo., Kans., Nebr., and Okla..	5	+ 1.3	+11.4	78	5	+ 4.2	149
Northwestern:							
Minn., N. Dak., and S. Dak.....	7	+ 4.4	- 1.0	95	7	+16.4	192
Western:							
Total.....	31	- 0.6	+ 2.9	639	31	- 1.6	1,263
California.....	12	-10.2	- 3.2	359	12	- 7.6	730
Washington.....	11	+14.2	+ 5.1	145	11	+ 7.1	285
Oregon, Utah and Idaho.....	8	+16.4	+20.5	135	8	+ 8.8	248

April 18, 1940

SUPPLEMENT TO THE FEBRUARY 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

The average value per pound received for all types of confectionery and competitive chocolate products by manufacturer-wholesalers during February 1940 increased 0.2 cents over February 1939 it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. Without adjustment for seasonal influences, the average value decreased 0.2 cents from January of this year.

According to data received from 125 identical manufacturers the average value was 15.8 cents during February 1940 as compared with 15.6 cents in February 1939 and 16 cents during January 1940.

Each of the types of houses for which data are separately shown recorded a lower average value during February as compared with January of this year, except the unclassified and general line houses. Unclassified houses showed an increase of 1.5 cents per pound and the general line houses, 0.1 cents per pound.

The total poundage sales reported by all types of houses combined during February 1940 increased 2.5 percent over last month and 10.5 percent over February 1939. The largest increase in poundage sales from January to February was recorded by the bar goods and bulk goods houses with increases of 7.6 percent and 7 percent, respectively. Unclassified houses showed a decrease of 11.5 percent, package goods, 5.8 percent, and general line houses 5.2 percent.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 125 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	February 1940			February 1939			January 1940		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
Package goods.....	15	2,723,449	\$1,100,622	\$.404	2,291,699	\$887,093	\$.387	2,890,384	\$1,192,011	\$.412
Bar goods.....	26	43,811,038	7,327,060	.167	36,651,455	6,434,595	.176	40,715,022	6,997,569	.172
Bulk goods.....	37	21,085,173	2,428,150	.115	19,925,674	2,212,120	.111	19,705,163	2,310,176	.117
General line.....	25	20,750,031	3,050,765	.147	20,480,076	2,919,368	.143	21,882,866	3,200,713	.146
Unclassified.....	22	6,642,493	1,071,235	.161	6,659,669	989,981	.149	7,507,525	1,094,343	.146
Total.....	125	95,012,184	14,977,852	.158	85,998,573	13,443,157	.156	92,700,760	14,794,812	.160

* Groups are by types of business and not by type of products.

For Immediate
Release
May 1, 1940

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

MARCH 1940

During March 1940 sales of confectionery and competitive chocolate products combined were up 1.3 percent from March 1939 according to reports received from 234 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. Sales of these firms decreased 5.8 percent from February of this year, no adjustment being made for seasonal shifts in candy production. The total sales of this group of firms during March 1940 amounted to \$19,496,000 as compared with a sales volume of \$19,254,000 in March 1939 and \$20,707,000 during February 1940.

Sales by manufacturer-retailers increased 97.5 percent over last March and 44.7 percent over February 1940. This large increase was undoubtedly due in part to Easter being in March of this year, whereas it came in April of 1939. Chocolate manufacturers sales increased 1.9 percent over last March, while sales by "other manufacturers showed" a decline of 4.9 percent.

The decrease in sales by "other manufacturers" was well distributed throughout the state groups for which data are separately shown, six of the eight state groups recording lower sales. The Southeastern section with an increase of 20.1 percent and the Central section with an increase of 0.6 percent were the only sections recording increased sales.

FIRST THREE MONTHS 1940

Sales for the first three months of 1940 increased 8.6 percent over the corresponding period of 1939 according to 229 firms furnishing reports for every month of both periods. This increase is substantially higher than the 1.2 percent increase recorded for the first three months last year over the first quarter of 1938. The total dollar volume of these firms amounted to \$59,240,000 during the first quarter of 1940 as compared with \$54,565,000 in 1939. While each of the three groups of manufacturers recorded increases over the first quarter of 1939, manufacturer-retailers showed the greatest relative improvement, increasing 29.8 percent. Chocolate manufacturers registered an increase of 9.3 percent and "other manufacturers" 6.8 percent.

Considerable variation existed in the sales of "other manufacturers" by geographical subdivisions. Six of the eight state groups showed increases and two recorded decreases. The greatest relative improvement was shown by the Southeastern and Central regions with increases of 19.3 percent, and 10.7 percent, respectively. The New England, Eastern, Northwestern and Southern regions recorded increases of 5.2 percent, 4.9 percent, 4.3 percent, and 2.7 percent, respectively, while a decrease of 6.2 percent was shown by the Midwestern region and 5.3 percent by the Western region.

MARCH SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	Sales for March			First 3 months cumulative			
	Number of firms reporting	Percent change Mar. 1940 from		Mar. 1940 (000's)	Number of firms reporting	Percent change from 3 Mos. 1939	3 Months 1940 (000's)
		Mar. 1939	Feb. 1940				
Grand total, All products.....	234	+ 1.3	- 5.8	\$19,496	229	+ 8.6	\$59,240
Sales of manufacturer-retailers.....	9	+97.5	+44.7	1,819	9	+29.8	3,881
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	10	+ 1.9	- 8.1	3,690	10	+ 9.3	11,765
Sales by other manufacturers by States in which located.....	215	- 4.9	- 9.4	13,987	210	+ 6.8	43,594
New England: Mass., R.I., Conn., Me., and Vt..	21	- 3.1	+ 0.8	1,489	21	+ 5.2	4,860
Eastern: Total.....	63	-10.6	-12.0	4,508	61	+ 4.9	13,964
New York.....	27	-11.4	- 5.8	1,506	25	- 0.9	4,151
Pennsylvania.....	28	-11.5	-17.3	2,692	28	+ 7.4	8,991
Md., N.J., and D.C.....	8	+ 3.0	+16.1	310	8	+ 9.6	822
Southeastern: Ca., Va., and N. Car.....	11	+20.1	+ 9.9	568	11	+19.3	1,575
Central: Total.....	56	+ 0.6	-11.8	5,911	53	+10.7	18,529
Illinois.....	31	0.0	-13.3	5,166	31	+10.9	16,748
Ohio.....	7	+13.9	+17.3	156	7	+ 7.6	398
Indiana and Kentucky.....	10	+ 2.7	+ 0.5	376	8	+ 6.3	881
Michigan and Wisconsin.....	8	+ 3.4	- 7.8	213	7	+16.7	502
Southern: Total.....	10	- 6.6	- 6.6	339	10	+ 2.7	1,036
Tennessee.....	4	-11.3	-10.1	196	4	- 2.4	605
Ala., Ark., La., Miss., and Texas.....	6	+ 0.7	- 1.4	143	6	+10.8	431
Midwestern: Total.....	14	-25.7	-22.4	499	14	- 6.2	1,727
Missouri.....	5	-29.3	-26.7	357	5	- 7.0	1,281
Iowa.....	4	-15.0	-12.8	68	4	- 4.7	222
Colo., Kans., Nebr., and Okla..	5	-14.9	- 5.1	74	5	- 3.4	224
Northwestern: Minn., N. Dak., and S. Dak.....	8	-10.5	- 3.5	111	8	+ 4.3	360
Western: Total.....	32	-10.1	+13.1	562	32	- 5.3	1,543
California.....	13	-12.6	+17.6	341	13	- 9.3	932
Washington.....	10	- 2.5	+ 8.5	77	10	+ 2.8	219
Oregon, Utah and Idaho.....	9	- 7.7	+ 5.9	144	9	+ 1.0	392

FOR IMMEDIATE
RELEASE
May 17, 1940.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

CURRENT
STATISTICAL
SERVICE

SUPPLEMENT TO THE MARCH 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

During March 1940 the average value per pound received for all types of confectionery and competitive chocolate products increased 0.4 cents over March a year ago, according to reports received from 123 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. Without adjustment for seasonal variation the average value was up 0.2 cents from February of this year.

Each of the types of houses for which data are shown separately, recorded a higher average value during March as compared with February of this year with the exception of bulk goods and unclassified houses. Decreases of 0.2 cents and 0.5 cents were shown by unclassified and bulk goods houses, respectively. The average value for all types of houses combined was 15.9 cents during March 1940 as compared with 15.5 cents in March 1939 and 15.7 cents during February 1940.

The total poundage sales reported by all types of houses combined decreased 7.1 percent from March 1939 and 11.8 percent from February of this year. Decreases in poundage sales were shown between February and March by each of the types of houses except package goods houses, which recorded an increase of 4.8 percent. The largest decrease, 19.4 percent, was shown by the general line houses.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 123 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	March 1940			March 1939			February 1940		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
Package goods.....	15	2,766,036	\$1,185,527	\$.429	2,825,798	\$1,131,745	\$.401	2,639,889	\$1,082,219	\$.410
Bar goods.....	26	40,872,824	6,832,773	.167	37,806,444	6,332,967	.168	44,391,296	7,352,432	.166
Bulk goods.....	37	17,855,184	1,950,140	.109	21,018,210	2,358,939	.112	21,012,873	2,404,978	.114
General line.....	24	16,264,593	2,404,822	.148	20,638,296	2,977,071	.144	20,181,980	2,959,861	.147
Unclassified.....	21	5,893,911	943,703	.160	7,785,421	1,149,233	.148	6,603,422	1,068,539	.162
Total.....	123	83,652,548	13,316,965	.159	90,074,169	13,949,956	.155	94,829,460	14,868,029	.157

* Groups are by types of business and not by type of products.

For Immediate
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May 31, 1940

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

APRIL 1940

April 1940 sales of confectionery and competitive chocolate products combined increased 5.7 percent over last April according to reports received from 232 identical firms, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. This increase is somewhat higher than the 1.3 percent increase recorded for March 1940 over the corresponding month of last year, but considerably lower than the increases of 13 and 12.3 percent recorded during January and February, respectively. Sales of these firms were down 11 percent from March 1940, no adjustment being made for seasonal variation. The total sales of the 232 reporting firms amounted to \$18,017,000 during April 1940 as compared with \$17,043,000 in April 1939 and \$20,253,000 during March 1940.

Sales of chocolate manufacturers and "other manufacturers" were up 13.1 and 12 percent respectively, while manufacturer-retailers showed a decrease of 51.2 percent. This decrease can be attributed largely to Easter falling in March of this year, whereas, in 1939 it came in April.

Considerable variation existed in the sales of "other manufacturers" by geographical divisions. Increases were shown by the Central, Southeastern, Eastern and New England regions of 23.7 percent, 8.6 percent, 6.5 percent, and 4.5 percent, respectively. The Western region showed a decrease of 0.6 percent, Southern 1.8 percent, Northwestern 2.3 percent, and the Midwestern 3.8 percent.

FIRST FOUR MONTHS 1940

Sales for the first four months of 1940 were 7.7 percent above the corresponding period of 1939 according to 225 firms furnishing reports for every month of both periods. The total dollar volume of the 225 reporting firms amounted to \$78,361,000 during the first four months of 1940 as compared with \$72,740,000 for the same period of 1939.

The greatest relative improvement was shown by manufacturers of chocolate products competitive with confectionery with an increase of 10.4 percent. Sales by "other manufacturers" recorded an increase of 7.8 percent, while manufacturer-retailers showed a decline of 0.7 percent.

Increases in sales by "other manufacturers" were recorded by six of the eight regions for which data are separately shown. The sharpest gains were shown by the Southeastern and Central regions with increases of 16.6 percent and 13.4 percent, respectively. The Western and Midwestern regions recorded decreases of 3.2 percent, and 5.5 percent, respectively.

APRIL SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	Sales for April			First 4 months cumulative			
	Number of firms reporting	Percent change Apr. 1940 from		Apr. 1940 (000's)	Number of firms reporting	Percent change from 4 Mos. 1939	4 Months 1940 (000's)
		Apr. 1939	March 1940				
Grand total, All products.....	232	+ 5.7	-11.0	\$18,017	225	+ 7.7	\$78,361
Sales of manufacturer-retailers.....	9	-51.2	-53.6	844	9	- 0.7	4,725
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	10	+13.1	-27.9	2,601	10	+10.4	14,163
Sales by other manufacturers by States in which located.....	213	+12.0	- 1.7	14,572	206	+ 7.8	59,473
New England: Mass., R.I., Conn., Me., and Vt..	20	+ 4.5	+ 2.3	2,021	19	+ 3.1	6,281
Eastern:							
Total.....	62	+ 6.5	- 7.4	4,215	60	+ 5.6	18,790
New York.....	27	+ 8.5	+ 1.5	1,583	25	+ 3.0	6,365
Pennsylvania.....	28	+ 5.1	-11.3	2,369	28	+ 6.8	11,377
Md., N.J., and D.C.....	7	+ 7.5	-19.5	243	7	+ 9.3	1,038
Southeastern:							
Ga., Va., and N. Car.....	10	+ 8.6	- 4.0	504	10	+16.6	1,932
Central:							
Total.....	55	+23.7	+ 3.0	6,315	53	+13.4	25,735
Illinois.....	33	+25.9	+ 4.2	5,746	33	+13.8	23,510
Ohio.....	7	- 4.8	-23.1	120	7	+ 4.6	519
Indiana and Kentucky.....	8	+ 6.0	+ 1.1	287	7	+ 5.8	1,080
Michigan and Wisconsin.....	7	+11.7	-12.1	182	6	+21.8	626
Southern:							
Total.....	11	- 1.8	-10.0	373	11	+ 0.3	1,565
Tennessee.....	4	+ 5.3	+ 1.0	198	4	- 0.9	801
Ala., Ark., La., Miss., and Texas.....	7	- 8.9	-19.4	175	7	+ 1.5	764
Midwestern:							
Total.....	15	- 3.8	0.0	511	14	- 5.5	2,224
Missouri.....	5	- 3.8	- 1.4	352	5	- 6.4	1,632
Iowa.....	5	- 2.2	+ 8.8	87	4	- 4.5	296
Colo., Kans., Nebr., and Okla.	5	- 5.3	- 2.7	72	5	- 1.3	296
Northwestern:							
Minn., N. Dak., and S. Dak....	9	- 2.3	+ 4.1	126	9	+ 3.6	523
Western:							
Total.....	31	- 0.6	-13.6	507	30	- 3.2	2,453
California.....	11	- 6.8	-20.9	234	10	-10.3	978
Washington.....	11	+11.5	- 2.0	145	11	+ 2.7	953
Oregon, Utah and Idaho.....	9	- 0.8	-10.5	128	9	+ 1.2	522

FOR IMMEDIATE
RELEASE
June 13, 1940

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

CURRENT
STATISTICAL
SERVICE

SUPPLEMENT TO THE APRIL 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

According to reports received from 126 identical firms the average value per pound received for all types of confectionery and competitive chocolate products combined by manufacturer-wholesalers decreased 0.5 cents during April 1940 from both April 1939 and March 1940, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. A decrease of 0.6 cents was recorded during April 1939, as compared with April 1938.

Each of the types of houses for which data are separately shown recorded a decrease in average value between March and April 1940, except package goods and unclassified houses. Package goods houses showed an increase of 1.3 cents and unclassified houses one-tenth cents per pound. The average value for all types of houses combined was 15.5 cents during April 1940 and 16 cents for both April 1939 and March 1940.

The total poundage sales reported by all types of houses during April 1940 showed a very strong upward movement, increasing 15.2 percent over April 1939. As compared with March 1940 poundage sales decreased 5.4 percent. Decreases were shown between March and April by each of the types of houses except unclassified houses which recorded an increase of 16.4 percent.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 126 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	April 1940			April 1939			March 1940		
		Pounds	Value	Average value	Pounds	Value	Average value	Pounds	Value	Average value
Package goods.....	16	2,628,260	\$1,156,197	\$.440	2,945,452	\$1,269,396	\$.431	2,900,511	\$1,237,439	\$.427
Bar goods.....	26	37,104,903	6,060,592	.163	29,807,002	5,022,628	.169	40,644,095	6,806,741	.167
Bulk goods.....	37	17,582,658	1,774,225	.101	15,000,127	1,608,266	.107	17,924,025	1,980,478	.110
General line.....	25	15,329,397	2,222,039	.145	14,449,365	2,177,394	.151	16,676,812	2,447,891	.147
Unclassified.....	22	6,925,478	1,111,898	.161	6,883,037	1,006,032	.146	5,951,863	950,529	.160
Total.....	126	79,570,696	12,324,951	.155	69,084,983	11,083,716	.160	84,097,106	13,423,078	.160

* Groups are by types of business and not by type of products.

For Immediate
Release
June 29, 1940

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

MAY 1940

Sales of confectionery and competitive chocolate products combined during May 1940 were 10.5 percent above the level of May 1939 according to reports received from 231 identical firms, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. Sales of these firms decreased 1.6 percent from April 1940, no adjustment being made for seasonal variation. The total net sales of the 231 reporting manufacturers amounted to \$17,723,000 during May 1940 as compared with a sales volume of \$16,046,000 in May 1939 and \$18,009,000 during April 1940.

While each of the three groups of manufacturers recorded a substantial increase over last May, sales by manufacturers of chocolate products competitive with confectionery showed the sharpest gain with an increase of 18.9 percent. Sales by "other manufacturers" were up 9.3 percent and manufacturer-retailers 8.1 percent on this comparison.

Increases in sales of "other manufacturers" were shown by five of the eight regions for which data are separately shown. The greatest relative improvement was recorded by the Southeastern and Central regions with increases of 17.9 and 16.6 percent, respectively. The Western, Southern and Midwestern regions registered decreases of 17 percent, 2.5 percent, and 1.2 percent, respectively. The large decrease in the Western region is directly traceable to the fact that the state of California with a decrease of 29.6 percent accounted for more than fifty percent of the total sales for the region.

FIRST FIVE MONTHS 1940

During the first five months of 1940 sales of confectionery and competitive chocolate products increased 8.1 percent over the corresponding period of 1939 according to 222 manufacturers furnishing reports for each month of both periods. An increase of 1.7 percent was shown during the first five months of 1939 over 1938. The total dollar volume of the 222 reporting firms amounted to \$94,807,000 during the first five months of 1940 as compared with \$87,685,000 for the corresponding period of 1939.

Sales by manufacturers of chocolate products competitive with confectionery showed the greatest relative improvement, increasing 11.6 percent. "Other manufacturers" and manufacturer-retailers' recorded an increase of 8 percent and 1.1 percent, respectively.

Considerable variation existed in the sales of "other manufacturers" by geographical divisions. Increases were recorded by five of the eight regions separately shown, ranging from 17.3 percent for the Southeastern region to 3.1 percent for the Northwestern region. The Western, Midwestern and Southern regions failed to attain their 1939 sales level. The largest drop, 6.6 percent, was shown by the Western region.

MAY SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	May 1940			Five months cumulative			
	Number of firms reporting	Percent change May 1940 from		Sales for May 1940 (000's)	January --- May		
		May 1939	Apr. 1940		Number of firms reporting	Percent change from 5 mos. 1939	Sales for five mos. 1940 (000's)
Grand total, All products.....	231	+10.5	- 1.6	\$17,723	222	+ 8.1	\$94,807
Sales of manufacturer-retailers.....	9	+ 8.1	+53.2	1,293	9	+ 1.1	6,018
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	10	+18.9	- 7.5	2,407	10	+11.6	16,500
Sales by other manufacturers by States in which located.....	212	+ 9.3	- 3.7	14,023	203	+ 8.0	72,289
New England: Mass., R. I., Conn., Me., and Vt....	18	+12.6	-17.7	1,623	16	+ 3.5	7,194
Eastern:							
Total.....	63	+ 4.3	+ 3.3	4,281	60	+ 5.5	22,795
New York.....	26	+ 3.2	+ 6.6	1,576	24	+ 3.7	7,649
Pennsylvania.....	29	+ 2.9	+ 0.2	2,409	28	+ 6.1	13,770
Me., N.J., and D.C.....	8	+12.1	+14.3	296	8	+ 9.7	1,376
Southeastern:							
Ga., Va., and N. Car.....	9	+17.9	-12.6	429	9	+17.3	2,314
Central:							
Total.....	58	+16.6	- 2.4	6,250	54	+14.1	31,727
Illinois.....	33	+18.4	- 3.8	5,503	32	+14.8	28,756
Ohio.....	7	+ 2.9	+21.7	140	7	+ 4.3	658
Indiana and Kentucky.....	10	+ 4.8	+ 4.8	398	8	+ 5.8	1,485
Michigan and Wisconsin.....	8	+ 6.6	+11.6	211	7	+14.2	828
Southern:							
Total.....	11	- 2.5	- 8.7	313	11	- 0.4	1,824
Tennessee.....	5	- 4.8	- 5.7	200	5	- 3.1	1,054
Ala., Ark., La., Miss., and Texas.	6	+ 1.8	-13.7	113	6	+ 3.6	770
Midwestern:							
Total.....	14	- 1.2	- 0.8	493	14	- 5.0	2,718
Missouri.....	5	- 2.5	- 0.9	349	5	- 5.6	1,983
Iowa.....	4	+ 5.5	+ 5.5	77	4	- 2.9	373
Colo., Kans., Nebr., and Okla.....	5	- 1.5	- 6.9	67	5	- 3.5	362
Northwestern:							
Minn., N. Dak., and S. Dak.....	9	+ 4.6	-14.4	113	9	+ 3.1	635
Western:							
Total.....	30	-17.0	-10.9	521	30	- 6.6	3,082
California.....	12	-29.6	-13.9	286	12	-10.8	1,342
Washington.....	11	+ 1.6	-11.0	129	11	- 0.4	701
Oregon, Utah and Idaho.....	7	+11.6	- 1.9	106	7	+ 1.5	539

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SUPPLEMENT TO THE MAY 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

The average value per pound received for all types of confectionery and competitive chocolate products by manufacturer-wholesalers decreased 0.2 cents during May 1940 as compared with May 1939 according to data received from 129 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. As compared with April 1940, the average value decreased 0.5 cents per pound, no adjustment being made for seasonal shifts in candy production.

Each of the types of houses for which data are separately shown recorded a decrease in average value from last May except bulk goods and unclassified houses. Unclassified houses recorded an increase of 0.4 cents, while bulk goods showed no change. The average value for all types of houses combined was 15.0 cents during May 1940, 15.2 cents in May 1939, and 15.5 cents during April 1940.

The total poundage sales reported by all types of houses increased 11.2 percent over May 1939, but decreased slightly from April this year. An increase of 2.2 percent was shown between April and May of 1939. Poundage sales of manufacturers of package goods showed the largest relative decline from April to May of 1940, being down 30.5 percent. Unclassified and general line houses recorded increases of 17.6 percent and 1.4 percent, respectively, on this comparison.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 129 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	May 1940			May 1939			April 1940		
		Pounds	Value	Average value	Pounds	Value	Average value	Pounds	Value	Average value
		Package goods.....	16	1,827,982	\$769,547	\$421	1,826,949	\$785,126	\$429	2,626,512
Bar goods.....	25	36,566,524	6,256,500	.168	32,123,981	5,290,154	.165	39,690,570	6,476,979	.165
Bulk goods.....	39	17,228,514	1,701,122	.098	16,434,409	1,614,206	.098	17,644,707	1,612,516	.105
General line.....	26	15,661,026	2,152,556	.139	15,022,676	2,218,204	.146	15,459,974	2,235,923	.145
Unclassified.....	23	8,153,058	1,290,321	.153	7,915,576	1,217,661	.154	6,955,478	1,121,220	.161
Total.....	129	81,537,104	12,200,068	.150	78,555,591	11,125,461	.152	82,558,241	12,605,678	.155

*Groups are by types of business and not by type of products.

July 20, 1940

SUPPLEMENT TO THE JUNE 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

During June 1940 the average value per pound received for all types of confectionery and competitive chocolate products by manufacturer-wholesalers showed no change from June 1939 according to data received from 119 identical firms, it was announced today by Director William L. Austin, Bureau of the Census, Department of Commerce. The average value for this group of firms decreased 0.5 cents from May 1940, no adjustment being made for seasonal variation.

The average value was generally down between May and June 1940 for all houses for which data are separately shown except bulk goods and general line houses. General line houses showed an increase of 0.1 cents while bulk goods showed no change. The largest decrease, 4.2 cents, was recorded by package goods houses. The average value for all types of houses combined was 14.4 cents during both June 1940 and 1939 and 14.9 cents in May 1940.

The total poundage sales reported by all types of houses during June 1940 increased 1.5 percent over June 1939. As compared with May 1940 there was a decrease of 21.1 percent. A decrease of 12.9 percent was recorded between these same months of 1939. With each of the types of houses shown separately registering decreases for May, the smallest decline, 7.4 percent, was shown by unclassified houses.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 119 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	June 1940			June 1939			May 1940		
		Pounds	Value	Average value	Pounds	Value	Average value	Pounds	Value	Average value
		15	1,318,918	\$500,498	\$.379	1,376,321	\$510,817	\$.371	1,819,315	\$765,943
24	29,132,541	4,603,428	.158	27,547,075	4,275,583	.155	38,567,214	6,248,412	.162	
34	13,539,000	1,324,349	.098	12,886,475	1,279,253	.099	16,700,432	1,636,355	.098	
25	11,431,710	1,543,980	.135	12,313,410	1,653,639	.137	14,593,324	1,955,212	.124	
21	7,383,484	1,052,084	.142	7,775,129	1,177,405	.151	7,972,174	1,253,903	.157	
Total.....	119	62,855,653	9,034,339	.144	61,893,414	8,927,000	.144	79,622,459	11,852,930	.143

*Groups are by types of business and not by type of products.

For Immediate
Release
August 3, 1940

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

JUNE 1940

Sales of confectionery and competitive chocolate products combined during June 1940 were up 1.6 percent over June 1939 according to data received from 219 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. Without adjustment for seasonal influences, sales of this group of firms were down 16.2 percent from May 1940. The total dollar volume of the 219 reporting manufacturers during June 1940 amounted to \$12,657,000 as compared with \$12,459,000 in June 1939 and \$15,107,000 during May 1940.

Sales by manufacturers of chocolate products competitive with confectionery recorded the largest gain over last June, increasing 23.2 percent. Manufacturer-retailers recorded an increase of 2.9 percent, while "other manufacturers" sales decreased 1.3 per cent on this comparison.

The decrease in sales by "other manufacturers" was well distributed throughout the geographical regions for which data are separately shown, six of the eight regions recording sales smaller than last June. The largest relative decline, 19.7 percent, was shown by the Midwestern region. The Southeastern and Central regions recorded increases of 28.9 percent and 2.7 percent, respectively.

FIRST SIX MONTHS 1940

Sales during the first six months of 1940 were 7.3 percent above the level of the corresponding period of 1939 according to 210 manufacturers furnishing reports for every month of both periods. An increase of 0.9 percent was shown during the first six months of 1939 over 1938. The total dollar volume of the 210 reporting firms amounted to \$99,416,000 during the first six months of 1940 as compared with \$92,618,000 for the same period of 1939.

While each of the three groups of manufacturers recorded an increase during the first half of 1940 over 1939, the greatest relative improvement was shown by manufacturers of chocolate products with an increase of 12.5 percent. "Other manufacturers" and manufacturer-retailers sales were up 6.7 percent and 1.3 percent, respectively.

Increases in sales by "other manufacturers" were recorded by four of the eight geographical regions separately shown. The largest gain, 18.5 percent, was recorded by the Southeastern region. The Central region showed a gain of 12.8 percent, while the Eastern and New England regions recorded increases of 3.9 percent and 2.3 percent, respectively. Of the four regions showing decreases, the Midwestern and Western regions registered the sharpest drop.

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JUNE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	June 1940			Six months cumulative January --- June			
	Number of firms reporting	Percent change June 1940 from		Sales for June 1940 (000's)	Number of firms reporting	Percent change from 6 mos. 1939	Sales for six mos. 1940 (000's)
		June 1939	May 1940				
Grand total, All products.....	219	+ 1.6	-16.2	\$12,657	210	+ 7.3	\$99,416
Sales of manufacturer-retailers.....	9	+ 2.9	-36.8	817	9	+ 1.3	6,837
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	10	+23.2	+53.8	1,620	10	+12.5	18,120
Sales by other manufacturers by states in which located.....	200	- 1.3	-19.9	10,220	191	+ 6.7	74,459
New England:							
Mass., R. I., Conn., Me., and Vt....	18	- 1.9	-28.1	1,041	16	+ 2.3	7,022
Easterns:							
Total.....	58	- 3.7	-19.3	3,205	57	+ 3.9	23,308
New York.....	24	- 1.0	-14.4	1,341	23	+ 2.5	8,859
Pennsylvania.....	26	- 6.0	-24.4	1,596	26	+ 4.4	12,805
Md., N. J., and D. C.....	8	- 2.5	- 9.5	268	8	+ 7.5	1,644
Southeastern:							
Ga., Va., and N. Car.....	11	+28.9	- 1.9	455	10	+18.5	2,976
Central:							
Total.....	55	+ 2.7	-20.5	4,411	51	+12.8	32,561
Illinois.....	32	+ 3.4	-21.2	3,853	31	+13.5	29,232
Ohio.....	7	-14.8	-17.9	115	7	+ 1.0	773
Indiana and Kentucky.....	9	- 2.9	-16.7	270	7	+ 4.9	1,701
Michigan and Wisconsin.....	7	+10.9	-10.4	173	6	+15.4	855
Southern:							
Total.....	10	-11.5	-22.1	239	10	- 1.0	2,064
Tennessee.....	4	-10.7	-18.4	151	4	- 3.0	1,134
Ala., Ark., La., Miss., and Tex....	6	-12.9	-27.9	88	6	+ 1.5	930
Midwestern:							
Total.....	12	-19.7	-21.0	366	11	- 7.4	2,880
Missouri.....	3	-24.5	-23.8	243	3	- 8.6	2,074
Iowa.....	4	- 2.9	-14.3	66	3	- 3.7	388
Colo., Kans., Nebr., and Okla.....	5	-13.6	-14.9	57	5	- 5.0	418
Northwestern:							
Minn., N. Dak., and S. Dak.....	7	- 8.2	+ 1.1	89	7	- 1.2	555
Westerns:							
Total.....	29	-15.9	-12.3	414	29	- 6.8	3,093
California.....	12	-12.8	- 7.6	218	12	-10.0	1,632
Washington.....	10	-16.8	-22.0	99	10	- 2.5	780
Oregon, Utah, and Idaho.....	7	-21.1	-11.0	97	7	- 3.4	681

MONTHLY COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE
CHOCOLATE PRODUCTS

Prepared monthly in cooperation with the
National Confectioners' Association

JULY 1940

Sales of confectionery and competitive chocolate products combined during July 1940 were 21 percent above the level of July 1939 according to data received from 227 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. Sales of this group of firms were up 4.5 percent from June 1940, no adjustment being made for seasonal fluctuation. The total dollar volume of the 227 reporting manufacturers amounted to \$14,378,000 during July 1940 as compared with a sales volume of \$11,881,000 in July 1939 and \$13,753,000 during June 1940.

Sales by manufacturers of chocolate products competitive with confectionery recorded the largest gain over last July, increasing 50.4 percent. "Other manufacturers" sales were up 19.7 percent, while manufacturer-retailers sales decreased 5.2 percent on this comparison.

Increases in sales by "other manufacturers" were registered by five of the eight regions for which data are separately shown. The greatest relative improvement was shown by the New England and Central regions with increases of 33.7 percent and 28.3 percent, respectively. The Eastern region showed an increase of 14.4 percent, Northwestern 12.7 percent, and Southeastern 0.8 percent. The Western, Southern and Midwestern regions recorded decreases of 11.8 percent, 3.9 percent, and 2 percent, respectively.

FIRST SEVEN MONTHS 1940

Sales during the first seven months of 1940 increased 8.6 percent over the corresponding period of last year according to reports furnished for every month of both periods by 213 manufacturers. This increase is substantially higher than the 1.5 percent increase recorded during the first seven months of 1939 over 1938. The total dollar volume of the 213 reporting firms amounted to \$121,079,000 during the first seven months of 1940 as compared with \$111,523,000 for the same period of 1939.

While each of the three groups of manufacturers recorded an increase during the first seven months of 1940 over 1939, the greatest relative improvement was shown by manufacturers of chocolate products with an increase of 15.1 percent. "Other manufacturers" and manufacturer-retailers sales were up 8 percent and 0.7 percent, respectively.

Increases in sales by "other manufacturers" were recorded by five of the eight geographical regions for which data are separately shown. The largest gain, 18.4 percent, was recorded by the Southeastern region. The Central region showed a gain of 14.1 percent, New England, 4.5 percent, Eastern, 4.5 percent, and Northwestern 3.6 percent. Of the three regions showing decreases, the Western region, with a decrease of 9.1 percent, showed the sharpest drop.

JULY SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Territories	July 1940			Seven months cumulative January — July			
	Number of firms reporting	Percent change July 1940 from		Sales for July 1940 (000's)	Number of firms reporting	Percent change from 7 mos. 1939	Sales for seven mos. 1940 (000's)
		July 1939	June 1940				
Grand total, All products.....	227	+21.0	+ 4.5	\$14,378	213	+ 8.6	\$121,079
Sales of manufacturer-retailers.....	9	- 5.2	- 3.5	788	9	+ 0.7	7,626
Sales of chocolate manufacturers of chocolate products competitive with confectionery.....	9	+50.4	+13.0	1,799	9	+15.1	19,511
Sales by other manufacturers by states in which located.....	209	+19.7	+ 3.9	11,791	195	+ 8.0	93,942
New England: Mass., R. I., Conn., Me., and Vt....	19	+33.7	+13.0	1,333	18	+ 4.5	9,050
Eastern:							
Total.....	62	+14.4	+ 0.2	3,522	57	+ 4.5	29,258
New York.....	26	+20.8	+ 3.4	1,457	22	+ 5.2	10,185
Pennsylvania.....	28	+11.1	- 3.4	1,777	28	+ 3.7	17,395
Md., N. J., and D. C.....	8	+ 5.5	+ 7.5	288	7	+ 8.5	1,678
Southeastern: Ga., Va., and N. Car.....	11	+ 0.8	-14.3	390	10	+18.4	3,352
Central:							
Total.....	57	+28.3	+10.6	5,505	53	+14.1	42,042
Illinois.....	34	+30.1	+13.1	4,964	33	+14.9	38,347
Ohio.....	7	+27.8	+20.0	138	7	+ 4.3	912
Indiana and Kentucky.....	9	+ 5.8	-14.8	254	7	+ 3.0	1,813
Michigan and Wisconsin.....	7	+18.3	-15.8	149	6	+15.5	970
Southern:							
Total.....	11	- 3.9	- 9.3	245	11	- 0.7	2,575
Tennessee.....	4	- 5.2	- 2.6	147	4	- 3.3	1,281
Ala., Ark., La., Miss., and Tex....	7	- 2.0	-17.6	98	7	+ 2.1	1,294
Midwestern:							
Total.....	13	- 2.0	-19.9	297	12	- 1.6	3,219
Missouri.....	3	- 5.1	-23.0	187	3	- 1.0	2,260
Iowa.....	5	+ 5.0	-11.3	63	4	- 1.8	494
Colo., Kans., Neb., and Okla.....	5	+ 2.2	-17.5	47	5	- 4.1	465
Northwestern: Minn., N. Dak., and S. Dak.....	8	+12.7	-11.0	89	8	+ 3.6	779
Western:							
Total.....	28	-11.8	-11.6	410	26	- 9.1	3,667
California.....	12	-20.4	-11.7	242	11	-13.5	2,182
Washington.....	8	+20.0	- 1.1	90	8	- 1.1	790
Oregon, Utah, and Idaho.....	8	- 9.3	-21.2	78	7	- 2.8	695

CORRECTION FOR JUNE REPORT.

Due to an error in tabulation, the following corrections should be made in our last release giving statistics for the month of June. In the table on page 2, the June 1940 percent change from May 1940 for all products should be -23.1 instead of -16.2 and the May to June change for manufacturers of chocolate products competitive with confectionery should be -32.7 instead of +53.8.

September 21, 1940

SUPPLEMENT TO THE JULY 1940 REPORT ON COMPARATIVE SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS

Prepared monthly by the Bureau of the Census with the Cooperation of the
National Confectioners' Association

The average value per pound received for all types of confectionery and competitive chocolate products by manufacturer-wholesalers during July 1940 remained the same as in July 1939, according to data received from 113 identical firms and released today by Director William L. Austin, Bureau of the Census, Department of Commerce. This is the second month in succession that the average value has shown no change from the corresponding month of the previous year. The average value for this group of firms increased 0.2 cents over June 1940, no adjustment being made for seasonal variations.

Increases in average values between June and July 1940 were recorded by three of the five types of houses shown separately. The sharpest increase, 3.2 cents, was shown by package goods houses. Unclassified houses showed an increase of one cent per pound and general line houses 0.1 cents per pound. The average value for all types of houses combined was 14.7 cents during both July 1940 and 1939 and 14.5 cents in June 1940.

The total poundage sales reported by all types of houses during July 1940 increased 26 percent over July 1939 and 8.7 percent over June 1940. Decreases were shown between June and July by three of the five types of houses separately shown, while two recorded increases. Bar goods houses recorded an increase of 22.6 percent and unclassified houses, 2.1 percent on this comparison.

SALES OF CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS BY 113 MANUFACTURERS CLASSIFIED
ACCORDING TO TYPE OF BUSINESS

Type of House*	No. of firms	July 1940			July 1939			June 1940		
		Pounds	Value	Average value	Pounds	Value	Average value	Pounds	Value	Average value
Package goods.....	14	1,175,362	\$482,565	\$.411	1,095,003	\$453,550	\$.414	1,314,741	\$498,255	\$.379
Bar goods.....	23	35,657,207	5,563,029	.156	26,373,567	4,138,390	.157	29,095,701	4,615,127	.159
Bulk goods.....	36	12,000,658	1,191,150	.099	9,992,844	990,081	.099	12,822,885	1,279,292	.100
General line.....	21	8,854,518	1,201,860	.136	8,191,984	1,085,087	.132	9,411,232	1,267,838	.135
Unclassified.....	19	7,399,136	1,135,552	.153	6,004,524	923,697	.154	7,244,647	1,038,073	.145
Total.....	113	65,086,681	9,574,236	.147	51,657,922	7,590,955	.147	59,869,196	8,698,585	.145

*Groups are by types of business and not by type of products.

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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
August 1940

Sales of confectionery and competitive chocolate products were 8.0 percent greater in August 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 8 months -- sales were 8.4 percent ahead of the same period of 1939. The usual seasonal gain in sales between July and August was reported as 22.3 percent this year.

These trends are based upon returns from 215 manufacturers, reporting sales of \$17,050,000 in August 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 21.2 percent over August 1939 and 15.9 percent over the first 8 months of 1939. Manufacturer-retailers experienced gains of 18.1 percent and 2.4 percent over the respective periods of 1939.

Increases in sales by "other manufacturers" amounted to 4.8 percent over August 1939 and 7.4 percent over the first 8 months of 1939. These gains in sales of confectionery were the result of increases by manufacturers located in the Eastern part of the United States. For August, the New England manufacturers reported gains of 12.5 percent, those in the Atlantic States gained 9.5 percent, while the East North Central Group increased 3.6 percent. Decreases in sales or no change from last August were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers is also exhibited by the year-to-date figures, which show higher sales for these firms during the first 8 months of 1940 than in the same period of 1939.

Pounds of confectionery and competitive chocolate products sold by 117 manufacturers increased from 81,982,000 in August 1939 to 87,718,000 pounds in August 1940. This increase is proportionate to the gains in dollar sales by these manufacturers. The average value per pound received for all types of products thus remained the same, 14.5 cents, for August in both 1939 and 1940. This is the third consecutive month in which the average value has shown no change from the corresponding month of the previous year. The average value of products for this group of firms increased 0.2 cents over July 1940.

The average value of products sold by houses producing package goods and bar goods fell 3.1 cents and 0.4 cents, respectively, in August from 1939 values. Bulk goods and general line manufacturers reported increases in value of products sold, of 0.1 cents and 0.9 cents.

Accounts receivable on August 1, 1940 of 125 firms reporting this item amounted to \$6,354,000, an increase of 5.0 percent over August 1, 1939 and a decrease of 5.4 percent from July 1, 1940. The ratio of collections to receivables fell from 138 in August 1939 to 135 in August 1940. The collection ratio in July 1940 for these firms was 136.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
AUGUST 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		August 1940 (Add 000)	Number of firms report- ing	Percent Change from Eight Months 1939	Eight Months 1940 (Add 000)
		August 1940 vs. August 1939	August 1940 vs. July 1940				
TOTAL.....	215	+ 8.0	+22.3	\$17,050	207	+ 8.4	\$134,806
Manufacturer-retailers.....	9	+18.1	+31.9	1,059	9	+ 2.4	6,664
Manufacturers of chocolate products competitive with confectionery.....	10	+21.2	+55.7	2,840	10	+15.9	22,761
Other manufacturers by States in which located.....	196	+ 4.8	+16.2	13,171	188	+ 7.4	103,356
New England.....	18	+12.5	+25.5	1,663	17	+ 5.8	10,242
Massachusetts.....	14	+17.4	+56.0	1,182	14	+ 5.8	9,822
Connecticut, Maine and Vermont....	4	+ 2.1	+ 5.5	481	3	+ 6.8	261
Atlantic.....	67	+ 9.5	+15.5	4,284	64	+ 7.5	34,984
New York.....	23	+ 9.3	+ 1.3	1,401	20	+ 5.1	10,958
Pennsylvania.....	29	+ 5.2	+25.6	2,175	29	+ 6.9	18,947
New Jersey, Maryland and D. of C... Georgia, Virginia and N. Carolina..	6 9	+16.5 +31.4	+12.1 +24.0	269 439	6 9	+10.0 +18.9	1,863 3,321
East North Central.....	52	+ 3.6	+14.4	6,068	51	+10.7	47,714
Illinois.....	32	+ 4.8	+16.0	5,612	32	+11.4	43,675
Indiana and Ohio.....	13	-13.4	- 7.9	290	13	+ 0.9	2,860
Michigan and Wisconsin.....	7	+ 1.2	+ 9.2	166	6	+12.8	1,133
West North Central.....	19	-15.7	+13.7	415	18	- 2.4	4,194
Minnesota, N. Dakota and S. Dakota. Iowa and Missouri.....	9 10	+ 2.6 -21.3	+30.8 + 8.0	119 296	9 9	+ 1.7 - 3.5	951 3,242
East South Central (Alabama, Kentucky and Tennessee)..	6	- 4.9	+13.7	233	5	- 1.9	1,250
West South Central (Louisiana, Oklahoma and Texas)....	5	0.0	+ 6.5	66	5	- 4.6	879
Mountain (Colorado, Idaho and Utah).....	8	0.0	+27.8	138	7	- 2.8	1,061
Pacific.....	21	-18.9	+19.7	304	21	-10.7	2,749
California.....	10	-30.8	+15.1	175	10	-15.9	1,696
Oregon and Washington.....	11	+ 5.7	+26.5	129	11	- 1.0	1,053

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
AUGUST 1940

Type of House ¹	Number of firms report- ing	August 1940			August 1939			July 1940		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		(Add 000)	(Add 000)		(Add 000)	(Add 000)		(Add 000)	(Add 000)	
TOTAL.....	117	87,718	\$12,723	\$1.145	81,982	\$11,848	\$1.145	72,164	\$10,354	\$1.14
Package goods.....	14	1,722	715	.414	1,414	629	.445	1,151	556	.48
Bar goods.....	19	40,620	6,425	.158	35,597	5,782	.162	32,697	5,047	.15
Bulk goods.....	31	15,091	1,430	.095	14,558	1,375	.094	13,458	1,287	.09
General line.....	24	12,635	1,840	.146	14,064	1,920	.137	10,236	1,416	.13
Unclassified.....	29	17,650	2,315	.131	16,349	2,142	.131	14,622	2,068	.14

Bureau of the Census

¹Groups are by kind of business and not by type of products.

Current Statistical Service

Immediate release - November 7, 1940

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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
September 1940

Sales of confectionery and competitive chocolate products were 1.7 percent greater in September 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 9 months -- sales were 7.5 percent ahead of the same period of 1939. A less than usual seasonal gain in sales between August and September was reported as 49.3 percent this year.

These trends are based upon returns from 218 manufacturers, reporting sales of \$30,931,000 in September 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 11.5 percent over September 1939 and 14.7 percent over the first 9 months of 1939. Manufacturer-retailers experienced a gain of 1.5 percent over the first nine months of 1939 and a nominal decrease in September from the same month in 1939.

Sales by "other manufacturers" decreased nominally from September 1939 and showed a 6.3 percent increase over the first 9 months of 1939. Gains in sales of confectionery were most pronounced for manufacturers located in the Northeastern part of the United States. For September, the New England manufacturers reported gains of 2.4 percent, those in Pennsylvania gained 0.3 percent, while the East North Central Group increased 7.5 percent. Decreases in sales from last September were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers is also exhibited by the year-to-date figures, which show higher sales for these firms during the first 9 months of 1940 than in the same period of 1939.

Pounds of confectionery and competitive chocolate products sold by 121 manufacturers increased from 127,981,000 in September 1939 to 137,839,000 pounds in September 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales by these manufacturers. The average value per pound received for all types of products thus remained approximately the same, 15.6 cents for September 1939 and 15.5 cents for September 1940. The average value of products for this group of firms increased four-tenths of a cent over August 1940. This seasonal increase in the average value of all products results from the rise in the proportion of the higher valued package goods.

The average value of products sold by houses producing package goods rose 1.1 cents in September from 1939 values. Bulk goods and general line manufacturers reported slight increases in value of products sold, of 0.2 cents and 0.1 cents. The average value of bar goods fell 0.4 cents per pound.

Accounts receivable on September 1, 1940 of 126 firms reporting this item amounted to \$8,390,000, an increase of 9.1 percent over September 1, 1939 and an increase of 31.4 percent over August 1, 1940. The ratio of collections to receivables rose from 164 in September 1939 to 167 in September 1940. The collection ratio in August 1940 for these firms was 136.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
AUGUST 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		August 1940 (Add 000)	Number of firms report- ing	Percent Change from Eight Months 1939	Eight Months 1940 (Add 000)
		August 1940 vs. August 1939	August 1940 vs. July 1940				
TOTAL.....	215	+ 8.0	+22.3	\$17,050	207	+ 8.4	\$154,805
Manufacturer-retailers.....	9	+18.1	+31.9	1,039	9	+ 2.4	8,064
Manufacturers of chocolate products competitive with confectionery.....	10	+21.2	+55.7	2,840	10	+15.9	22,788
Other manufacturers by States in which located.....	196	+ 4.8	+16.2	13,171	188	+ 7.4	103,353
New England.....	18	+12.5	+25.5	1,663	17	+ 5.8	10,245
Massachusetts.....	14	+17.4	+36.0	1,182	14	+ 5.8	9,852
Connecticut, Maine and Vermont.....	4	+ 2.1	+ 5.5	481	3	+ 6.8	591
Atlantic.....	67	+ 9.5	+15.5	4,284	64	+ 7.5	34,984
New York.....	23	+ 9.3	+ 1.3	1,401	20	+ 5.1	10,988
Pennsylvania.....	29	+ 5.2	+25.6	2,175	29	+ 6.9	18,809
New Jersey, Maryland and D. of C....	6	+16.5	+12.1	269	6	+10.0	1,863
Georgia, Virginia and N. Carolina..	9	+31.4	+24.0	439	9	+18.9	3,320
East North Central.....	52	+ 3.6	+14.4	6,068	51	+10.7	47,719
Illinois.....	32	+ 4.8	+16.0	5,612	32	+11.4	43,675
Indiana and Ohio.....	13	-13.4	- 7.9	290	13	+ 0.9	2,860
Michigan and Wisconsin.....	7	+ 1.2	+ 9.2	166	6	+12.8	1,183
West North Central.....	19	-15.7	+15.7	415	18	- 2.4	4,194
Minnesota, N. Dakota and S. Dakota..	9	+ 2.6	+30.8	119	9	+ 1.7	952
Iowa and Missouri.....	10	-21.5	+ 8.0	296	9	- 3.5	3,242
East South Central (Alabama, Kentucky and Tennessee)..	6	- 4.9	+15.7	233	5	- 1.9	1,530
West South Central (Louisiana, Oklahoma and Texas)....	5	0.0	+ 6.5	66	5	- 4.6	879
Mountain (Colorado, Idaho and Utah).....	8	0.0	+27.8	138	7	- 2.8	1,061
Pacific.....	21	-18.9	+19.7	304	21	-10.7	2,749
California.....	10	-30.8	+15.1	175	10	-15.9	1,698
Oregon and Washington.....	11	+ 5.7	+26.5	129	11	- 1.0	1,051

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
AUGUST 1940

Type of House ¹	Number of firms report- ing	August 1940			August 1939			July 1940		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		(Add 000)	(Add 000)		(Add 000)	(Add 000)		(Add 000)	(Add 000)	
TOTAL.....	117	87,718	\$12,723	\$.145	81,982	\$11,848	\$.145	72,164	\$10,354	\$.142
Package goods.....	14	1,722	713	.414	1,414	629	.445	1,151	556	.480
Bar goods.....	19	40,620	6,425	.158	35,597	5,782	.162	32,697	5,047	.154
Bulk goods.....	31	15,091	1,430	.095	14,558	1,375	.094	13,458	1,267	.094
General line.....	24	12,635	1,840	.146	14,064	1,920	.137	10,236	1,416	.138
Unclassified.....	29	17,650	2,315	.131	16,349	2,142	.131	14,622	2,068	.141

Bureau of the Census

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¹Groups are by kind of business and not by type of products.

Immediate release - November 7, 1940

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DEPARTMENT OF COMMERCE

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
September 1940

Sales of confectionery and competitive chocolate products were 1.7 percent greater in September 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 9 months -- sales were 7.5 percent ahead of the same period of 1939. A less than usual seasonal gain in sales between August and September was reported as 49.3 percent this year.

These trends are based upon returns from 218 manufacturers, reporting sales of \$30,931,000 in September 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 11.5 percent over September 1939 and 14.7 percent over the first 9 months of 1939. Manufacturer-retailers experienced a gain of 1.5 percent over the first nine months of 1939 and a nominal decrease in September from the same month in 1939.

Sales by "other manufacturers" decreased nominally from September 1939 and showed a 6.3 percent increase over the first 9 months of 1939. Gains in sales of confectionery were most pronounced for manufacturers located in the Northeastern part of the United States. For September, the New England manufacturers reported gains of 2.4 percent, those in Pennsylvania gained 0.3 percent, while the East North Central Group increased 7.5 percent. Decreases in sales from last September were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers is also exhibited by the year-to-date figures, which show higher sales for these firms during the first 9 months of 1940 than in the same period of 1939.

Pounds of confectionery and competitive chocolate products sold by 121 manufacturers increased from 127,981,000 in September 1939 to 137,839,000 pounds in September 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales by these manufacturers. The average value per pound received for all types of products thus remained approximately the same, 15.6 cents for September 1939 and 15.5 cents for September 1940. The average value of products for this group of firms increased four-tenths of a cent over August 1940. This seasonal increase in the average value of all products results from the rise in the proportion of the higher valued package goods.

The average value of products sold by houses producing package goods rose 1.1 cents in September from 1939 values. Bulk goods and general line manufacturers reported slight increases in value of products sold, of 0.2 cents and 0.1 cents. The average value of bar goods fell 0.4 cents per pound.

Accounts receivable on September 1, 1940 of 126 firms reporting this item amounted to \$8,390,000, an increase of 9.1 percent over September 1, 1939 and an increase of 31.4 percent over August 1, 1940. The ratio of collections to receivables rose from 164 in September 1939 to 167 in September 1940. The collection ratio in August 1940 for these firms was 136.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
SEPTEMBER 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		September 1940 (Add 000)	Number of firms report- ing	Percent Change from Nine Months 1939	Nine Months 1940 (Add 000)
		Sept. 1940 vs. Sept. 1939	Sept. 1940 vs. Aug. 1940				
TOTAL.....	218	+ 1.7	+ 49.3	\$30,931	186	+ 7.5	\$122,637
Manufacturer-retailers.....	9	- 0.3	+ 0.4	1,154	8	+ 1.5	9,491
Manufacturers of chocolate products competitive with confectionery.....	12	+11.5	+113.9	6,163	12	+14.7	22,254
Other manufacturers by States in which located.....	197	- 0.4	+ 41.5	23,614	168	+ 6.3	116,890
New England.....	19	+ 2.4	+ 75.4	2,856	15	+ 2.9	11,954
Massachusetts.....	15	- 5.9	+ 90.6	2,186	12	+ 2.8	11,510
Connecticut, Maine and Vermont.....	4	+30.4	+ 39.3	670	3	+ 4.7	444
Atlantic.....	70	- 6.6	+ 28.7	10,191	60	+ 6.5	40,569
New York.....	25	-10.4	+ 23.0	6,171	20	+ 4.7	12,791
Pennsylvania.....	29	+ 0.3	+ 45.7	3,122	25	+ 5.9	21,466
New Jersey, Maryland and D. of C....	8	- 2.4	+ 35.3	456	8	+ 6.7	2,724
Georgia, Virginia and N. Carolina....	8	- 0.2	+ 5.0	442	7	+17.6	3,599
East North Central.....	49	+ 7.5	+ 44.0	8,581	43	+ 9.3	38,812
Illinois.....	29	+ 8.1	+ 41.5	7,795	27	+11.1	48,990
Indiana and Ohio.....	14	+ 0.4	+ 86.7	549	12	-11.8	3,382
Michigan and Wisconsin.....	6	+ 5.8	+ 50.0	237	4	+ 7.5	450
West North Central.....	16	- 1.4	+106.5	729	14	- 3.3	4,308
Minn., Nebr., No. Dak. and So. Dak..	8	- 2.1	+ 50.5	137	7	- 4.7	715
Iowa and Missouri.....	8	- 1.2	+126.0	592	7	- 3.0	3,593
East South Central..... (Ala., Ky., Miss. and Tennessee)....	9	- 1.8	+ 36.4	382	7	+ 0.5	2,043
West South Central..... (Louisiana, Oklahoma and Texas).....	6	- 2.8	+ 56.7	141	5	+ 0.6	1,407
Mountain..... (Colorado, Idaho and Utah).....	8	- 1.6	+ 34.1	185	6	- 2.5	1,186
Pacific.....	20	- 5.3	+ 72.6	549	18	- 8.4	2,612
California.....	11	- 2.5	+ 97.4	385	10	-14.2	1,970
Oregon and Washington.....	9	-11.4	+ 33.3	164	8	+15.3	642

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
SEPTEMBER 1940

Type of House*	Number of firms report- ing	September 1940			September 1939			August 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	121	137,839	\$21,358	\$155	127,981	\$19,924	\$156	88,347	\$13,364	\$121
Package goods.....	15	4,572	1,800	.394	4,547	1,743	.383	2,943	1,232	.419
Bar goods.....	20	58,502	9,912	.169	51,152	8,866	.173	40,918	6,457	.158
Bulk goods.....	30	27,338	2,970	.109	25,245	2,696	.107	13,847	1,339	.098
General line.....	26	25,224	3,519	.139	26,410	3,651	.138	13,162	1,896	.144
Unclassified.....	30	22,103	3,157	.143	20,627	2,968	.144	17,477	2,420	.138

Bureau of the Census

Current Statistical Service

*Groups are by kind of business and not by type of products.

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Immediate release - November 14, 1940

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
September 1940

Revised Data

The following revised data should be used in place of the information contained in the release of November 7, 1940.

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH			
	Number of firms report- ing	Percent Change		September 1940 (Add 000)
		Sept. 1940 vs. Sept. 1939	Sept. 1940 vs. Aug. 1940	
TOTAL	218	+ 5.0	+56.0	\$26,637
Other manufacturers by States in which located.....	197	+ 3.4	+48.1	19,320
Atlantic.....	70	+ 0.4	+37.9	5,097
New York.....	25	+ 1.3	+36.5	1,877

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
October 1940

Sales of confectionery and competitive chocolate products were 11 percent greater in October 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 10 months -- sales were 8 percent ahead of the same period of 1939. The gain of 3 percent from September to October was contrary to the seasonal decline experienced in the past several years.

These trends are based upon returns from 217 manufacturers, reporting sales of \$27,660,000 in October 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 18 percent over October 1939 and 15 percent over the first 10 months of 1939. Manufacturer-retailers reported increases of 12 percent for the month of October and 3 percent for the year to date compared with the same periods of 1939. The marked upturn in October is a departure from the small gains which have been experienced in recent months by these firms.

Sales by "other manufacturers" increased 9 percent over October 1939 and 7 percent over the first 10 months of 1939. Gains in sales of confectionery were again led by manufacturers located in the Northeastern part of the United States. For October, the New England manufacturers reported gains of 16 percent, those in the Atlantic States gained 12 percent, while the East North Central Group increased 10 percent. Decreases in sales from last October were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers was rather evenly distributed among the component States, all of which showed higher sales for October than in the same month of 1939.

Pounds of confectionery and competitive chocolate products sold by 118 manufacturers increased from 127,882,000 in October 1939 to 141,940,000 pounds in October 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales noted above. The average value per pound received for all types of products thus remained approximately the same, 14.6 cents for October 1939 and 14.7 cents for October 1940. The average value of products for this group of firms decreased four-tenths of a cent from September 1940.

The average value of products sold by houses producing package goods rose 0.6 cents per pound in October from 1939 values. Bar goods and bulk goods manufacturers reported slight decreases in value of products sold, of 0.3 cents and 0.1 cents.

Accounts receivable on October 1, 1940 of 120 firms reporting this item amounted to \$11,588,000, a decrease of 1 percent from October 1, 1939 and an increase of 42 percent over September 1, 1940. The ratio of collections to receivables rose from 129 in October 1939 to 149 in October 1940. The collection ratio in September 1940 for these firms was 169.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
OCTOBER 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		October 1940 (Add 000)	Number of firms report- ing	Percent Change from Ten Months 1939	Ten Months 1940 (Add 000)
		Oct. 1940 vs. Oct. 1939	Oct. 1940 vs. Sept. 1940				
TOTAL.....	217	+11	+ 3	\$27,660	198	+ 8	\$185,933
Manufacturer-retailers.....	10	+12	+17	1,371	9	+ 3	10,883
Manufacturers of chocolate products competitive with confectionery.....	11	+18	-16	5,155	11	+15	34,220
Other manufacturers by States in which located.....	196	+ 9	+ 9	21,134	178	+ 7	140,830
New England (Maine, Mass. and Connecticut).....	17	+16	- 6	2,625	13	+ 4	13,398
Atlantic.....	68	+12	+13	6,720	61	+ 6	47,607
New York.....	23	+12	+ 7	2,057	20	+ 6	14,854
Pennsylvania.....	28	+14	+19	3,718	25	+ 6	25,107
New Jersey, Maryland and D. of C....	7	+ 1	- 2	447	7	+ 5	3,153
Georgia, Virginia and N. Carolina..	10	+12	+ 5	498	9	+15	4,493
East North Central.....	53	+10	+ 7	9,450	52	+11	68,569
Illinois.....	33	+10	+ 7	8,597	33	+11	60,912
Indiana and Ohio.....	13	+14	+ 8	587	13	+ 3	4,051
Michigan and Wisconsin.....	7	+12	+ 9	266	6	+11	1,606
West North Central.....	15	-11	+27	919	14	- 4	5,355
Minn., Nebr., No. Dak. and So. Dak.	7	+ 2	+20	155	7	+ *	1,012
Iowa and Missouri.....	8	-13	+29	764	7	- 4	4,343
East South Central (Ala., Ky., Miss. and Tennessee)...	8	- 1	+48	530	7	+ 2	2,459
West South Central (Louisiana, Oklahoma and Texas).....	5	- 9	+58	112	4	- 4	803
Mountain (Colorado, Idaho and Utah).....	6	- 6	+13	209	7	- 4	1,414
Pacific.....	22	- 7	+14	569	20	-10	3,225
California.....	11	-12	+19	457	10	-14	2,401
Oregon and Washington.....	11	+15	0	112	10	+ 2	824

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
OCTOBER 1940

Type of House*	Number of firms report- ing	October 1940			October 1939			September 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	118	141,940	\$20,824	\$.147	127,882	\$18,717	\$.146	136,511	\$20,558	\$.151
Package goods.....	14	3,854	1,446	.375	3,551	1,310	.369	3,400	1,190	.350
Bar goods.....	19	53,918	8,931	.166	43,870	7,412	.169	58,448	9,899	.169
Bulk goods.....	31	33,925	3,631	.107	33,791	3,654	.108	27,874	3,055	.109
General line.....	25	29,045	3,888	.134	27,242	3,663	.134	25,691	3,531	.137
Unclassified.....	29	21,198	2,928	.138	19,428	2,678	.138	21,100	2,905	.138

Bureau of the Census.

Current Statistical Service

*Groups are by kind of business and not by type of products.

Immediate release - January 2, 1941.

Cooperating with the
National Confectioners'
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
November 1940

Sales of confectionery and competitive chocolate products were 9 percent greater in November 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 11 months -- sales were 9 percent ahead of the same period of 1939. The slight gain of less than 0.5 percent from October to November indicates that the industry is holding the seasonal gains experienced in the preceding four months.

These trends are based upon returns from 201 manufacturers, reporting sales of \$27,309,000 in November 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 18 percent over November 1939 and 16 percent over the first 11 months of 1939. Manufacturer-retailers reported increases of 6 percent for the month of November and 3 percent for the year to date compared with the same periods of 1939.

Sales by "other manufacturers" increased 7 percent over November 1939 and 8 percent over the first 11 months of 1939. Gains in sales of confectionery were led by manufacturers located in the Eastern part of the United States. For November, the East North Central Group increased 12 percent, the East South Central Group gained 9 percent, while the Atlantic and New England manufacturers reported gains of 6 and 5 percent, respectively. Decreases in sales from last November were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers was rather evenly distributed among the component States, all of which showed higher sales for November than in the same month of 1939.

Pounds of confectionery and competitive chocolate products sold by 111 manufacturers increased from 122,968,000 in November 1939 to 136,629,000 pounds in November 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales noted above. The average value per pound received for all types of products thus remained the same, 14.8 cents for November in both 1939 and 1940. The average value of products for this group of firms increased three-tenths of a cent over October 1940.

The average value of products sold by houses producing package goods rose 0.6 cents per pound in November from 1939 values. Bar goods and bulk goods manufacturers reported decreases in value of products sold, of 0.5 cents and 0.3 cents, respectively.

Accounts receivable on November 1, 1940 of 114 firms reporting this item amounted to \$11,670,000, an increase of 3 percent from November 1, 1939 and an increase of less than 0.5 percent over October 1, 1940. The ratio of collections to receivables rose from 132 in November 1939 to 137 in November 1940. The collection ratio in October 1940 for these firms was 148.

23288

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
OCTOBER 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		October 1940 (Add 000)	Number of firms report- ing	Percent Change from Ten Months 1939	Ten Months 1940 (Add 000)
		Oct. 1940 vs. Oct. 1939	Oct. 1940 vs. Sept. 1940				
TOTAL.....	217	+11	+ 3	\$27,860	198	+ 8	\$185,935
Manufacturer-retailers.....	10	+12	+17	1,371	9	+ 3	10,885
Manufacturers of chocolate products competitive with confectionery.....	11	+18	-16	5,155	11	+15	34,220
Other manufacturers by States in which located.....	196	+ 9	+ 9	21,134	178	+ 7	140,830
New England (Maine, Mass. and Connecticut)....	17	+16	- 6	2,625	13	+ 4	13,598
Atlantic.....	68	+12	+13	6,720	61	+ 6	47,607
New York.....	23	+12	+ 7	2,057	20	+ 6	14,854
Pennsylvania.....	28	+14	+19	3,718	25	+ 6	25,107
New Jersey, Maryland and D. of C....	7	+ 1	- 2	447	7	+ 5	3,155
Georgia, Virginia and N. Carolina..	10	+12	+ 5	498	9	+15	4,495
East North Central.....	53	+10	+ 7	9,450	52	+11	66,569
Illinois.....	33	+10	+ 7	8,597	33	+11	60,912
Indiana and Ohio.....	13	+14	+ 8	587	13	+ 3	4,051
Michigan and Wisconsin.....	7	+12	+ 9	266	6	+11	1,806
West North Central.....	15	-11	+27	919	14	- 4	5,355
Minn., Nebr., No. Dak. and So. Dak.	7	+ 2	+20	155	7	+ *	1,012
Iowa and Missouri.....	8	-13	+29	764	7	- 4	4,343
East South Central (Ala., Ky., Miss. and Tennessee)...	8	- 1	+48	530	7	+ 2	2,459
West South Central (Louisiana, Oklahoma and Texas)....	5	- 9	+58	112	4	- 4	803
Mountain (Colorado, Idaho and Utah).....	8	- 6	+13	209	7	- 4	1,414
Pacific.....	22	- 7	+14	569	20	-10	3,225
California.....	11	-12	+19	457	10	-14	2,401
Oregon and Washington.....	11	+15	0	112	10	+ 2	824

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
OCTOBER 1940

Type of House*	Number of firms report- ing	October 1940			October 1939			September 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	118	141,940	\$20,824	\$.147	127,882	\$18,717	\$.146	136,511	\$20,558	\$.151
Package goods.....	14	3,854	1,446	.375	3,551	1,310	.369	3,400	1,190	.355
Bar goods.....	19	53,918	8,931	.166	43,870	7,412	.169	58,446	9,899	.169
Bulk goods.....	31	33,925	3,651	.107	33,791	3,654	.108	27,874	3,035	.109
General line.....	25	29,045	3,888	.134	27,242	3,663	.134	25,691	3,551	.137
Unclassified.....	29	21,198	2,928	.138	19,428	2,678	.138	21,100	2,903	.138

Bureau of the Census.

Current Statistical Service

*Groups are by kind of business and not by type of products.

Immediate release - January 2, 1941.

DEPARTMENT OF COMMERCE

Cooperating with the
National Confectioners'
Association

BUREAU OF THE CENSUS

WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
November 1940

Sales of confectionery and competitive chocolate products were 9 percent greater in November 1940 than during the same month of 1939, according to a summary released today by William L. Austin, Director of the Census. For the year to date -- 11 months -- sales were 9 percent ahead of the same period of 1939. The slight gain of less than 0.5 percent from October to November indicates that the industry is holding the seasonal gains experienced in the preceding four months.

These trends are based upon returns from 201 manufacturers, reporting sales of \$27,309,000 in November 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Sales by manufacturers of chocolate products, competitive with confectionery, continued to record the largest gains over last year, increasing 18 percent over November 1939 and 16 percent over the first 11 months of 1939. Manufacturer-retailers reported increases of 6 percent for the month of November and 3 percent for the year to date compared with the same periods of 1939.

Sales by "other manufacturers" increased 7 percent over November 1939 and 8 percent over the first 11 months of 1939. Gains in sales of confectionery were led by manufacturers located in the Eastern part of the United States. For November, the East North Central Group increased 12 percent, the East South Central Group gained 9 percent, while the Atlantic and New England manufacturers reported gains of 6 and 5 percent, respectively. Decreases in sales from last November were reported for the other geographic divisions. The upward trend in sales by Eastern manufacturers was rather evenly distributed among the component States, all of which showed higher sales for November than in the same month of 1939.

Pounds of confectionery and competitive chocolate products sold by 111 manufacturers increased from 122,968,000 in November 1939 to 136,629,000 pounds in November 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales noted above. The average value per pound received for all types of products thus remained the same, 14.8 cents for November in both 1939 and 1940. The average value of products for this group of firms increased three-tenths of a cent over October 1940.

The average value of products sold by houses producing package goods rose 0.6 cents per pound in November from 1939 values. Bar goods and bulk goods manufacturers reported decreases in value of products sold, of 0.5 cents and 0.3 cents, respectively.

Accounts receivable on November 1, 1940 of 114 firms reporting this item amounted to \$11,670,000, an increase of 3 percent from November 1, 1939 and an increase of less than 0.5 percent over October 1, 1940. The ratio of collections to receivables rose from 132 in November 1939 to 137 in November 1940. The collection ratio in October 1940 for these firms was 148.

23288

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
NOVEMBER 1940

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		November 1940 (Add 000)	Number of firms report- ing	Percent Change from Eleven Months 1939	Eleven Months 1940 (Add 000)
		Nov. 1940 vs. Nov. 1939	Nov. 1940 vs. Oct. 1940				
TOTAL.....	201	+ 9	+ *	\$27,309	195	+ 9	\$218,969
Manufacturer-retailers.....	8	+ 6	+ 6	1,246	8	+ 3	11,911
Manufacturers of chocolate products competitive with confectionery.....	11	+18	-14	4,427	11	+16	38,645
Other manufacturers by States in which located.....	182	+ 7	+ 5	21,636	176	+ 8	168,415
New England (Maine, Mass. and Connecticut).....	15	+ 5	+16	3,077	15	+ 8	21,997
Atlantic.....	65	+ 6	- 1	6,498	60	+ 7	54,430
New York.....	21	+10	+ 3	2,017	20	+ 6	17,071
Pennsylvania.....	26	+ 3	-12	3,250	24	+ 7	28,482
New Jersey, Maryland and D. of C....	7	+ 5	+24	555	7	+ 5	3,709
Georgia, Virginia and N. Carolina..	9	+16	+41	676	9	+15	5,168
East North Central.....	49	+12	- 1	9,253	47	+11	74,156
Illinois.....	30	+13	- 1	8,423	29	+11	67,907
Indiana and Ohio.....	13	+ 2	+ 5	618	13	+ 3	4,668
Michigan and Wisconsin.....	6	+13	-12	212	5	+11	1,581
West North Central.....	15	- 9	+21	1,103	14	- 5	6,401
Minnesota, No. Dak. and So. Dak....	7	- 2	+33	192	7	0	1,177
Iowa and Missouri.....	8	-10	+19	911	7	- 6	5,224
East South Central (Ala., Ky., Miss. and Tennessee)...	8	+ 9	+ 4	561	8	+ 4	3,784
West South Central (Louisiana, Oklahoma and Texas)....	6	- *	+34	272	6	- 1	1,934
Mountain (Colorado, Idaho and Utah).....	8	- 6	+53	319	8	- 3	1,890
Pacific.....	18	- 9	+ 5	553	18	- 9	3,821
California.....	9	-15	- 2	422	9	-12	3,003
Oregon and Washington.....	9	+20	+38	131	9	+ 5	818

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
NOVEMBER 1940

Type of House*	Number of firms report- ing	November 1940			November 1939			October 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	111	136,629	\$20,228	\$.148	122,968	\$18,225	\$.148	142,600	\$20,708	\$.145
Package goods.....	15	5,130	1,919	.374	4,922	1,813	.368	5,923	1,487	.379
Bar goods.....	19	47,809	7,767	.162	38,918	6,490	.167	53,920	8,931	.166
Bulk goods.....	27	40,518	4,288	.105	36,175	3,900	.108	53,996	3,588	.108
General Line.....	21	26,966	3,825	.142	27,594	3,845	.139	28,720	3,810	.133
Unclassified.....	29	16,208	2,449	.151	15,359	2,177	.142	22,041	2,892	.131

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - February 3, 1941

Cooperating with the
National Confectioners'
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
December 1940

Sales during 1940 by manufacturers of confectionery and competitive chocolate products were 9 percent higher than in 1939, according to an announcement released today by William L. Austin, Director, Bureau of the Census. December sales were 13 percent higher than the same month of last year, a more favorable record than the experiences of recent months. The loss of 6 percent from November to December is less than the seasonal change usually shown for the industry by this series.

These trends are based upon returns from 219 manufacturers, reporting sales of \$26,263,000 in December 1940. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Manufacturers of chocolate products, competitive with confectionery, recorded the largest gains over last year, increasing 29 percent for December and 17 percent for the year as a whole. Manufacturer-retailers reported increases of 9 percent for the month of December and 4 percent for the complete year compared with the same periods of 1939.

Sales by "other manufacturers" were 11 percent above last December and 8 percent above the year 1939. Gains in sales of confectionery were led by manufacturers located in the Eastern part of the United States. For December, the East North Central Group increased 14 percent, the East South Central Group gained 20 percent, while the Atlantic and New England manufacturers reported gains of 11 and 4 percent, respectively. Decreases in sales from last December were reported for only one geographic division. The upward trend in sales by Eastern manufacturers was rather evenly distributed among the component States, all of which showed higher sales for 1940 than during last year.

Pounds of confectionery and competitive chocolate products sold by 122 manufacturers increased from 93,482,000 in December 1939 to 108,401,000 pounds in December 1940, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales noted above. The average value per pound received for all types of products thus remained approximately the same, 16.9 cents in December 1939 and 16.8 cents in December 1940. The average value of products for this group of firms increased almost two cents a pound over November 1940.

The average value of products sold by houses producing package goods showed no change in December from 1939 values, but was almost eleven cents higher than in November 1940. Bar goods and bulk goods manufacturers reported decreases from last year in value of products sold, of 0.8 cents and 0.1 cents, respectively.

Accounts receivable on December 1, 1940 of 125 firms reporting this item amounted to \$12,687,000, a decrease of less than 0.5 percent from December 1, 1939 and an increase of 6 percent over November 1, 1940. The ratio of collections to receivables rose from 132 in December 1939 to 146 in December 1940. The collection ratio in November 1940 for these firms was 136.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
DECEMBER 1940

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		December 1940 (Add 000)	Number of firms report- ing	Percent Change from Twelve Months 1939 1939	Twelve Months 1940 (Add 000)
		Dec. 1940 vs. Dec. 1939	Dec. 1940 vs. Nov. 1940				
TOTAL.....	219	+13	- 6	\$26,263	217	+9	\$250,367
Manufacturer-retailers.....	8	+ 9	+117	2,706	8	+4	14,617
Manufacturers of chocolate products competitive with confectionery.....	11	+29	-15	3,748	11	+17	42,891
Other manufacturers by States in which located.....	200	+11	-11	19,809	198	+ 8	193,399
New England.....	19	+ 4	- 5	3,048	19	+ 7	25,756
Massachusetts.....	15	+ 1	- 5	2,475	15	+ 4	19,158
Maine, Vermont and Connecticut....	4	+22	- 8	573	4	+20	6,598
Atlantic.....	68	+11	+ 8	7,196	68	+ 8	65,018
New York.....	25	+12	-11	1,902	25	+ 7	20,113
Pennsylvania.....	26	+13	+30	4,158	26	+ 7	32,471
New Jersey, Maryland and D. of C....	7	+ 8	- 5	529	7	+ 8	4,236
Virginia, N. Carolina and Georgia..	10	+ 2	-20	607	10	+13	6,196
East North Central.....	50	+14	-26	6,911	49	+11	61,850
Illinois.....	33	+14	-28	6,117	32	+11	74,785
Ohio and Indiana.....	11	+16	- 5	577	11	+ 8	5,045
Michigan and Wisconsin.....	6	+28	+12	217	6	+16	2,020
West North Central.....	19	+ 6	-18	961	18	- 5	7,963
Minn., No. Dak., So. Dak. and Nebr.	10	+ 5	-14	215	10	+ *	1,889
Iowa and Missouri.....	9	+ 6	-19	746	8	- 7	6,074
East South Central (Ky., Tenn., Alabama and Miss.)....	8	+20	-13	490	8	+ 5	4,275
West South Central (Louisiana, Oklahoma and Texas)....	5	-15	- 2	194	5	- 4	1,580
Mountain (Idaho, Colorado and Utah).....	8	+ 2	-11	286	8	- 2	2,174
Pacific.....	23	+ 9	-16	723	23	- 6	6,743
California.....	12	+ 6	-11	509	12	- 9	4,789
Washington and Oregon.....	11	+14	-27	214	11	+ 2	1,954

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
DECEMBER 1940

Type of House*	Number of firms report- ing	December 1940			December 1939			November 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	122	108,401	\$18,198	\$.168	93,482	\$15,839	\$.169	137,755	\$20,545	\$.149
Package goods.....	16	7,197	3,455	.480	6,737	3,235	.480	5,140	1,909	.371
Bar goods.....	20	38,932	6,477	.166	28,385	4,939	.174	47,607	7,738	.163
Bulk goods.....	30	27,088	2,905	.107	25,152	2,725	.108	40,786	4,325	.106
General line.....	24	21,322	3,277	.154	21,035	3,199	.152	27,693	3,998	.144
Unclassified.....	32	13,862	2,084	.150	12,173	1,741	.143	16,529	2,575	.156

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - March 4, 1941

DEPARTMENT OF COMMERCE

Cooperating with the
National Confectioners'
Association

BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
January 1941

Sales of confectionery and competitive chocolate products were 8 percent greater in January 1941 than during the same month of 1940, according to an announcement released today by Vergil D. Reed, Acting Director, Bureau of the Census. The usual seasonal decrease in sales between December and January was reported as 16 percent this year.

These trends are based upon returns from 210 manufacturers, reporting sales of \$21,702,000 in January 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Each of the three groups of manufacturers shown separately recorded a substantial increase over January 1940. Manufacturer-retailers showed the greatest improvement with an increase of 11 percent. Manufacturers of chocolate products, competitive with confectionery, gained 8 percent over January a year ago.

Sales by "other manufacturers" were 8 percent above last January, and decreased 15 percent from December. Gains in sales of confectionery were led by manufacturers located in the Eastern part of the United States. For January, the Atlantic and the East South Central Groups increased 9 percent, the East North Central Group gained 8 percent, while the New England, West South Central and Pacific manufacturers reported gains of 7 percent. Decreases in sales from last January were reported for only one geographic division. The upward trend in sales by Eastern manufacturers was rather evenly distributed among the component States, all of which showed higher sales for January 1941 than for January 1940.

Pounds of confectionery and competitive chocolate products sold by 111 manufacturers increased from 95,215,000 in January 1940 to 102,388,000 pounds in January 1941, as shown in the table at the bottom of the next page. This increase is proportionate to the gains in dollar sales noted above. The average value per pound received for all types of products thus remained approximately the same, 15.6 cents in January 1940 and 15.8 cents in January 1941. The average value of products for this group of firms decreased almost one cent a pound from December 1940.

The average value of products sold by houses producing package goods was 4.6 cents higher in January 1941 than in the same month of 1940, but was 1.6 cents lower than in December 1940. Bar goods and bulk goods manufacturers reported decreases from last year in value of products sold, of 0.3 cents and 0.6 cents, respectively.

Accounts receivable on January 1, 1941 of 116 firms reporting this item amounted to \$9,818,000, an increase of 4 percent from January 1, 1940 and a decrease of 20 percent from December 1, 1940. The ratio of collections to receivables rose one point, from 133 in January 1940 to 134 in January 1941. The collection ratio in December 1940 for these firms was 146.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURER'S SALES, BY KIND OF BUSINESS AND LOCATION
JANUARY 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH			
	Number of firms report- ing	Percent Change		January 1941 (Add 000)
		January 1941 vs. January 1940	January 1941 vs. December 1940	
TOTAL.....	210	+ 8	-16	\$21,702
Manufacturers-retailers.....	8	+11	-68	875
Manufacturers of chocolate products competitive with confectionery.....	11	+ 8	+14	4,283
Other manufacturers by States in which located.....	191	+ 8	-15	16,544
New England.....	18	+ 7	-21	2,397
Massachusetts.....	15	+ 2	-28	1,773
Atlantic.....	66	+ 9	-22	5,589
New York.....	21	+ 3	-15	1,579
Pennsylvania.....	28	+ 9	-25	3,220
New Jersey, Maryland and District of Columbia.....	7	+ 9	-50	267
Virginia, North Carolina, and Georgia.....	10	+24	- 3	523
East North Central.....	46	+ 8	+ 3	6,718
Illinois.....	29	+ 8	+ 6	6,333
Ohio and Indiana.....	11	+ 1	-31	225
Michigan and Wisconsin.....	6	+23	-25	160
West North Central.....	17	- 3	-34	610
Minnesota, North Dakota, South Dakota, and Nebraska	9	+13	-20	156
Iowa and Missouri.....	8	- 7	-38	454
East South Central (Kentucky, Tennessee, Alabama and Mississippi).....	8	+ 9	-39	299
West South Central (Louisiana, Oklahoma and Texas).....	6	+ 7	-10	239
Mountain (Idaho, Colorado, and Utah).....	8	+ 4	-50	142
Pacific.....	22	+ 7	-22	550
California.....	11	+ 5	-21	380
Washington and Oregon.....	11	+12	-24	170

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JANUARY 1941

Type of House*	Number of firms report- ing	January 1941			January 1940			December 1940		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	111	102,388	\$16,210	\$.158	95,215	\$14,900	\$.156	105,297	\$17,587	\$.167
Package goods.....	12	3,028	1,434	.474	2,703	1,157	.428	6,805	3,335	.490
Bar goods.....	19	44,954	7,451	.166	38,643	6,512	.169	38,022	6,294	.166
Bulk goods.....	29	19,324	2,157	.112	19,230	2,270	.118	27,174	2,900	.107
General line.....	22	20,323	2,936	.144	21,531	3,034	.141	19,922	3,099	.156
Unclassified.....	29	14,759	2,232	.151	13,108	1,927	.147	13,374	1,959	.146

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - April 1, 1941

DEPARTMENT OF COMMERCE

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
February 1941

Sales of confectionery and competitive chocolate products by manufacturers were 11 percent greater in February 1941 than during the same month of 1940, according to an announcement released today by Vergil D. Reed, Acting Director, Bureau of the Census. Sales during the first two months of this year were 9 percent higher than for the same period of 1940. The increase in sales between January and February was reported as 7 percent this year.

These trends are based upon returns from 210 manufacturers, reporting sales of \$23,305,000 in February 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Each of the three groups of manufacturers shown separately recorded a substantial increase over February 1940. Manufacturer-retailers showed the outstanding gain with an increase of 31 percent. Manufacturers of chocolate products, competitive with confectionery, gained 14 percent over the corresponding month of the preceding year.

Sales by "other manufacturers" were 8 percent above last February and gained 3 percent from January. The gain from last year is identical with that shown for the month of January. Five of the eight geographic divisions showed gains during February. These were New England (15%), East North Central (10%), East South Central (7%), Atlantic (7%) and Pacific (2%). Two of these regions -- New England and East North Central -- indicated gains exceeding those shown in January over the comparable month of 1940. Decreases were shown for States accounting for roughly 5 percent of the dollar sales reported in this survey.

Pounds of confectionery and competitive chocolate products sold by 107 manufacturers increased from 97,370,000 in February 1940 to 109,966,000 pounds in February 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products remained approximately the same, 15.6 cents in February 1940 and 15.3 cents in February 1941. The average value per pound shown for package goods manufacturers fell 2 cents from February 1940 and 6 cents from January 1941. Mild fluctuations were shown for the remaining types of houses.

Accounts receivable on February 1, 1941 of 120 firms reporting this item amounted to \$10,594,000, an increase of 3 percent from February 1, 1940 and an increase of 6 percent from January 1, 1940. The ratio of collections to receivables rose two points, from 126 in February 1940 to 128 in February 1941. The collection ratio in January 1941 for these firms was 134.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
FEBRUARY 1941

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		February 1941 (Add 000)	Number of firms report- ing	Percent Change from Two Months 1940	Two Months 1941 (Add 000)
		Feb. 1941 vs. Feb. 1940	Feb. 1941 vs. Jan. 1941				
TOTAL.....	210	+11	+ 7	\$23,305	210	+ 9	\$45,099
Manufacturer-retailers.....	11	+31	+80	1,712	11	+23	2,660
Manufacturers of chocolate products competitive with confectionery.....	11	+14	+ 5	4,508	11	+11	8,789
Other manufacturers by States in which located.....	188	+ 8	+ 3	17,085	188	+ 8	33,650
New England.....	18	+15	- 8	2,212	18	+11	4,616
Massachusetts.....	15	+14	-13	1,540	15	+ 7	3,321
Atlantic.....	64	+ 7	+ 2	5,717	64	+ 8	11,325
New York.....	23	+11	+ 4	1,673	23	+ 7	3,269
Pennsylvania.....	24	+ 4	+ *	3,184	24	+ 6	6,362
New Jersey, Maryland and D. of C....	7	+16	+14	302	7	+14	564
Virginia, N. Carolina and Georgia..	10	+15	- 2	558	10	+18	1,190
East North Central.....	48	+10	+ 9	7,380	48	+ 9	14,182
Illinois.....	30	+10	+ 8	6,919	30	+ 9	13,333
Ohio and Indiana.....	12	+12	+16	268	12	+ 6	497
Michigan and Wisconsin.....	6	+10	+21	193	6	+15	352
West North Central.....	17	- 5	+ 5	656	17	- 4	1,249
Minn., No. Dak., So. Dak. and Nebr.	9	+12	- 3	145	9	+13	304
Iowa and Missouri.....	8	- 9	+ 8	491	8	- 8	945
East South Central (Ky., Tenn., Ala. and Miss.).....	8	+ 7	+12	355	8	+ 7	673
West South Central (Louisiana, Oklahoma and Texas)....	4	- 7	- 4	125	4	- 5	255
Mountain (Idaho, Colorado and Utah).....	8	- 5	+10	156	8	- 3	295
Pacific.....	21	+ 2	- 8	504	21	+ 6	1,053
California.....	10	+ 5	- 6	355	10	+ 5	755
Oregon and Washington.....	11	- 3	-10	149	11	+ 6	318

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
FEBRUARY 1941

Type of House*	Number of firms report- ing	February 1941			February 1940			January 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	107	109,966	\$16,814	\$.153	97,370	\$15,167	\$.156	102,482	\$16,185	\$.156
Package goods.....	12	2,534	1,029	.406	2,422	1,030	.425	2,918	1,364	.467
Bar goods.....	18	46,859	7,752	.165	41,078	6,876	.167	44,807	7,430	.166
Bulk goods.....	25	22,356	2,542	.114	19,837	2,293	.116	18,587	2,068	.111
General line.....	21	21,922	3,025	.138	20,607	2,894	.140	20,309	2,923	.144
Unclassified.....	31	16,295	2,466	.151	13,426	2,074	.154	15,861	2,400	.151

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
March 1941

Sales of confectionery and competitive chocolate products by manufacturers were 22 percent greater in March 1941 than during the same month of 1940, according to an announcement released today by Vergil D. Reed, Acting Director, Bureau of the Census. The increase over the corresponding month of the preceding year is the largest recorded by this study during the past five years. Sales during the first three months of this year were 14 percent higher than for the same period of 1940. The increase in sales between February and March was reported as 4 percent this year.

These trends are based upon returns from 212 manufacturers, reporting sales of \$23,984,000 in March 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Of the three groups, "other manufacturers" showed the outstanding gain with an increase of 31 percent. Manufacturers of chocolate products, competitive with confectionery, also reported a strong gain, 23 percent, over the corresponding month of the preceding year. The decline in sales by manufacturer-retailers may be largely attributed to the changing date of Easter.

Marked increases were reported by "other manufacturers" for the majority of the States shown separately. Five of the eight geographic divisions showed gains from the same month of a year ago exceeding 20 percent. These were, in order, Atlantic (36%), East North Central (32%), Pacific (29%), East South Central (24%) and West North Central (23%). For the first quarter of 1941 a 15 percent rise in sales was shown. States reporting gains of less than 10 percent for this period accounted for only 3 percent of the dollar sales included in this survey.

Pounds of confectionery and competitive chocolate products sold by 110 manufacturers increased from 88,996,000 in March 1940 to 118,839,000 pounds in March 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products declined slightly, 15.3 cents in March 1941 and 15.6 cents in March 1940. The average value per pound shown for package goods manufacturers fell 1.8 cents from March 1940 and rose 1.7 cents from February 1941. Mild fluctuations were shown for the remaining types of houses.

Accounts receivable on March 1, 1941 of 124 firms reporting this item amounted to \$15,360,000, an increase of 11 percent from March 1, 1940 and an increase of 5 percent from February 1, 1941. The ratio of collections to receivables rose five points, from 135 in March 1940 to 140 in March 1941. The collection ratio in February 1941 for these firms was 128.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
MARCH 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		March 1941 (Add 000)	Number of firms report- ing	Percent Change from Three Months 1940	Three Months 1941 (Add 000)
		Mar. 1941 vs. Mar. 1940	Mar. 1941 vs. Feb. 1941				
TOTAL.....	212	+22	+ 4	\$23,984	212	+14	\$68,749
Manufacturer-retailers.....	9	-43	-37	1,079	9	- 8	3,735
Manufacturers of chocolate products competitive with confectionery.....	11	+23	- 1	4,451	11	+15	13,239
Other manufacturers by States in which located.....	192	+31	+ 9	18,454	192	+15	51,775
New England.....	19	+18	+ 2	2,318	19	+14	7,057
Massachusetts.....	16	+12	- *	1,595	16	+10	5,038
Atlantic.....	67	+36	+15	6,867	67	+17	18,164
New York.....	23	+23	+ 5	1,798	23	+12	5,123
Pennsylvania.....	26	+45	+16	3,745	26	+17	10,191
New Jersey, Maryland and D. of C....	7	+27	+28	385	7	+18	952
Virginia, N. Carolina and Georgia...	11	+35	+29	739	11	+25	1,898
East North Central.....	47	+32	+ 5	7,649	47	+16	21,647
Illinois.....	29	+34	+ 6	7,188	29	+17	20,337
Ohio and Indiana.....	11	+ 1	- 5	250	11	+ 4	737
Michigan and Wisconsin.....	7	+19	+ 4	211	7	+14	573
West North Central.....	16	+23	+ 4	370	16	+12	1,095
Minn., No. Dak., So. Dak. and Nebr..	10	+16	+ 3	156	10	+13	486
Iowa and Missouri.....	6	+28	+ 4	214	6	+10	609
East South Central (Ky., Tenn., Ala. and Miss.).....	6	+24	+13	406	6	+13	1,077
West South Central (Louisiana, Oklahoma and Texas)....	5	+13	+38	231	5	+ 3	621
Mountain (Idaho, Colorado and Utah).....	8	+ 8	+24	193	8	+ 2	488
Pacific.....	22	+29	+27	620	22	+14	1,626
California.....	12	+29	+31	528	12	+13	1,352
Oregon and Washington.....	10	+24	+ 8	92	10	+20	274

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
MARCH 1941

Type of House*	Number of firms report- ing	March 1941			March 1940			February 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	110	118,839	\$18,192	\$.153	88,968	\$13,919	\$.156	111,859	\$17,211	\$.154
Package goods.....	12	3,187	1,352	.424	2,691	1,190	.442	2,580	1,049	.407
Bar goods.....	20	52,283	8,496	.163	40,199	6,650	.165	49,446	8,178	.165
Bulk goods.....	28	23,507	2,633	.112	17,064	1,904	.112	22,592	2,612	.116
General line.....	20	21,063	2,888	.137	15,902	2,213	.139	21,625	2,962	.137
Unclassified.....	30	18,799	2,823	.150	13,110	1,962	.150	15,618	2,410	.154

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
April 1941

Sales of confectionery and competitive chocolate products by manufacturers were 25 percent greater in April 1941 than during the same month of 1940, according to an announcement released today by J. C. Capt, Director of the Census. Again this month, the increase over the corresponding month of the preceding year is the largest recorded by this study during the past five years. Sales during the first four months of this year were 15 percent higher than for the same period of 1940. The decrease in sales between March and April was reported as 13 percent this year.

These trends are based upon returns from 220 manufacturers, reporting sales of \$22,215,000 in April 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Of the three groups, manufacturer-retailers showed the outstanding gain with an increase of 114 percent largely due to the changing date of Easter. Manufacturers of chocolate products, competitive with confectionery, reported a strong gain, 18 percent, over the corresponding month of the preceding year. This gain was exceeded, however, by the 21 percent rise recorded by "other manufacturers."

Marked increases were reported by "other manufacturers" for the majority of the States shown separately. Six of the eight geographic divisions showed gains from the same month of a year ago exceeding 15 percent. The strongest gains were for the West South Central States (40%), the Pacific States (36%) and the East North Central States (25%). For the first four months of 1941 a 15 percent rise in sales was shown. States reporting gains of less than 10 percent for this period accounted for only 3 percent of the dollar sales included in this group.

Pounds of confectionery and competitive chocolate products sold by 120 manufacturers increased from 85,999,000 in April 1940 to 99,734,000 pounds in April 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products declined slightly, being 15.1 cents in April 1941 and 15.3 cents in April 1940. The average value per pound shown for package goods manufacturers rose 2.3 cents from April 1940 and 5.2 cents from March 1941. Milder fluctuations were shown for the remaining types of houses.

Accounts receivable on April 1, 1941 of 128 firms reporting this item amounted to \$10,966,000, an increase of 14 percent from April 1, 1940 and a decrease of 5 percent from March 1, 1941. The ratio of collections to receivables rose nine points, from 123 in April 1940 to 132 in April 1941. The collection ratio in March 1941 for these firms was 137.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 APRIL 1941

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		April 1941 (Add 000)	Number of firms report- ing †	Percent Change from Four Months 1940	Four Months 1941 (Add 000)
		Apr. 1941 vs. Apr. 1940	Apr. 1941 vs. Mar. 1941				
TOTAL.....	220	+25	-13	\$22,215	220	+15	\$61,080
Manufacturer-retailers.....	10	+114	+89	2,059	10	+13	5,654
Manufacturers of chocolate products competitive with confectionery.....	11	+18	-31	3,086	11	+15	16,328
Other manufacturers by States in which located.....	199	+21	-14	17,090	199	+15	69,045
New England.....	19	+17	+ 1	2,331	19	+14	9,388
Massachusetts.....	16	+17	+ 7	1,713	16	+11	6,748
Atlantic.....	71	+16	-21	5,257	71	+16	23,440
New York.....	22	+11	-10	1,554	22	+12	6,434
Pennsylvania.....	29	+17	-29	2,720	29	+17	15,108
New Jersey, Maryland and D. of C....	8	+16	-23	501	8	+17	1,868
Virginia, N. Carolina and Georgia..	12	+25	- 9	682	12	+25	2,509
East North Central.....	49	+25	-14	7,635	49	+14	28,795
Illinois.....	30	+25	-15	7,026	30	+14	26,443
Ohio and Indiana.....	12	+18	- 9	412	12	+ 5	1,570
Michigan and Wisconsin.....	7	+30	- 7	197	7	+19	780
West North Central.....	16	+16	-17	495	16	+15	2,144
Minn., No. Dak., So. Dak. and Nebr..	9	+ 5	- 9	130	9	+16	588
Iowa and Missouri.....	7	+22	-19	365	7	+13	1,556
East South Central (Ky., Tenn., Ala. and Miss.).....	9	+ 8	-13	364	9	+12	1,481
West South Central (Louisiana, Oklahoma and Texas)....	6	+40	+ *	234	6	+12	863
Mountain (Idaho, Colorado and Utah).....	7	+ 9	-12	150	7	+ 2	578
Pacific.....	22	+36	- 6	624	22	+18	2,353
California.....	12	+40	- 9	445	12	+19	1,694
Oregon and Washington.....	10	+26	+ 4	179	10	+14	661

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 APRIL 1941

Type of House*	Number of firms report- ing	April 1941			April 1940			March 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	120	99,734	\$15,031	\$1.51	85,999	\$13,178	\$1.53	121,858	\$18,559	\$1.52
Package goods.....	15	3,157	1,498	.475	2,558	1,157	.452	3,213	1,360	.423
Bar goods.....	20	43,131	6,787	.157	37,349	6,063	.162	52,283	8,495	.162
Bulk goods.....	31	19,972	2,107	.105	17,683	1,804	.102	24,817	2,741	.110
General line.....	24	17,784	2,455	.138	15,239	2,175	.143	22,248	3,182	.143
Unclassified.....	32	15,690	2,184	.139	13,170	1,979	.150	19,277	2,761	.143

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - July 5, 1941

DEPARTMENT OF COMMERCE

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WASHINGTON

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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
May 1941

Sales of confectionery and competitive chocolate products by manufacturers were 4 percent greater in May 1941 than during the same month of 1940, according to an announcement released today by J. C. Capt, Director of the Census. Sales during the first five months of this year were 13 percent higher than for the same period of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first five months of 1940 were 8 percent above the total for the corresponding period of 1939. The decrease in sales between April and May was reported as 16 percent this year.

These trends are based upon returns from 215 manufacturers, reporting sales of \$18,012,000 in May 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners' Association.

Of the three groups, manufacturer-retailers showed the outstanding gain with an increase of 17 percent. Manufacturers of chocolate products, competitive with confectionery, reported a decrease of 6 percent from the corresponding month of the preceding year. Sales by "other manufacturers" were 4 percent above May 1940.

Six of the eight geographic divisions showed gains from the same month of a year ago, led by the Pacific States (24%) and the West South Central States (11%). The New England and the East South Central States showed decreases from April 1940, while the remaining divisions reported nominal increases. For all States combined, sales in the first five months of 1941 were 13 percent above the same period in 1940.

Pounds of confectionery and competitive chocolate products sold by 118 manufacturers increased from 84,603,000 in May 1940 to 84,999,000 pounds in May 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products rose slightly, being 14.9 cents in May 1941 and 14.6 cents in May 1940. The average value per pound shown for package goods manufacturers declined .3 cents from May 1940 and 4.5 cents from April 1941. Milder fluctuations were shown for the remaining types of houses.

Accounts receivable on May 1, 1941 of 134 firms reporting this item amounted to \$9,353,000, an increase of 6 percent from May 1, 1940 and a decrease of 13 percent from April 1, 1941. The ratio of collections to receivables fell eleven points, from 134 in May 1940 and in April 1941, to 123 in May 1941.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KINDS OF BUSINESS AND LOCATION
MAY 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		May 1941 (Add 000)	Number of firms report- ing	Percent Change from Five Months 1940	Five Months 1941 (Add 000)
		May 1941 vs. May 1940	May 1941 vs. April 1941				
TOTAL.....	215	+ 4	-16	\$18,012	215	+15	\$108,206
Manufacturer-retailers.....	10	+17	-23	1,574	10	+16	7,355
Manufacturers of chocolate products competitive with confectionery.....	11	- 6	-26	2,276	11	+12	12,600
Other manufacturers by States in which located.....	194	+ 4	-15	14,162	194	+15	85,251
New England.....	16	- 4	-35	1,528	16	+12	10,785
Massachusetts.....	13	- 8	-40	1,005	13	+ 9	7,805
Atlantic.....	67	+ 4	- 9	4,653	67	+14	27,430
New York.....	22	+ 3	- 1	1,584	22	+ 9	8,153
Pennsylvania.....	28	- *	-14	2,336	28	+15	15,438
New Jersey, Maryland and D. of C....	6	-15	-28	105	6	+ 5	651
Virginia, N. Carolina and Georgia..	11	+38	- 8	618	11	+27	3,186
East North Central.....	52	+ 4	- 8	6,466	52	+12	36,293
Illinois.....	33	+ 5	- 8	5,908	33	+13	33,408
Ohio and Indiana.....	12	- 8	-15	357	12	+ 1	1,903
Michigan and Wisconsin.....	7	+17	+ 2	201	7	+19	982
West North Central.....	16	+ 5	-15	455	16	+12	2,819
Minn., No. Dak., So. Dak. and Nebr.	9	+ 6	-15	115	9	+14	703
Iowa and Missouri.....	7	+ 5	-12	320	7	+11	1,916
East South Central (Ky., Tenn., Ala. and Miss).....	9	- 2	-14	313	9	+10	1,799
West South Central (Louisiana, Oklahoma and Texas)....	5	+11	-35	93	5	+11	650
Mountain (Idaho, Colorado and Utah).....	8	+ 7	- 9	157	8	+ 4	822
Pacific.....	21	+24	-15	537	21	+19	2,875
California.....	12	+29	-12	392	12	+21	2,066
Oregon and Washington.....	9	+12	-16	145	9	+14	787

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
MAY 1941

Type of House*	Number of firms report- ing	May 1941			May 1940			April 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	118	84,999	\$12,661	\$.149	84,603	\$12,381	\$.146	98,259	\$14,958	\$.152
Package goods.....	13	1,742	745	.428	1,695	731	.431	3,025	1,431	.473
Bar goods.....	20	36,686	5,913	.161	35,918	5,801	.162	42,477	6,871	.162
Bulk goods.....	31	16,943	1,749	.105	17,260	1,664	.096	20,246	2,108	.104
General line.....	25	14,128	1,957	.137	14,734	1,964	.133	16,787	2,319	.138
Unclassified.....	31	15,500	2,317	.149	14,996	2,221	.148	15,724	2,229	.142

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - August 4, 1941

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BUREAU OF THE CENSUS
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
June 1941

Sales of confectionery and competitive chocolate products by manufacturers were 27 percent greater in June 1941 than during the same month of 1940, according to an announcement released today by J. C. Capt, Director of the Census. Sales during the first six months of this year were 15 percent higher than for the same period of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first six months of 1940 were 7 percent above the total for the corresponding period of 1939. The decrease in sales between May and June was reported as 5 percent this year.

These trends are based upon returns from 210 manufacturers, reporting sales of \$16,668,000 in June 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners Association.

Of the three groups, manufacturers of chocolate products competitive with confectionery showed the outstanding gain with an increase of 31 percent. Manufacturer-retailers reported an increase of 11 percent from the corresponding month of the preceding year. Sales by "other manufacturers" were 28 percent above June 1940.

All of the eight geographic divisions and each of the States shown separately reported substantial gains from the same month of a year ago, led by the Pacific States (39%) and the New England States (31%). Nominal decreases from May 1941 were shown by all but the Mountain division, which reported a 3 percent increase. For all States combined, sales in the first six months of 1941 were 15 percent above the same period in 1940.

Pounds of confectionery and competitive chocolate products sold by 111 manufacturers increased from 66,083,000 in June 1940 to 84,342,000 pounds in June 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products rose from 14.2 cents in June 1940 to 14.7 cents in June 1941. The average value per pound shown for package goods manufacturers rose .2 cents from June 1940 and declined 3.1 cents from May 1941. Small declines from May 1941 were shown for bar goods and bulk goods houses.

Accounts receivable on June 1, 1941 of 116 firms reporting this item amounted to \$8,238,000, an increase of 4 percent from June 1, 1940 and a decrease of 11 percent from May 1, 1941. The ratio of collections to receivables rose from 118 in June 1940 and 123 in May 1941, to 132 in June 1941.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JUNE 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		June 1941 (Add 000)	Number of firms report- ing	Percent Change from Six Months 1940	Six Months 1941 (Add 000)
		June 1941 vs. June 1940	June 1941 vs. May 1941				
TOTAL.....	210	+27	- 5	\$16,668	210	+15	\$124,071
Manufacturer-retailers.....	10	+11	-37	988	10	+15	8,148
Manufacturers of chocolate products competitive with confectionery.....	10	+31	- 6	2,116	10	+14	20,596
Other manufacturers by States in which located.....	190	+28	- 2	13,564	190	+15	95,127
New England.....	16	+31	- 1	1,513	16	+14	12,268
Massachusetts.....	13	+25	0	1,005	13	+11	8,600
Atlantic.....	66	+27	- 1	4,575	66	+16	33,953
New York.....	23	+19	- *	1,567	23	+11	9,852
Pennsylvania.....	27	+34	+ 1	2,363	27	+17	17,721
New Jersey, Maryland and D. of C....	5	+13	+ 6	101	5	+ 2	649
Virginia, N. Carolina and Georgia..	11	+23	-12	544	11	+27	3,731
East North Central.....	48	+29	- 2	5,874	48	+15	39,667
Illinois.....	30	+30	- 2	5,330	30	+15	36,461
Ohio and Indiana.....	12	+13	- *	357	12	+ 3	2,262
Michigan and Wisconsin.....	6	+27	- 6	187	6	+22	1,144
West North Central.....	16	+28	- 2	445	16	+13	3,095
Minn., N.Dak., S.Dak. and Nebraska..	8	+16	+ 2	113	8	+14	749
Iowa and Missouri.....	8	+33	- 3	332	8	+13	2,346
East South Central..... (Ky., Tenn., Ala. and Mississippi)..	9	+21	- 4	301	9	+11	2,103
West South Central (Louisiana, Oklahoma and Texas)....	5	+25	- 5	125	5	+15	1,106
Mountain (Colorado and Utah).....	7	+23	+ 3	157	7	+ 7	956
Pacific.....	23	+39	- 3	574	23	+22	3,779
California.....	13	+36	- 3	420	13	+23	2,766
Oregon and Washington.....	10	+48	- 3	154	10	+20	1,012

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JUNE 1941

Type of House*	Number of firms report- ing	June 1941			June 1940			May 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	111	84,342	\$12,381	\$.147	66,083	\$9,395	\$.142	83,862	\$12,554	\$.150
Package goods.....	12	1,442	564	.391	1,266	493	.389	1,805	761	.422
Bar goods.....	20	35,691	5,728	.160	26,922	4,259	.158	36,686	5,912	.161
Bulk goods.....	29	17,369	1,776	.102	13,914	1,327	.095	16,820	1,737	.103
General line.....	21	14,111	1,890	.134	10,879	1,469	.135	13,648	1,881	.136
Unclassified.....	29	15,729	2,423	.154	13,102	1,847	.141	14,903	2,263	.152

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

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Immediate release - September 5, 1941

DEPARTMENT OF COMMERCE

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
July 1941

Sales of confectionery and competitive chocolate products by manufacturers were 16 percent greater in July 1941 than during the same month of 1940, according to an announcement released today by J.C. Capt, Director of the Census. Sales during the first seven months of this year were 15 percent higher than for the same period of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first seven months of 1940 were 9 percent above the total for the corresponding period of 1939. The decrease in sales between June and July was reported as 5 percent this year.

These trends are based upon returns from 207 manufacturers, reporting sales of \$15,981,000 in July 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners Association.

Of the three groups, manufacturer-retailers showed the outstanding gain with an increase of 22 percent. Manufacturers of chocolate products competitive with confectionery reported an increase of 10 percent from the corresponding month of the preceding year. Sales by "other manufacturers" were 16 percent above July 1940.

All of the eight geographic divisions and each of the States shown separately reported gains from the same month of a year ago, led by the West South Central States (65%), the West North Central States (36%) and the Pacific States (35%). Decreases from June 1941 were shown by all but the West South Central division, which reported a 7 percent increase. For all States combined, sales in the first seven months of 1941 were 15 percent above the same period in 1940.

Pounds of confectionery and competitive chocolate products sold by 113 manufacturers increased from 71,372,000 in July 1940 to 78,535,000 pounds in July 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products rose from 14.4 cents in July 1940 to 14.8 cents in July 1941. The average value per pound shown for package goods manufacturers rose .3 cents from July 1940 and 2.7 cents from June 1941. Bar goods and bulk goods houses reported higher values for their products than in July of last year.

Accounts receivable on July 1, 1941 of 117 firms reporting this item amounted to \$7,547,000, an increase of 18 percent from July 1, 1940 and a decrease of 6 percent from June 1, 1941. The ratio of collections to receivables dropped from 140 in July 1940 to 135 in July 1941, and showed little change from June 1941.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JULY 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		July 1941 (Add 000)	Number of firms report- ing	Percent Change from Seven Months 1940	Seven Months 1941 (Add 000)
		July 1941 vs. July 1940	July 1941 vs. June 1941				
TOTAL.....	207	+16	- 5	\$15,981	207	+15	\$140,703
Manufacturer-retailers.....	10	+22	+ 4	1,028	10	+16	9,375
Manufacturers of chocolate products competitive with confectionery.....	10	+10	- 3	1,993	10	+13	22,225
Other manufacturers by States in which located.....	187	+16	- 5	12,960	187	+15	109,103
New England.....	17	+ 8	- 7	1,409	17	+13	13,719
Massachusetts.....	14	+ 6	- 9	917	14	+10	9,560
Atlantic.....	63	+23	- 4	4,387	63	+17	36,244
New York.....	23	+15	- 1	1,558	23	+12	11,409
Pennsylvania.....	26	+26	- 9	2,157	26	+18	19,877
New Jersey, Maryland and D. of C... Virginia, N. Carolina and Georgia..	4 10	+21 +44	+50 - 2	151 521	4 10	+ 6 +29	784 4,174
East North Central.....	51	+11	- 4	5,921	51	+14	48,057
Illinois.....	33	+11	- 3	5,445	33	+15	44,176
Ohio and Indiana.....	12	+ 4	-10	321	12	+ 3	2,583
Michigan and Wisconsin.....	6	+24	-17	155	6	+23	1,298
West North Central.....	14	+36	-23	300	14	+16	3,078
Minn., N.Dak., S.Dak. and Nebraska. Iowa and Missouri.....	7 7	+25 +39	-15 -25	70 230	7 7	+18 +15	635 2,443
East South Central (Ky., Tenn., Ala. and Mississippi)..	8	+19	- 3	235	8	+16	1,901
West South Central (Louisiana, Oklahoma and Texas)....	4	+65	+ 7	61	4	+26	538
Mountain (Colorado and Utah).....	6	+25	-18	127	6	+10	1,066
Pacific.....	24	+35	-13	520	24	+24	4,500
California.....	14	+37	-10	457	14	+23	3,839
Oregon and Washington.....	10	+21	-29	63	10	+28	661

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JULY 1941

Type of House*	Number of firms report- ing	July 1941			July 1940			June 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	113	78,535	\$11,650	\$.148	71,372	\$10,246	\$.144	84,459	\$12,358	\$.145
Package goods.....	12	1,253	530	.423	1,105	464	.420	1,370	543	.396
Bar goods.....	21	35,652	5,707	.160	33,781	5,236	.155	36,315	5,825	.160
Bulk goods.....	31	15,502	1,562	.101	13,178	1,242	.094	17,497	1,788	.102
General line.....	20	11,774	1,587	.135	10,118	1,336	.132	13,589	1,782	.131
Unclassified.....	29	14,354	2,264	.158	13,190	1,968	.149	15,688	2,420	.154

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Immediate release - October 4, 1941

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Current
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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
August 1941

Sales of confectionery and competitive chocolate products by manufacturers were 16 percent greater in August 1941 than during the same month of 1940, according to an announcement released today by J. C. Capt, Director of the Census. Sales during the first eight months of this year were 15 percent higher than for the same period of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first eight months of 1940 were 8 percent above the total for the corresponding period of 1939. The increase in sales between July and August was reported as 23 percent this year.

These trends are based upon returns from 204 manufacturers, reporting sales of \$19,476,000 in August 1941. No adjustments have been made for seasonal or price fluctuations. This monthly survey by the Bureau of the Census is conducted in cooperation with the National Confectioners Association.

Of the three groups, manufacturer-retailers showed the outstanding gain with an increase of 19 percent. Manufacturers of chocolate products competitive with confectionery reported an increase of 17 percent from the corresponding month of the preceding year. Sales by "other manufacturers" were 16 percent above August 1940.

Seven of the eight geographic divisions and each of the States shown separately reported gains from the same month of a year ago, led by the West South Central States (48%), the Pacific States (30%), and the West North Central States (26%). Increases over July 1941 were shown by all the geographic divisions. For all States combined, sales in the first eight months of 1941 were 15 percent above the same period in 1940.

Pounds of confectionery and competitive chocolate products sold by 111 manufacturers increased from 87,342,000 in August 1940 to 95,574,000 pounds in August 1941, as shown in the table at the bottom of the next page. The average value per pound received for all types of products rose from 14.4 cents in August 1940 to 15.4 cents in August 1941. The average value per pound shown for package goods manufacturers rose .6 cents from August 1940 and dropped 4.5 cents from July 1941. Bar goods and bulk goods houses reported higher values for their products than in August of last year.

Accounts receivable on August 1, 1941 of 115 firms reporting this item amounted to \$7,314,000, an increase of 17 percent from August 1, 1940 and a decrease of 4 percent from July 1, 1941. The ratio of collections to receivables rose from 137 in August 1940 and 134 in July 1941 to 139 in August 1941.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
AUGUST 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		August 1941 (Add 000)	Number of firms report- ing	Percent Change from Eight Months 1940	Eight Months 1941 (Add 000)
		August 1941 vs. August 1940	August 1941 vs. July 1941				
TOTAL.....	204	+16	+23	\$19,476	204	+15	\$159,305
Manufacturer-retailers.....	10	+19	+25	1,290	10	+16	10,666
Manufacturers of chocolate products competitive with confectionery.....	10	+17	+66	3,250	10	+14	25,468
Other manufacturers by States in which located.....	184	+16	+16	14,936	184	+15	123,171
New England.....	17	+16	+35	1,907	17	+14	15,625
Massachusetts.....	14	+10	+42	1,305	14	+10	10,863
Atlantic.....	61	+16	+11	4,648	61	+15	39,511
New York.....	21	+15	+1	1,538	21	+12	12,714
Pennsylvania.....	25	+19	+19	2,551	25	+18	22,370
New Jersey, Maryland and D. of C....	5	+5	+1	332	5	+6	2,228
Virginia, N. Carolina and Georgia..	10	+21	+16	227	10	+15	2,199
East North Central.....	48	+13	+16	6,979	48	+14	55,412
Illinois.....	33	+12	+17	6,505	33	+14	51,456
Ohio and Indiana.....	9	+21	+1	284	9	+10	2,467
Michigan and Wisconsin.....	6	+50	+23	190	6	+25	1,489
West North Central.....	16	+26	+13	427	16	+11	4,127
Minn., N.Dak., S.Dak. and Nebraska.	6	+14	+11	50	6	+27	527
Iowa and Missouri.....	10	+27	+13	377	10	+9	3,600
East South Central (Ky., Tenn., Ala. and Mississippi).	9	+19	+12	332	9	+13	2,728
West South Central (Louisiana, Oklahoma and Texas)....	5	+48	+2	83	5	+19	908
Mountain (Colorado and Utah).....	6	0	+7	88	6	+4	745
Pacific.....	22	+30	+12	472	22	+26	4,115
California.....	13	+32	+9	398	13	+25	3,459
Oregon and Washington.....	9	+21	+28	74	9	+28	656

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
AUGUST 1941

Type of House*	Number of firms report- ing	August 1941			August 1940			July 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	111	95,574	\$14,747	\$.154	87,342	\$12,547	\$.144	78,776	\$11,632	\$.148
Package goods.....	11	1,823	675	.370	1,654	602	.364	1,247	517	.415
Bar goods.....	19	45,550	7,685	.169	41,738	6,545	.157	34,941	5,606	.160
Bulk goods.....	32	15,815	1,709	.108	14,655	1,378	.094	15,458	1,550	.100
General line.....	21	15,528	2,162	.139	13,629	1,868	.137	12,800	1,747	.136
Unclassified.....	28	16,858	2,516	.149	15,666	2,154	.137	14,330	2,212	.154

Bureau of the Census

Current Statistical Service

*Groups are by kind of business and not by type of products.

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Confectionery and Competitive Chocolate Products,
Manufacturers' Sales and Credits
September 1941

Sales gained 18 percent in September over the same month a year ago for 204 manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. For the first nine months of this year, sales were 15 percent higher than at the three-quarter mark in 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first nine months of 1940 were 8 percent above the total for the corresponding period of 1939. The increase in sales between August and September was reported as 57 percent this year.

Manufacturer-retailers led the three groups with an increase of 21 percent. Manufacturers of chocolate products competitive with confectionery reported an increase of 17 percent from the corresponding month of the preceding year. Sales by "other manufacturers" were 18 percent above September 1940.

Sales of \$31,219,000 were reported by the manufacturers participating in this study, which is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

Each of the eight geographic divisions and all but one of the States shown separately reported gains from the same month of a year ago. Leaders were the East South Central States (42%), the West South Central States (36%), and the Atlantic States (23%). Increases over August 1941 were shown by all the geographic divisions. For all States combined, sales in the first nine months of 1941 were 15 percent above the same period in 1940.

In contrast to the 18 percent rise in dollar sales, pounds of confectionery and competitive chocolate products sold by 109 manufacturers rose only 9 percent from September 1940. This resulted in an increase of 1.3 cents in the average value, from 15.1 cents in September 1940 to 16.4 cents in September 1941. As shown in the table at the bottom of the next page, increases in value from September 1940 were recorded for all types of houses, while package goods houses only recorded a decrease from August 1941.

Collections on accounts receivable during September, for 115 firms reporting this item amounted to 172 percent of outstandings at September 1, 1941. This was a decided increase from the ratio of 138 reported for August 1941, and a slight rise from the September 1940 figure of 167. Reflecting recent sales expansions, accounts receivable were 16 percent greater on September 1, 1941, than at the same date in 1940, and 31 percent greater than on August 1, 1941.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
SEPTEMBER 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		September 1941 (Add 000)	Number of firms report- ing	Percent Change from Nine Months 1940	Nine Months 1941 (Add 000)
		Sept. 1941 vs. Sept. 1940	Sept. 1941 vs. Aug. 1941				
TOTAL.....	204	+18	+57	\$81,219	204	+15	\$192,294
Manufacturer-retailers.....	9	+21	- *	1,255	9	+17	11,528
Manufacturers of chocolate products competitive with confectionery.....	11	+17	+110	7,171	11	+15	55,432
Other manufacturers by States in which located.....	184	+18	+50	22,795	184	+15	147,354
New England.....	16	+16	+73	3,290	16	+12	18,455
Massachusetts.....	13	+15	+95	2,526	13	+11	13,330
Atlantic.....	64	+23	+44	7,271	64	+17	49,702
New York.....	23	+24	+44	2,311	23	+14	15,318
Pennsylvania.....	26	+21	+47	3,756	26	+19	20,140
New Jersey, Maryland and D. of C....	5	+ 8	+41	467	5	+ 6	2,695
Virginia, N. Carolina and Georgia..	10	+48	+30	737	10	+30	5,549
East North Central.....	46	+16	+47	9,842	46	+15	63,073
Illinois.....	32	+16	+46	9,078	32	+14	58,425
Ohio and Indiana.....	9	+10	+77	506	9	+10	2,973
Michigan and Wisconsin.....	5	+34	+43	258	5	+26	1,675
West North Central.....	18	+15	+85	882	18	+11	5,441
Minn., N.Dak., S.Dak. and Nebraska.	8	+20	+61	171	8	+15	1,130
Iowa and Missouri.....	10	+13	+89	711	10	+10	4,311
East South Central (Ky., Tenn., Ala. and Mississippi)..	9	+42	+60	551	9	+17	3,261
West South Central (Louisiana, Oklahoma and Texas)....	5	+36	+47	122	5	+21	1,029
Mountain. (Colorado and Utah).....	5	+14	+34	176	5	+10	1,259
Pacific.....	21	+ 4	+35	679	21	+21	5,014
California.....	12	- 2	+32	478	12	+22	3,856
Oregon and Washington.....	9	+21	+42	201	9	+19	1,361

* Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
SEPTEMBER 1941

Type of House*	Number of firms report- ing	September 1941			September 1940			August 1941		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		(Add 000)	(Add 000)		(Add 000)	(Add 000)		(Add 000)	(Add 000)	
TOTAL.....	109	146,121	\$23,968	\$1.64	134,607	\$20,323	\$1.51	93,578	\$14,614	\$1.57
Package goods.....	12	4,110	1,464	.356	3,296	1,161	.352	1,836	694	.378
Bar goods.....	18	63,106	11,806	.184	56,229	9,711	.173	42,952	7,416	.173
Bulk goods.....	31	31,941	3,777	.118	28,691	3,055	.106	15,762	1,706	.108
General line.....	24	26,458	3,817	.144	26,320	3,593	.137	16,251	2,315	.142
Unclassified.....	25	20,506	3,304	.161	20,071	2,803	.140	16,557	2,483	.150

Bureau of the Census.

Current Statistical Service

*Groups are by kind of business and not by type of products.

Immediate release - December 4, 1941

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Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
October 1941

Sales gained 33 percent in October over the same month a year ago for 203 manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. This 33 percent spread over last October is the greatest year-to-year change recorded in this study during the last six years. For the year-to-date, sales were 18 percent above the first ten months of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first ten months of 1940 were 8 percent above the total for the corresponding period of 1939. The gain in sales between September and October of 18 percent was a significant change from the nominal increase of 3 percent reported between the same months of 1940.

Manufacturers of chocolate products competitive with confectionery led the three groups with an increase of 44 percent over a year ago. Manufacturer-retailers reported a gain of 24 percent, while sales of "other manufacturers" were 31 percent above October 1940.

Sales of \$36,817,000 were reported by the manufacturers participating in this study, which is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

Each of the eight geographic divisions and the States shown separately reported gains from the same month of a year ago. Led by the West South Central group with an increase of 45 percent, all of the western divisions ranked high in the country-wide gains. Increases over September 1941 were shown by all the geographic divisions. For all States combined, sales in the first ten months of 1941 were 17 percent above the same period of 1940.

In contrast to the 33 percent rise in dollar sales, pounds of confectionery and competitive chocolate products sold by 112 manufacturers rose only 21 percent from October 1940. This resulted in an increase of 1.6 cents in the average value, from 14.8 cents in October 1940 to 16.4 cents in October 1941. As shown in the table at the bottom of the next page, increases in value from October 1940 were recorded for all types of houses.

Collections on accounts receivable during October, for 117 firms reporting this item amounted to 163 percent of outstandings at October 1, 1941. This was a decided increase from the ratio of 148 reported for October 1940, and a drop from the September 1941 figure of 172. Reflecting recent sales expansions, accounts receivable were 15 percent greater on October 1, 1941, than at the same date in 1940, and 41 percent greater than on September 1, 1941.

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CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
OCTOBER 1941

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		October 1941 (Add 000)	Number of firms report- ing	Percent Change from Ten Months 1940	Ten Months 1941 (Add 000)
		Oct. 1941 vs. Oct. 1940	Oct. 1941 vs. Sept. 1941				
TOTAL.....	203	+33	+18	\$36,817	203	+18	\$228,354
Manufacturer-retailers.....	9	+24	+21	1,518	9	+18	13,047
Manufacturers of chocolate products competitive with confectionery.....	10	+44	+ 4	7,134	10	+20	39,695
Other manufacturers by States in which located.....	184	+31	+23	28,165	184	+17	175,622
New England.....	16	+28	+ 4	3,420	16	+14	21,973
Massachusetts.....	13	+31	+ 4	2,625	13	+14	15,953
Atlantic.....	64	+25	+15	8,351	64	+15	58,021
New York.....	22	+25	+ 9	2,479	22	+15	17,667
Pennsylvania.....	28	+22	+21	4,563	26	+19	30,760
New Jersey, Maryland and D. of C....	5	+16	+ 4	490	5	+ 8	3,192
Virginia, N. Carolina and Georgia..	11	+52	+11	619	11	+33	6,402
East North Central.....	49	+34	+28	12,309	49	+17	76,378
Illinois.....	33	+34	+29	12,005	33	+17	70,668
Ohio and Indiana.....	10	+24	+19	617	10	+12	3,652
Michigan and Wisconsin.....	6	+30	+ 6	287	6	+27	2,048
West North Central.....	17	+37	+52	1,329	17	+15	6,705
Minn., N.Dak., S.Dak. and Nebraska..	7	+18	+20	194	7	+15	1,258
Iowa and Missouri.....	10	+41	+80	1,135	10	+15	5,447
East South Central (Ky., Tenn., Ala. and Mississippi)..	8	+36	+47	720	8	+19	3,627
West South Central (Louisiana, Oklahoma and Texas)....	6	+45	+47	266	6	+22	1,794
Mountain (Colorado and Utah).....	4	+44	+49	219	4	+13	1,268
Pacific.....	20	+41	+51	951	20	+24	5,556
California.....	12	+41	+56	817	12	+24	4,792
Washington and Oregon.....	8	+41	+28	134	8	+27	864

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
OCTOBER 1941

Type of House*	Number of firms report- ing	October 1941			October 1940			September 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	112	170,117	\$27,912	\$.164	140,380	\$20,836	\$.148	145,758	\$24,032	\$.165
Package goods.....	13	4,442	1,743	.392	3,731	1,441	.386	4,218	1,523	.361
Bar goods.....	19	66,791	12,492	.187	51,761	8,744	.169	63,189	11,615	.184
Bulk goods.....	30	38,877	4,750	.122	32,232	3,439	.107	30,250	3,599	.119
General line.....	22	33,277	4,867	.146	30,109	3,953	.131	25,877	3,724	.144
Unclassified.....	28	26,730	4,060	.152	22,547	3,259	.145	22,224	3,571	.161

Bureau of the Census.

Current Statistical Service

*Groups are by kind of business and not by type of products.

22748

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Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
November 1941

Sales gained 28 percent in November over the same month a year ago for 191 manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. This 28 percent spread over last November follows the 33 percent margin recorded in October, which was the greatest year-to-year change recorded in this study during the last six years. For the year-to-date, sales were 19 percent above the first eleven months of 1940, indicating that the industry is improving upon the gains registered last year when the sales for the first eleven months of 1940 were 9 percent above the total for the corresponding period of 1939. The decrease in sales between October and November of 4 percent followed the unusually high seasonal peak reached in October of this year.

Manufacturers of chocolate products competitive with confectionery led by a small margin with an increase of 28 percent over a year ago. Manufacturer-retailers reported a gain of 27 percent, while sales of "other manufacturers" were 25 percent above November 1940.

Sales of \$31,172,000 were reported by the manufacturers participating in this study, which is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

Each of the eight geographic divisions and the States shown separately reported gains from the same month of a year ago. The East South Central group led with an increase of 40 percent, and was followed closely by the 38 percent gain in the West South Central States.

Pounds of confectionery and competitive chocolate products sold by 103 manufacturers rose only 12 percent from November 1940, in contrast to the 28 percent rise in dollar sales reported by the 191 manufacturers. This resulted in an increase of 1.8 cents in the average value, from 14.6 cents in November 1940 to 16.4 cents in November 1941. As shown in the table at the bottom of the next page, increases in value from November 1940 were recorded for all types of houses.

Collections on accounts receivable during November, for 106 firms reporting this item amounted to 137 percent of outstandings at November 1, 1941. This was a slight decrease from the ratio of 140 reported for November 1940, and a drop from the October 1941 figure of 163. Reflecting recent sales expansions, accounts receivable were 30 percent greater on November 1, 1941, than at the same date in 1940, and 14 percent greater than on October 1, 1941.

3-30473

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
NOVEMBER 1941

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		November 1941 (Add 000)	Number of firms report- ing	Percent Change from Eleven Months 1940	Eleven Months 1941 (Add 000)
		Nov.1941 vs. Nov.1940	Nov.1941 vs. Oct.1941				
TOTAL.....	191	+28	- 4	\$31,172	191	+19	\$247,826
Manufacturer-retailers.....	9	+27	+17	1,653	9	+19	14,699
Manufacturers of chocolate products competitive with confectionery.....	9	+28	-27	4,277	9	+22	35,458
Other manufacturers by States in which located.....	173	+25	- 1	26,853	173	+19	197,669
New England.....	15	+22	+11	3,680	15	+15	25,269
Massachusetts.....	12	+25	+19	3,023	12	+15	18,592
Atlantic.....	62	+32	+ 4	8,533	62	+20	65,373
New York.....	23	+33	+ 8	2,735	23	+17	20,576
Pennsylvania.....	24	+33	- 5	4,217	24	+21	33,990
New Jersey, Maryland and D. of C....	5	+ 8	+14	559	5	+ 8	3,750
Virginia, N. Carolina and Georgia..	10	+48	+32	1,022	10	+36	7,057
East North Central.....	44	+21	-10	10,888	44	+16	84,433
Illinois.....	29	+20	-10	9,985	29	+18	77,825
Ohio and Indiann.....	9	+25	+ 5	643	9	+14	4,299
Michigan and Wisconsin.....	6	+35	- 9	260	6	+28	2,309
West North Central.....	17	+20	+ 4	1,364	17	+16	7,888
Minn., N.Dak., S.Dak. and Nebraska.	7	+ 9	+11	198	7	+15	1,276
Iowa and Missouri.....	10	+22	+ 3	1,166	10	+16	6,612
East South Central (Ky., Tenn., Ala. and Mississippi)..	8	+40	+ 9	786	8	+22	4,614
West South Central (Louisiana, Oklahoma and Texas)....	3	+38	+ 8	209	3	+26	1,349
Mountain (Colorado and Utah).....	4	+25	+44	315	4	+16	1,647
Pacific.....	20	+28	+ 4	1,078	20	+24	7,096
California.....	12	+36	+ *	765	12	+26	5,159
Washington and Oregon.....	8	+12	+15	313	8	+20	1,937

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
NOVEMBER 1941

Type of House*	Number of firms report- ing	November 1941			November 1940			October 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	103	145,420	\$23,900	\$164	129,643	\$18,943	\$146	161,831	\$25,972	\$160
Package goods.....	11	5,425	2,161	.398	4,367	1,654	.379	4,023	1,591	.395
Bar goods.....	18	46,716	8,489	.182	42,107	6,713	.159	60,744	11,105	.183
Bulk goods.....	31	43,441	5,374	.124	41,094	4,347	.106	42,630	5,125	.120
General line.....	19	30,119	4,727	.157	26,361	3,834	.145	31,022	4,596	.148
Unclassified.....	24	19,719	3,149	.160	15,714	2,395	.152	23,412	3,555	.152

Bureau of the Census

Current Statistical Service

*Groups are by kind of business and not by type of products.

Immediate release - February 7, 1942

Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
December 1941

Sales gained 20 percent in 1941 over 1940 for manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. This spread over 1940 sales volumes follows the 9 percent gain in 1940 over 1939, which in turn was 2 percent greater than 1938.

Sales in December were 26 percent greater than in December 1940. The year ended with the margin over 1940 expanding. Gains in the three months of the last quarter ranged from 26 to 33 percent. This is in contrast to gains in the first three quarters which averaged 15 percent, the margin between the first nine months of 1941 and 1940. The decrease in sales between November and December of 3 percent is less than the usual seasonal decrease reported in this survey between these months.

Manufacturers of chocolate products competitive with confectionery led by a large margin with an increase of 45 percent over December a year ago. Manufacturer-retailers reported a gain of 28 percent, while sales of "other manufacturers" were 21 percent above December 1940. For the year as a whole, the gain of all three groups was at, or slightly above, one-fifth.

Sales of \$32,194,000 were reported by the manufacturers participating in this study, which is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

Each of the eight geographic divisions and all but one of the groups of States shown separately reported gains from the same month of a year ago. The Pacific group led with an increase of 28 percent, followed closely by four other geographic divisions each with gains of 20 percent or more.

Pounds of confectionery and competitive chocolate products sold by 103 manufacturers rose 18 percent from December 1940, in contrast to the rise of one-fourth in dollar sales reported by the 191 manufacturers. This resulted in an increase of 1.2 cents in the average value, from 17.3 cents in December 1940 to 18.5 cents in December 1941. As shown in the table at the bottom of the next page, increases in value from December 1940 were recorded for all but unclassified manufacturers.

Collections on accounts receivable during December, for 102 firms reporting this item, amounted to 147 percent of outstandings at December 1, 1941. This was a slight increase from the ratio of 145 reported for December 1940, and a rise from the November 1941 figure of 136. Reflecting recent sales expansions, accounts receivable were 28 percent greater on December 1, 1941, than at the same date in 1940, and 5 percent greater than on November 1, 1941.

3-31140

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
DECEMBER 1941

Kind of Business, Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		December 1941 (Add 000)	Number of firms report- ing	Percent Change from Twelve Months 1940	Twelve Months 1941 (Add 000)
		December '41 vs. December '40	December '41 vs. November '41				
TOTAL.....	191	+26	- 3	\$32,194	191	+20	\$284,897
Manufacturer-retailers.....	9	+28	+118	3,828	9	+21	18,329
Manufacturers of chocolate products competitive with confectionery.....	11	+45	+ 1	5,442	11	+22	51,694
Other manufacturers by States in which located.....	171	+21	-11	23,124	171	+20	214,874
New England.....	14	+20	-10	3,309	14	+16	28,154
Massachusetts.....	11	+17	-15	2,565	11	+16	20,734
Atlantic.....	57	+19	+ 8	8,968	57	+22	72,347
New York.....	19	+ 2	- 8	2,392	19	+21	21,806
Pennsylvania.....	22	+31	+31	5,233	22	+22	37,916
New Jersey, Maryland and D. of C. Virginia, N. Carolina and Georgia.....	5	-24	-24	424	5	+ 5	4,172
11	+48	-19	919	11	+36	8,453	
East North Central.....	43	+24	-25	7,676	43	+19	66,242
Illinois.....	27	+25	-26	6,868	27	+19	76,806
Ohio and Indiana.....	10	+22	-11	573	10	+15	4,891
Michigan and Wisconsin.....	6	+ 9	- 9	237	6	+26	2,545
West North Central.....	16	+17	-22	1,050	16	+16	8,681
Minn., N.Dak., S.Dak. and Nebraska Iowa and Missouri.....	8	+20	- 9	212	8	+17	1,634
8	+17	-24	838	8	+16	7,047	
East South Central (Ky., Tenn., Ala. and Mississippi)	8	+23	-24	602	8	+22	5,223
West South Central (Louisiana, Oklahoma and Texas)...	5	+22	- 3	217	5	+26	1,676
Mountain (Colorado and Utah).....	5	+13	-24	264	5	+15	2,119
Pacific.....	23	+28	-16	1,038	23	+23	9,932
California.....	13	+27	-16	782	13	+23	7,539
Washington and Oregon.....	10	+29	-17	276	10	+23	2,393

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
DECEMBER 1941

Type of House*	Number of firms report- ing	December 1941			December 1940			November 1941		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		(Add 000)	(Add 000)		(Add 000)	(Add 000)		(Add 000)	(Add 000)	
TOTAL.....	108	115,497	\$21,325	\$.186	98,045	\$17,006	\$.173	140,946	\$23,304	\$.165
Package goods.....	13	8,775	3,489	.512	8,593	3,286	.498	5,797	2,286	.394
Bar goods.....	17	41,655	7,870	.189	32,634	5,321	.163	44,211	8,052	.182
Bulk goods.....	27	25,012	3,248	.130	25,728	2,760	.107	41,134	5,114	.124
General line.....	21	25,717	4,137	.161	20,873	3,253	.156	31,408	4,892	.156
Unclassified.....	25	16,338	2,803	.159	12,217	2,386	.195	18,396	2,980	.161
Bureau of the Census										

*Groups are by kind of business and not by type of products.
3-31140

Current Statistical Service

Immediate release - March 10, 1942

Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
January 1942

Dollar sales gained 32 percent in January 1942 over a year ago for manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. This spread over 1941 sales volume follows the 20 percent gain for the year 1941 over 1940. January 1942 sales were 13 percent under the preceding month, reflecting the usual seasonal characteristic.

Price rise accounted for a large share of the gain of more than 30 percent for January. The average value per pound for January 1942 was 18.7 cents, a rise of nearly 3 cents per pound from January 1941. This average value remained the same as that recorded in the preceding month whereas a decline had occurred between these months in the preceding three years.

Pounds of confectionery and competitive chocolate products sold by 101 manufacturers rose only 11 percent from the same month a year ago. Compared with the spread of 18 percent for poundage sales in December 1941 over December 1940, this 11 percent gain indicates a leveling off in sales gains. Sales in pounds increased less than dollar sales for each of the types of house shown at the bottom of the next page.

Manufacturers of chocolate products competitive with confectionery led in dollar sales with an increase of 39 percent over January a year ago. Manufacturer-retailers reported a gain of 36 percent, while sales of "other manufacturers" were 29 percent above January 1941. The latter two gains represent expansions over the margins shown for preceding months.

Each geographic division and group of States shown separately reported a gain from the same month of a year ago. The East North Central group led with an increase of 34 percent, followed closely by four other geographic divisions each with gains of more than one-quarter.

Collections on accounts receivable during January for 108 firms reporting this item amounted to 133 percent of outstandings at January 1, 1942. This is a slight decrease from the ratio of 137 reported for January 1941, and the usual seasonal decline from the December 1941 figure of 149. Reflecting recent sales expansions, accounts receivable were 29 percent greater on January 1, 1942, than at the same date in 1941.

Sales of \$27,997,000 were reported by the manufacturers participating in this study, which is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-31695

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JANUARY 1942

Kind of Business, Geographic Division and State	Number of firms reporting	SALES—CURRENT MONTH		
		Percent Change		January 1942 (Add 000)
		January 1942 vs. January 1941	January 1942 vs. December 1941	
TOTAL.....	190	+32	-15	\$27,997
Manufacturer-retailers.....	7	+36	-86	1,234
Manufacturers of chocolate products competitive with confectionery.....	11	+39	+ 9	5,955
Other manufacturers by States in which located.....	172	+29	-10	20,808
New England.....	17	+20	-16	2,920
Massachusetts.....	14	+27	-15	2,305
Atlantic.....	58	+29	-22	6,734
New York.....	20	+20	-21	1,825
Pennsylvania.....	25	+31	-24	4,238
New Jersey, Maryland and D. of C....	4	+42	-12	300
Virginia, N. Carolina and Georgia...	9	+43	-14	371
East North Central.....	41	+34	+12	8,959
Illinois.....	29	+34	+14	8,537
Ohio and Indiana.....	7	+37	-16	224
Michigan and Wisconsin.....	5	+29	-12	198
West North Central.....	17	+22	-33	743
Minn., N.Dak., S.Dak. and Nebraska..	7	+ 3	-34	135
Iowa and Missouri.....	10	+27	-33	608
South Central.....	14	+28	-23	637
Mountain (Colorado and Utah).....	5	+32	-42	154
Pacific.....	20	+23	-17	661
California.....	12	+26	-18	541
Washington and Oregon.....	8	+38	-.7	120

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JANUARY 1942

Type of House*	Number of firms report- ing	January 1942			January 1941			December 1941		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	101	112,016	\$20,941	\$.187	100,586	\$15,990	\$.159	116,952	\$21,906	\$.187
Package goods.....	13	3,813	1,976	.518	3,045	1,457	.478	6,925	3,544	.512
Bar goods.....	16	51,268	10,086	.197	44,811	7,436	.166	45,675	8,848	.194
Bulk goods.....	29	20,593	2,914	.142	19,713	2,191	.111	25,627	3,283	.128
General line.....	16	19,691	3,148	.160	17,864	2,626	.147	21,943	3,454	.157
Unclassified.....	27	16,651	2,819	.169	15,153	2,280	.150	16,782	2,777	.165

Bureau of the Census

Current Statistical Service

*Groups are by kind of business and not by type of products.

3-31695

Immediate release - April 6, 1942

Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
February 1942

An increase in sales of 25 percent for February 1942, compared with the same month of 1941, was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. The increase recorded in February 1941 over February 1940 was 11 percent. February 1942 sales are 1 percent above the preceding month, in contrast to the 7 percent increase registered in February 1941 over January of last year.

Price rise accounts for a large part of the gain of 25 percent reported in February 1942 compared with the same month a year ago. The average value per pound for February 1942 was 18.3 cents per pound, a rise of more than 3 cents over February 1941. The average value dropped slightly from that reported in the preceding month, although less than half the decrease that occurred between these months in 1941.

The quantity (pounds) of confectionery and competitive chocolate products sold in February 1942 by 108 manufacturers rose only 2 percent compared with February a year ago. The gain for January 1942 over the same month a year ago was 11 percent; and for December 1941 compared with December 1940, 18 percent.

Manufacturer-retailers reported the largest increase in dollar sales -- 30 percent over February a year ago; "other manufacturers" were 25 percent above February 1941; and manufacturers of chocolate products competitive with confectionery registered an increase of 22 percent. Corresponding increases reported in January 1942 over January 1941 were 36 percent, 29 percent, and 39 percent respectively.

Increases in February sales compared with February a year ago were recorded for geographic divisions and groups of States ranging from 6 percent (New England States), to 39 percent (group consisting of Kentucky, Tennessee, Alabama, and Mississippi). Seven of the eight geographic divisions or groups of States for which data are presented separately registered increases of more than 20 percent.

Collections on accounts receivable during February for 110 firms reporting this item amount to 133 percent of outstandings at February 1, 1942, the same as reported for January of this year. The corresponding ratio for February 1941 was 130. Accounts receivable were 27 percent greater on February 1, 1942 than at the same date in 1941 and 6 percent greater than on January 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-32181

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
FEBRUARY 1942

Kind of Business, Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		February 1942 (Add 000)	Number of firms report- ing	Percent Change from Two Months 1941	Two Months 1942 (Add 000)
		February '42 vs. February '41	February '42 vs. January '42				
TOTAL.....	190	+25	+ 1	\$28,624	190	+28	\$57,006
Manufacturer-retailers.....	7	+30	+75	2,165	7	+33	3,400
Manufacturers of chocolate products competitive with confectionery.....	10	+22	- 8	5,341	10	+31	11,166
Other manufacturers by States in which located.....	173	+25	- 1	21,118	173	+27	42,440
New England.....	17	+ 6	-19	2,371	17	+13	5,291
Massachusetts.....	14	+ 6	-27	1,675	14	+17	3,979
Atlantic.....	58	+34	+ 6	7,585	58	+32	14,724
New York.....	18	+22	+ 6	1,937	18	+21	3,730
Pennsylvania.....	25	+29	+ 7	4,528	25	+35	8,775
New Jersey, Maryland and D. of C.	5	+29	+ 5	362	5	+33	704
Virginia, N. Carolina and Georgia.	10	+42	+ *	758	10	+43	1,513
East North Central.....	43	+22	- 2	8,806	43	+28	17,777
Illinois.....	31	+21	- 2	8,312	31	+27	16,863
Ohio and Indiana.....	7	+35	+10	244	7	+41	467
Michigan and Wisconsin.....	5	+33	+26	250	5	+31	447
West North Central.....	15	+23	+10	722	15	+19	1,379
Minn., N.Dak., S.Dak. and Nebraska	7	+12	+13	120	7	+ 5	227
Iowa and Missouri.....	8	+25	+ 9	602	8	+22	1,152
East South Central (Ky., Tenn., Ala. and Mississippi)	9	+39	+21	504	9	+32	927
West South Central (Louisiana, Oklahoma and Texas)...	5	+30	-30	219	5	+36	531
Mountain (Colorado and Utah).....	5	+22	+ 1	156	5	+27	311
Pacific.....	21	+33	+ 1	755	21	+29	1,500
California.....	13	+31	+ 3	650	13	+27	1,280
Washington and Oregon.....	8	+44	- 7	105	8	+38	220

*Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
FEBRUARY 1942

Type of House*	Number of firms report- ing	February 1942			February 1941			January 1942		
		Pounds	Value	Average Value	Pounds	Value	Average Value	Pounds	Value	Average Value
		(Add 000)	(Add 000)		(Add 000)	(Add 000)		(Add 000)	(Add 000)	
TOTAL.....	108	112,834	\$20,703	\$.183	110,370	\$16,850	\$.152	114,617	\$21,231	\$.185
Package goods.....	12	2,858	1,377	.482	2,525	1,058	.419	3,711	1,958	.528
Bar goods.....	17	45,449	9,276	.204	47,493	7,814	.165	51,891	10,134	.195
Bulk goods.....	30	25,332	3,549	.140	23,808	2,706	.114	21,139	2,971	.141
General line.....	20	20,337	3,349	.165	20,037	2,788	.139	20,057	3,203	.160
Unclassified.....	29	18,858	3,152	.167	16,507	2,464	.149	17,819	2,965	.166

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

Cooperating with the
National Confectioners
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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
March 1942

Manufacturers of confectionery and competitive chocolate products registered an increase in sales of 28 percent in March of this year compared with the same month a year ago, according to an announcement released today by J. C. Capt, Director of the Census. This increase is the largest recorded by this study for the month of March compared with the same month of the preceding year in the past seven years. The increase for March 1941 over March 1940 was 22 percent; for March 1940, 1 percent; for March 1939, 3 percent; and a decrease of 10 percent was registered for March 1938 compared with the same month of 1937. A gain of 6 percent occurred between the months of February and March of this year as against the gain of 4 percent registered between these months in 1941. Sales for the first quarter of this year were 28 percent above those recorded for the first quarter of 1941, by far the largest increase recorded for any quarter during the past four years compared with the same quarter of the year previous.

The quantity (pounds) of confectionery and competitive chocolate products sold in March 1942 by 116 manufacturers was 1 percent under the quantity sold in March a year ago. In contrast, the dollar volume sales of these 116 manufacturers in March was 25 percent above the dollar volume sales recorded in March a year ago, reflecting substantial price increases since March 1941.

The average value per pound for March 1942 was 19.1 cents, a rise of more than 4 cents over March 1941, and the highest cost per pound recorded in connection with this study during the past 5 years. The sharp rise was first noted in December 1941 when the average value per pound was 18.5 cents. In January, the average value per pound was 18.7 cents, and in February, 18.3 cents.

Of the three groups of establishments, manufacturer-retailers continued to report the largest increase in dollar sales -- sales for March being 58 percent above March a year ago as against the increase of 30 percent recorded for February 1942 compared with February 1941. Manufacturers of chocolate products competitive with confectionery registered an increase in sales in the month of March 1942 of 34 percent compared with March a year ago, and other manufacturers registered an increase of 25 percent. March sales of manufacturer-retailers were off 27 percent compared with February, while manufacturers of chocolate products competitive with confectionery, and other manufacturers registered increases between the months of February and March 1942 of 8 percent and 10 percent respectively.

Of the eight geographic divisions and groups of States for which data are presented in this report, seven registered increases in sales for March 1942 compared with March a year ago of from 25 percent to 36 percent. The lowest increase (16 percent) was recorded for the New England States. Increases in March sales compared with sales for the month of February were recorded for all of the eight geographic divisions and groups of States.

Collections on accounts receivable during March for 119 firms reporting this item amounted to 150 percent of outstandings at March 1, 1942. The corresponding ratios for March 1941 and February 1942 were 140 and 131 respectively. Accounts receivable were 16 percent greater on March 1, 1942 than at the same date in 1941 and 4 percent less than on February 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-32752

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 MARCH 1942

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		March 1942 (Add 000)	Number of firms report- ing	Percent Change* from Three Months 1941	Three Months 1942 (Add 000)
		March '42 vs. March '41	March '42 vs. February '42				
TOTAL.....	205	+28	+ 6	\$30,973	205	+28	\$88,961
Manufacturer-retailers.....	7	+58	-27	1,582	7	+40	4,980
Manufacturers of chocolate products competitive with confectionery.....	11	+34	+ 8	5,963	11	+32	17,457
Other manufacturers by States in which located.....	187	+25	+10	23,428	187	+26	66,549
New England.....	17	+15	+12	2,651	17	+14	7,941
Massachusetts.....	14	+24	+16	1,939	14	+20	5,917
Atlantic.....	59	+25	+ 7	7,690	59	+29	21,608
New York.....	20	+19	+ 3	2,034	20	+21	5,881
Pennsylvania.....	25	+27	+ 6	4,806	25	+32	13,866
New Jersey, Maryland and D. of C..	5	+21	+20	433	5	+28	1,138
Virginia, N. Carolina and Georgia.	9	+40	+21	417	9	+40	1,133
East North Central.....	49	+25	+ 9	10,143	49	+27	28,961
Illinois.....	34	+25	+ 9	9,373	34	+27	26,817
Ohio and Indiana.....	9	+30	+10	503	9	+35	1,417
Michigan and Wisconsin.....	6	+30	+ 2	267	6	+32	736
West North Central.....	19	+27	+11	904	19	+23	2,813
Minn., N.Dak., S.Dak. and Nebraska	9	+26	+ 9	180	9	+16	521
Iowa and Missouri.....	10	+27	+12	724	10	+25	1,991
East South Central (Ky., Tenn., Ala. and Mississippi)	9	+31	+ 7	537	9	+32	1,467
West South Central (Louisiana, Oklahoma and Texas)...	6	+36	+43	317	6	+36	851
Mountain (Colorado and Utah).....	5	+25	+36	212	5	+26	574
Pacific California, Washington and Oregon.	23	+28	+19	974	23	+28	2,589

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 MARCH 1942

Type of House*	Number of firms report- ing	March 1942			March 1941			February 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	116	118,165	\$22,515	\$.191	119,610	\$17,993	\$.150	114,784	\$20,996	\$.183
Package goods.....	14	3,369	1,704	.506	3,223	1,388	.431	2,962	1,405	.474
Bar goods.....	18	49,872	10,386	.208	50,337	8,155	.162	45,546	9,289	.204
Bulk goods.....	33	24,517	3,452	.141	25,315	2,798	.111	25,766	3,612	.140
General line.....	21	20,735	3,490	.168	21,044	2,806	.133	21,553	3,527	.164
Unclassified.....	30	19,672	3,483	.177	19,691	2,846	.145	18,957	3,163	.167

Bureau of the Census.

Current Statistical Service.

*Groups are by kind of business and not by type of products.

3-32752

Immediate release - May 30, 1942

Cooperating with the
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Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
April 1942

Sales of manufacturers of confectionery and competitive chocolate products were up 36 percent in April of this year compared with April 1941, according to an announcement released today by J. C. Capt, Director of the Census. This is the largest increase recorded in this study for any month, compared with the same month of the preceding year, for the past seven years. The highest gains recorded previous to April of this year, on the basis of a comparison with the same month a year ago, were for October 1941 (33 percent) and for January 1942 (32 percent). Sales gains registered for February and March of this year were 25 percent and 28 percent respectively. A loss of 6 percent occurred between the months of March and April of this year as against the loss of 13 percent which occurred between these months in 1941. Sales for the first four months of this year were 29 percent above those recorded for the corresponding period of 1941. Sales for the first quarter and the first two months of 1942 compared with corresponding periods a year ago were up 28 percent. Increases recorded each month of 1942 for the year to date over corresponding periods a year ago are by far the highest on record in the past several years.

Poundage of confectionery and competitive chocolate products sold in April 1942 by 108 manufacturers was only 8 percent greater than the quantity sold in April 1941, whereas the dollar sales volume of these manufacturers in April was up 37 percent. The average value per pound for this group of manufacturers in April of this year was 19.2 cents, nearly 4 cents more than the price per pound in April 1941, and equalling the average value per pound for March of this year which was the highest registered in connection with this study during the past five years. The sharpest rise was first noted in December 1941 when the average value per pound was 18.5 cents as against 16.4 cents which was registered for each of the months of September, October, and November of 1941. The increase persisted through the first quarter of 1942, leveling off with the value per pound recorded for the month of April.

Manufacturers of chocolate products competitive with confectionery registered the largest increase in dollar sales (59 percent) for the month of April 1942 compared with April a year ago as against the increases of 25 percent and 32 percent recorded for manufacturer-retailers and other manufacturers, respectively. In March of this year, manufacturer-retailers led in sales volume reporting an average gain of 58 percent over March a year ago, while gains registered for manufacturers of chocolate products competitive with confectionery and other manufacturers were 34 percent and 25 percent, respectively. April sales of manufacturers of chocolate products competitive with confectionery were off 15 percent compared with sales for March of this year, and sales of other manufacturers were off 9 percent on the basis of the same comparison, while manufacturer-retailers registered a sales increase of 57 percent for the month of April over March of this year.

Moderate to substantial increases in sales of "other manufacturers" for April 1942 compared with April 1941 were recorded for each of the eight geographic divisions and groups of States, as well as individual States, for which separate data are presented in this report. Sales for April 1942 compared with March for the eight geographic divisions and groups of States were off from 3 percent to 17 percent, with the exception of the New England States which registered a gain of 3 percent.

Collections on accounts receivable for 110 firms reporting this item amounted to 146 percent of outstandings at April 1, 1942. Corresponding ratios for April 1941 and March 1942 were 132 and 149 respectively. Accounts receivable were 12 percent greater on April 1, 1942 than at the same date in 1941, but were off 8 percent compared with March 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-33218

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
APRIL 1942

Kind of Business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms report- ing	Percent Change		April 1942 (Add 000)	Number of firms report- ing	Percent Change from Four Months 1941	Four Months 1942 (Add 000)
		April '42 vs. April '41	April '42 vs. March '42				
TOTAL.....	192	+36	- 6	\$28,761-	192	+29	\$117,188
Manufacturer-retailers.....	7	+25	+57	2,487	7	+34	7,456
Manufacturers of chocolate products competitive with confectionery.....	10	+59	-15	4,824	10	+36	21,898
Other manufacturers by States in which located.....	175	+32	- 9	21,450	175	+27	88,034
New England.....	17	+19	+ 3	2,727	17	+15	10,671
Massachusetts.....	14	+23	+ 6	2,064	14	+21	7,984
Atlantic.....	58	+33	-17	6,708	58	+30	29,452
New York.....	18	+14	-15	1,674	18	+18	7,365
Pennsylvania.....	25	+44	-19	3,885	25	+35	17,469
New Jersey, Maryland and D. of C..	5	+13	-29	306	5	+25	1,443
Virginia, N. Carolina and Georgia.	10	+39	+ 3	843	10	+36	3,175
East North Central.....	45	+37	- 5	9,482	45	+29	38,021
Illinois.....	32	+37	- 5	8,780	32	+29	35,261
Ohio and Indiana.....	8	+22	-12	433	8	+32	1,807
Michigan and Wisconsin.....	5	+35	- 3	249	5	+32	953
West North Central.....	16	+31	-10	740	16	+23	2,977
Minn., N.Dak., S.Dak. and Nebraska	8	+36	0	147	8	+18	559
Iowa and Missouri.....	8	+30	-12	593	8	+24	2,418
East South Central (Ky., Tenn., Ala. and Mississippi)	8	+49	- 3	506	8	+34	1,923
West South Central (Louisiana, Oklahoma and Texas)...	6	+29	- 5	301	6	+34	1,154
Mountain (Colorado and Utah).....	5	+32	- 9	192	5	+27	715
Pacific.....	20	+25	- 9	614	20	+26	3,121
California.....	12	+18	-12	571	12	+25	2,321
Washington and Oregon.....	8	+46	- 2	243	8	+31	800

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
APRIL 1942

Type of House*	Number of firms report- ing	April 1942			April 1941			March 1942		
		Pounds	Value	Average	Pounds	Value	Average	Pounds	Value	Average
		(Add 000)	(Add 000)	Value	(Add 000)	(Add 000)	Value	(Add 000)	(Add 000)	(Add 000)
TOTAL.....	108	103,840	\$19,984	\$.192	95,370	\$14,613	\$.153	118,668	\$22,379	\$.192
Package goods.....	13	3,142	1,680	.535	3,152	1,513	.480	3,231	1,680	.520
Bar goods.....	16	45,041	9,345	.207	39,885	6,440	.161	48,807	10,209	.209
Bulk goods.....	30	20,517	2,834	.138	20,257	2,103	.104	23,982	3,376	.141
General line.....	21	17,025	2,958	.174	16,170	2,278	.141	21,045	3,648	.173
Unclassified.....	28	18,115	3,167	.175	15,906	2,279	.143	19,603	3,466	.177

Bureau of the Census.

* Groups are by kind of business and not by type of products.

Current Statistical Service.

3-33219

Immediate release - June 30, 1942

Cooperating with the
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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
May 1942

An increase of 35 percent in sales was reported by manufacturers of confectionery and competitive chocolate products for May 1942 compared with the same month of 1941, according to an announcement released today by J. C. Capt, Director of the Census. The increase for April 1942 over April 1941, was 36 percent, the largest increase recorded in this study for any month compared with the same month of the preceding year, for the past seven years. A loss in dollar sales of 16 percent was registered for May compared with April of this year, in line with the customary seasonal variation. Sales for the first five months of 1942 were up 30 percent compared with the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in May 1942 by 107 manufacturers was only 7 percent greater than the quantity sold in May 1941, in contrast to the dollar volume sales gain of 36 percent recorded for this group of manufacturers. A decrease in price per pound of .4 cents occurred between the months of April and May of this year. The average price per pound of 18.8 cents registered for May is 4 cents higher than the price per pound recorded for May 1941 and represents only a slight decrease from the highest price per pound (19.2 cents), recorded during the past five years, which was registered in April of this year.

Increases in dollar sales for May 1942 compared with May a year ago of 48 percent, 30 percent, and 33 percent were recorded for manufacturers of chocolate products competitive with confectionery, manufacturer-retailers, and other manufacturers respectively. On the basis of comparisons with dollar sales for April of this year, May 1942 sales of manufacturers of chocolate products competitive with confectionery were off 32 percent; sales of manufacturer-retailers were down 22 percent; and a sales loss of 12 percent was registered for other manufacturers. Increases in dollar sales of 38 percent for manufacturers of chocolate products competitive with confectionery, 33 percent for manufacturer-retailers, and 28 percent for other manufacturers, were recorded for the first five months of 1942 compared with the corresponding period of 1941.

Increases in sales of "other manufacturers" for May 1942 compared with May 1941, ranging from 6 percent (New York) to 67 percent (Pennsylvania), were recorded for each of the eight geographic divisions and groups of States as well as individual States for which separate data are presented in this report. With the exception of New York and the group average for Louisiana, Oklahoma, and Texas, increases were above 20 percent. Increases of 1 percent for California and of 11 percent for the group consisting of New Jersey, Maryland, and the District of Columbia and decreases ranging from less than 0.5 percent to 50 percent on the basis of a comparison between April and May sales, were registered for the eight geographic divisions, and all other groups of States, and individual States covered in this report.

Collections on accounts receivable for 109 firms reporting this item amounted to 134 percent of outstandings at May 1, 1942. Corresponding ratios for May 1941 and April 1942 were 122 and 145 respectively. Accounts receivable were 18 percent greater on May 1, 1942 than at the same date in 1941, but were off 8 percent compared with April 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 MAY 1942

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		May 1942 (Add 000)	Number of firms report- ing	Percent Change from Five Months 1941	Five Months 1942 (Add 000)
		May '42 vs. May '41	May '42 vs. April '42				
TOTAL.....	190	+35	-16	\$24,095	190	+30	\$141,378
Manufacturer-retailers.....	6	+30	-22	1,886	6	+35	9,168
Manufacturers of chocolate products competitive with confectionery.....	10	+48	-32	3,305	10	+38	25,004
Other manufacturers by States in which located.....	174	+33	-12	18,904	174	+28	107,206
New England.....	16	+25	-30	1,911	16	+16	12,527
Massachusetts.....	13	+29	-37	1,289	13	+21	9,219
Atlantic.....	57	+42	- 2	6,588	57	+31	35,812
New York.....	19	+ 6	- 7	1,599	19	+14	9,087
Pennsylvania.....	24	+67	- 3	3,838	24	+39	21,046
New Jersey, Maryland and D. of C..	5	+42	+11	340	5	+27	1,782
Virginia, N. Carolina and Georgia.	9	+40	- 2	811	9	+56	3,897
East North Central.....	44	+27	-15	8,055	44	+30	46,063
Illinois.....	32	+27	-15	7,476	32	+30	42,832
Ohio and Indiana.....	7	+21	-15	541	7	+30	2,041
Michigan and Wisconsin.....	5	+26	- 4	238	5	+30	1,190
West North Central.....	16	+29	-15	652	16	+24	3,715
Minn., N. Dak., and S. Dak.....	8	+21	-25	128	8	+20	775
Iowa and Missouri.....	8	+31	-11	524	8	+25	2,940
East South Central (Ky., Tenn., Ala. and Mississippi)	7	+45	-11	416	7	+34	2,221
West South Central (Louisiana, Oklahoma and Texas)...	6	+12	-50	151	6	+31	1,304
Mountain (Colorado and Utah).....	6	+44	- 3	219	6	+33	1,044
Pacific.....	22	+45	- 3	912	22	+32	4,520
California.....	12	+40	+ 1	686	12	+28	3,363
Washington and Oregon.....	10	+53	-14	226	10	+42	1,155

* Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 MAY 1942

Type of House*	Number of firms report- ing	May 1942			May 1941			April 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	107	91,186	\$17,146	\$.188	85,181	\$12,644	\$.148	106,725	\$20,498	\$.192
Package goods.....	13	2,284	1,235	.541	1,811	778	.430	3,142	1,690	.535
Bar goods.....	18	41,259	8,184	.198	38,684	5,972	.154	50,061	10,033	.200
Bulk goods.....	27	15,747	2,080	.132	15,940	1,640	.103	18,232	2,644	.145
General line.....	20	14,949	2,541	.170	13,563	1,918	.141	17,166	2,945	.172
Unclassified.....	29	16,947	3,106	.183	15,183	2,336	.154	18,124	3,196	.176

Bureau of the Census.

Current Statistical Service.

* Groups are by kind of business and not by type of products.

3-13275

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
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Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
June 1942

An increase of 34 percent in dollar volume was reported by manufacturers of confectionery and competitive chocolate products for June 1942 compared with June 1941, according to an announcement released today by J. C. Capt, Director of the Census. Compared with the same month of 1941, sales increases for 1942 have gradually dropped off since the all-year high (36%) recorded for April. A loss of 6 percent in dollar sales occurred between May and June of this year. Sales for the first half of 1942 were up 31 percent over the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in June 1942 by 125 manufacturers was only 6 percent greater than the quantity sold in June 1941, although the dollar volume increase for the same group of manufacturers amounted to 32 percent. The average price per pound in June (18.5 cents) remained at approximately the same level as in the previous month. Compared with June 1941, the average price per pound in June 1942 was 3.6 cents higher.

Substantial increases in dollar volume for June 1942 compared with June 1941 were recorded for manufacturers of chocolate products competitive with confectionery (54%), manufacturer-retailers (41%), and other manufacturers (31%). On the basis of a comparison of June 1942 with May 1942, dollar sales of manufacturer-retailers were off 32 percent; manufacturers of chocolate products competitive with confectionery, 5 percent; and other manufacturers, 4 percent. Increases in sales for the first half of 1942 compared with the same period of 1941 of 41 percent, 34 percent, and 29 percent were registered for manufacturers of chocolate products competitive with confectionery, manufacturer-retailers, and other manufacturers, respectively.

With the exception of dollar volume in New York, which gained 7 percent, increases in sales of "other manufacturers" for June 1942 over June 1941 ranged from 14 percent for the group average of Minnesota, North Dakota, South Dakota, and Nebraska, to 143 percent for the average of New Jersey, Maryland, and the District of Columbia. Substantial sales gains were also recorded for Washington and Oregon (79%), Pennsylvania (61%), and the group of Kentucky, Tennessee, Alabama, and Mississippi (57%). Compared with May of this year, the largest sales increase in June 1942 was shown for the group of New Jersey, Maryland, and the District of Columbia (20%); the largest decreases, Massachusetts (10%) and California (10%).

Collections on accounts receivable for 129 firms reporting these items amounted to 146 percent of outstandings at June 1, 1942. Collection ratios for June 1941 and May 1942 were 128 and 135 respectively. Accounts receivable were 16 percent greater on June 1, 1942 than at the same date in 1941, but were off 11 percent compared with May 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JUNE 1942

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms report- ing	Percent Change		June 1942 (Add 000)	Number of firms report- ing	Percent Change from Six Months 1941	Six Months 1942 (Add 000)
		June '42 vs. June '41	June '42 vs. May '42				
TOTAL.....	217	+34	- 6	\$23,399	196	+31	\$165,899
Manufacturer-retailers.....	7	+41	-32	1,512	7	+34	10,701
Manufacturers of chocolate products competitive with confectionery.....	12	+54	- 5	3,298	11	+41	29,241
Other manufacturers by States in which located.....	198	+31	- 4	18,789	178	+29	125,897
New England.....	17	+38	+ 9	2,138	16	+19	14,802
Massachusetts.....	13	+16	-10	1,163	13	+21	10,362
Atlantic.....	66	+41	- 3	6,677	59	+32	42,485
New York.....	20	+ 7	- 2	1,724	19	+11	10,627
Pennsylvania.....	30	+61	- 3	3,788	25	+42	24,906
New Jersey, Maryland, and D. of C.....	6	+143	+20	408	5	+40	2,190
Virginia, N. Carolina and Georgia.....	10	+29	- 9	757	10	+38	4,782
East North Central.....	52	+19	- 9	7,557	47	+28	53,882
Illinois.....	35	+18	- 9	6,924	32	+28	49,634
Ohio and Indiana.....	10	+22	+ 1	377	9	+29	2,562
Michigan and Wisconsin.....	7	+32	- 4	256	6	+30	1,486
West North Central.....	16	+35	+ 2	688	16	+25	4,392
Minn., N. Dak., S. Dak. and Nebraska.....	9	+14	- 4	136	9	+19	977
Iowa and Missouri.....	7	+42	+ 3	532	7	+27	3,415
East South Central (Ky., Tenn., Ala. and Mississippi).....	11	+57	+ 3	475	8	+40	2,827
West South Central (Louisiana, Oklahoma and Texas).....	10	+20	- 2	169	7	+31	1,498
Mountain (Colorado and Utah).....	5	+34	- 1	186	5	+30	1,090
Pacific.....	21	+42	- 4	919	20	+33	5,321
California.....	13	+32	-10	670	12	+28	3,966
Washington and Oregon.....	8	+79	+16	249	8	+47	1,355

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JUNE 1942

Type of House*	Number of firms report- ing	June 1942			June 1941			May 1942		
		Pounds	Value	Average	Pounds	Value	Average	Pounds	Value	Average
		(Add 000)	(Add 000)	Value	(Add 000)	(Add 000)	Value	(Add 000)	(Add 000)	(Add 000)
TOTAL.....	125	91,751	\$16,983	\$.185	96,298	\$12,619	\$.149	95,196	\$17,648	\$.195
Package goods.....	16	1,641	823	.502	1,515	597	.394	2,428	1,300	.535
Bar goods.....	18	39,617	7,890	.199	36,001	5,777	.160	41,227	8,180	.196
Bulk goods.....	31	16,511	2,148	.130	17,434	1,841	.106	17,354	2,246	.129
General line.....	27	15,353	2,683	.175	15,023	2,030	.135	16,076	2,748	.171
Unclassified.....	33	18,629	3,439	.185	18,325	2,574	.158	18,111	3,174	.175

Bureau of the Census.

Current Statistical Service.

* Groups are by kind of business and not by type of products.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
July 1942

An increase of 43 percent in dollar volume for July 1942 compared with July 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. The gain for July was the largest recorded in the history of this survey for any month on the basis of a comparison with the same month of the previous year. Between June and July of this year, sales increased 5 percent in contrast to the usual seasonal decrease between these months. Dollar volume for the first seven months of 1942 was up 32 percent over the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in July 1942 by 117 manufacturers was 18 percent greater than the quantity sold in July 1941, although the sales increase recorded for the same group of manufacturers amounted to 42 percent. The average price per pound (18.5 cents) in July 1942, rose slightly over the price (18.2 cents) for the previous month. Compared with July 1941, the average price per pound in July 1942 was 3.2 cents higher.

Substantial increases in dollar volume for July 1942 compared with July 1941 were recorded for manufacturers of chocolate products competitive with confectionery (47%), other manufacturers (43%), and manufacturers-retailers (34%). On the basis of a comparison of July 1942 with June 1942, dollar sales of manufacturers of chocolate products competitive with confectionery dropped 4 percent; sales of other manufacturers rose 7 percent; and volume of manufacturer-retailers gained slightly. Increases of 39 percent, 36 percent, and 31 percent in sales for the first seven months of 1942 compared with the same period of 1941 were registered for manufacturers of chocolate products competitive with confectionery, manufacturer-retailers, and other manufacturers, respectively.

With the exception of dollar volume in New York, which gained only 9 percent, increases in sales of "other manufacturers" for July 1942 over July 1941 ranged from 22 percent for the group average of Minnesota, North Dakota, South Dakota, and Nebraska, to 104 percent for the state of Washington. Substantial sales gains were also recorded for Pennsylvania (90%), Iowa and Missouri (61%), and Michigan and Wisconsin (60%). Compared with June of this year, dollar sales for Massachusetts, Pennsylvania, and Illinois increased 11 percent in July 1942.

Collections on accounts receivable for 132 firms reporting this item in July amounted to 155 percent of outstandings at July 1, 1942. Collection ratios for July 1941 and June 1942 were 132 and 150 respectively. Accounts receivable were 10 percent greater on July 1, 1942 than at the same date in 1941, but were off 12 percent compared with June 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JULY 1942 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES--CURRENT MONTH			SALES--YEAR TO DATE		
		Percent Change		July 1942 (Add 000)	Number of firms reporting	Percent Change from Seven Months 1941	Seven Months 1942 (Add 000)
		July 1942 vs. July 1941	July 1942 vs. June 1942				
TOTAL.....	219	+43	+ 5	\$25,539	187	+32	\$181,897
Manufacturer-retailers.....	6	+34	+ 1	1,325	6	+36	12,106
Manufacturers of chocolate products competitive with confectionery.....	12	+47	- 4	2,907	10	+39	30,831
Other manufacturers by States in which located.....	201	+43	+ 7	19,307	171	+31	138,861
New England.....	20	+37	+ 4	2,000	18	+19	16,236
Massachusetts.....	14	+42	+11	1,314	13	+23	11,600
Atlantic.....	84	+52	+ 7	8,994	56	+35	48,457
New York.....	19	+ 9	+ 4	1,739	17	+11	11,684
Pennsylvania.....	29	+90	+11	4,110	25	+47	28,964
New Jersey and D. of C.....	5	+25	- 2	382	4	+39	2,283
Virginia, N. Carolina and Georgia.....	11	+44	+ 1	763	10	+39	5,326
East North Central.....	54	+35	+10	8,133	46	+30	59,163
Illinois.....	36	+34	+11	7,446	32	+30	54,511
Ohio and Indiana.....	12	+32	+ 1	439	8	+29	2,918
Michigan and Wisconsin.....	6	+60	+ 2	248	6	+34	1,734
West North Central.....	18	+51	- 6	645	18	+30	5,351
Minn., N.Dak., S.Dak., and Nebraska.....	8	+22	+ 2	133	8	+19	1,031
Iowa and Missouri.....	10	+61	- 8	512	10	+33	4,300
East South Central (Ky., Tenn., Ala., and Mississippi)....	10	+93	+16	516	7	+41	3,125
West South Central (Louisiana, Oklahoma and Texas).....	8	+30	+ 3	100	5	+41	801
Mountain (Colorado and Utah).....	5	+48	-10	187	5	+32	1,257
Pacific.....	22	+46	- 6	752	18	+35	4,491
California.....	15	+31	- 5	530	10	+26	2,999
Washington.....	9	+104	- 8	222	8	+56	1,492

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JULY 1942 ^{a/}

Type of House ^{b/}	Number of firms reporting	July 1942			July 1941			June 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	117	89,904	\$16,616	\$.185	76,363	\$11,670	\$.153	85,219	\$15,549	\$.182
Package goods.....	17	1,688	830	.492	1,352	550	.407	1,620	786	.485
Bar goods.....	16	39,421	7,803	.196	35,656	6,588	.187	37,689	7,242	.192
Bulk goods.....	33	17,258	2,262	.131	15,094	1,546	.102	16,383	2,157	.132
General line.....	22	12,880	2,245	.174	10,879	1,757	.162	12,720	2,209	.174
Unclassified.....	29	18,557	3,475	.187	13,382	2,229	.167	16,807	3,155	.188

Bureau of the Census.

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-25134

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Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
August 1942

An increase of 39 percent in dollar volume for August 1942 compared with August 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. Between July and August of this year, sales increased 19 percent, somewhat less than the usual seasonal increase between these months. Dollar volume for the first eight months of 1942 was up 33 percent over the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in August 1942 by 115 manufacturers was 12 percent greater than the quantity sold in August 1941, although the sales increase recorded for the same group of manufacturers amounted to 38 percent. The average price per pound (18.5 cents) in August 1942 rose over the price (18.0 cents) for the previous month. Compared with August 1941, the average price per pound in August 1942 was 3.3 cents higher.

Substantial increases in dollar volume for August 1942 compared with August 1941 were recorded for manufacturers of chocolate products competitive with confectionery (28%), manufacturer-retailers (32%), and other manufacturers (42%). On the basis of a comparison of August 1942 with July 1942, dollar sales of manufacturers of chocolate products competitive with confectionery increased 43 percent; sales of other manufacturers rose 15 percent; and volume of manufacturer-retailers gained 25 percent. For the first eight months of 1942 compared with the same period of 1941, sales increases of 37 percent, 34 percent and 32 percent were registered for manufacturers of chocolate products competitive with confectionery, manufacturer-retailers, and other manufacturers, respectively.

With the exception of dollar volume in Michigan and Wisconsin, which gained only 4 percent, increases in sales of "other manufacturers" for August 1942 over August 1941 ranged from 17 percent for New York and for the group average of Louisiana, Oklahoma, and Texas, to 80 percent for the group average of Kentucky, Tennessee, Alabama, and Mississippi. Substantial sales gains were also recorded for Washington (78%), Virginia, North Carolina, and Georgia (78%), and Pennsylvania (70%). Compared with July of this year, dollar sales for Illinois increased 18 percent in August 1942. With the exception of the 20 percent decrease recorded for Michigan and Wisconsin, sales in other states and groups of states showed increases on the basis of a comparison with last month's sales.

Collections on accounts receivable for 130 firms reporting this item in August amounted to 164 percent of outstandings at August 1, 1942. Collection ratios for August 1941 and July 1942 were 135 and 155, respectively. Accounts receivable were 13 percent greater on August 1, 1942 than at the same date in 1941, but were at approximately the same level when compared with July 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 AUGUST 1942 a/

Kind of Business Geographic Division and State	Number of firms reporting	SALES—CURRENT MONTH			SALES—YEAR TO DATE		
		Percent Change		August 1942 (Add 000)	Number of firms reporting	Percent change from eight months 1941	Eight months 1942 (Add 000)
		Aug. 1942 vs. Aug. 1941	Aug. 1942 vs. July 1942				
TOTAL.....	217	+39	+19	\$28,720	181	+33	\$199,869
Manufacturer-retailers.....	6	+32	+25	1,619	6	+34	13,368
Manufacturers of chocolate products competitive with confectionery.....	11	+28	+43	4,156	9	+37	35,015
Other manufacturers by States in which located.....	200	+42	+15	20,945	166	+32	151,486
New England.....	18	+25	+23	2,410	14	+19	17,984
Massachusetts.....	13	+35	+35	1,723	11	+24	12,779
Atlantic.....	68	+54	+13	7,902	56	+38	58,243
New York.....	20	+17	+12	1,965	18	+12	13,565
Pennsylvania.....	29	+70	+ 8	4,447	24	+50	33,237
New Jersey.....	7	+73	+31	487	4	+45	2,912
Maryland.....	7	+73	+31	487	4	+45	2,912
District of Columbia.....	7	+73	+31	487	4	+45	2,912
Virginia.....	7	+73	+31	487	4	+45	2,912
North Carolina.....	10	+78	+31	1,003	10	+43	6,529
Georgia.....	10	+78	+31	1,003	10	+43	6,529
East North Central.....	53	+34	+16	8,136	44	+29	59,534
Illinois.....	36	+34	+18	7,486	30	+29	54,291
Ohio.....	11	+39	+ 7	452	8	+30	3,313
Indiana.....	6	+ 4	-20	198	6	+30	1,930
Michigan.....	6	+ 4	-20	198	6	+30	1,930
Wisconsin.....	6	+ 4	-20	198	6	+30	1,930
West North Central.....	17	+73	+28	815	17	+35	5,941
Minnesota.....	17	+73	+28	815	17	+35	5,941
North Dakota.....	8	+74	+52	188	8	+24	1,192
South Dakota.....	8	+74	+52	188	8	+24	1,192
Nebraska.....	8	+74	+52	188	8	+24	1,192
Iowa.....	9	+72	+22	627	9	+39	4,749
Missouri.....	9	+72	+22	627	9	+39	4,749
East South Central.....	10	+80	+ 2	545	7	+47	3,883
Kentucky.....	10	+80	+ 2	545	7	+47	3,883
Tennessee.....	10	+80	+ 2	545	7	+47	3,883
Alabama.....	10	+80	+ 2	545	7	+47	3,883
Mississippi.....	10	+80	+ 2	545	7	+47	3,883
West South Central.....	10	+17	+15	101	6	+21	1,100
Louisiana.....	10	+17	+15	101	6	+21	1,100
Oklahoma.....	10	+17	+15	101	6	+21	1,100
Texas.....	10	+17	+15	101	6	+21	1,100
Mountain.....	5	+53	+21	193	5	+38	1,427
Colorado.....	5	+53	+21	193	5	+38	1,427
Utah.....	5	+53	+21	193	5	+38	1,427
Pacific.....	21	+38	+ 5	843	17	+35	5,594
California.....	13	+27	+ 5	610	10	+27	3,915
Washington.....	8	+78	+ 7	233	7	+61	1,679

a/ Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 AUGUST 1942 a/

Type of House b/	Number of firms reporting	August 1942			August 1941			July 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	115	102,301	\$18,962	\$.185	90,990	\$13,786	\$.152	88,748	\$15,969	\$.180
Package goods.....	17	2,248	985	.439	2,254	771	.342	1,818	854	.470
Bar goods.....	14	37,858	7,851	.207	36,383	6,178	.170	31,095	6,306	.203
Bulk goods.....	39	26,785	3,461	.129	23,487	2,388	.102	24,357	3,032	.124
General line.....	19	17,764	3,243	.183	14,781	2,062	.140	13,804	2,374	.172
Unclassified.....	26	17,648	3,422	.194	14,085	2,387	.169	17,674	3,403	.193

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a/ Exclusive of Army Ration Bar.

b/ Groups are by kind of business and not by type of products.

Immediate release - October 31, 1942

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Current
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Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
September 1942

An increase of 8 percent in dollar volume for September 1942 compared with September 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. Between August and September of this year, sales increased 22 percent, less than one-half the usual seasonal increase between these months. For the first nine months of 1942, dollar volume was 30 percent over that recorded for the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in September 1942 by 122 manufacturers was 28 percent less than the quantity sold in September 1941, although the same group of manufacturers recorded an increase of 5 percent in dollar volume. The average price per pound (19.4 cents) in September 1942 was the highest shown in the history of this survey, being 3.3 cents higher than in September 1941, and 1.3 cents higher than in last month.

Manufacturer-retailers registered a 36 percent increase in dollar volume for September 1942 over September 1941, while manufacturers of chocolate products competitive with confectionery suffered a sales loss of 19 percent between the same months. "Other manufacturers" showed a gain of 15 percent. On the basis of a comparison of September 1942 with August 1942 dollar sales of manufacturers of chocolate products competitive with confectionery increased 34 percent; sales of "other manufacturers" rose 21 percent; and dollar volume of manufacturer-retailers gained slightly. For the first nine months of 1942 compared with the same period of 1941, sales increases of 36 percent, 30 percent, and 26 percent were registered for manufacturer-retailers, "other manufacturers," and manufacturers of chocolate products competitive with confectionery, respectively.

In the States and groups of States for which separate data are shown for "other manufacturers", sales increases ranged from 4 percent for Massachusetts to 42 percent for the group of Virginia, North Carolina, and Georgia, on the basis of a comparison of September 1942 with the same month of last year. Dollar volume in New York, in Ohio and Indiana, and in Michigan and Wisconsin was at approximately the same levels. Sales of "other manufacturers" in Illinois were up 16 percent; in Pennsylvania, 30 percent. Compared with August of this year, most States and groups of States recorded substantial sales increases in September 1942. The group of Virginia, North Carolina, and Georgia showed the only decrease (3%) from last month.

Collections on accounts receivable for 137 firms reporting these items in September amounted to 160 percent of outstandings on September 1, 1942. Collection ratios for September 1941 and August 1942 were 167 and 164 respectively. Accounts receivable were 13 percent greater on September 1, 1942 than on the same date in 1941, and were up 25 percent when compared with August 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-35408

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 SEPTEMBER 1942 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES--CURRENT MONTH			SALES--YEAR TO DATE		
		Percent Change		September 1942 (Add 000)	Number of firms reporting	Percent change from nine months 1941	Nine months 1942 (Add 000)
		Sept. 1942 vs. Sept. 1941	Sept. 1942 vs. Aug. 1942				
TOTAL.....	224	+ 8	+22	\$34,269	188	+30	\$244,767
Manufacturer-retailers.....	6	+36	+ 2	1,563	6	+56	14,323
Manufacturers of chocolate products competitive with confectionery.....	13	-19	+34	5,825	11	+26	42,257
Other manufacturers by States in which located.....	205	+15	+21	26,881	171	+30	188,187
New England.....	20	^{b/}	+41	3,512	16	+18	21,895
Massachusetts.....	15	+ 4	+54	2,766	13	+20	16,061
Atlantic.....	63	+22	+13	8,655	54	+36	64,226
New York.....	18	+ 1	+22	2,119	16	+10	15,177
Pennsylvania.....	27	+30	+11	4,899	24	+47	38,067
New Jersey.....	7	+17	+23	603	4	+41	3,456
Maryland.....							
District of Columbia.....	11	+42	- 5	1,034	10	+43	7,526
Virginia.....							
North Carolina.....	54	+15	+22	11,565	45	+39	80,361
Georgia.....							
East North Central.....	35	+16	+21	10,711	30	+29	74,354
Illinois.....	12	- 2	+22	565	9	+25	3,840
Ohio.....							
Indiana.....	7	- 1	+33	289	6	+24	2,187
Michigan.....							
Wisconsin.....	19	+17	+26	1,047	18	+33	7,211
West North Central.....							
Minnesota.....	9	+23	+15	214	8	+26	1,431
North Dakota.....							
South Dakota.....	10	+16	+29	833	10	+34	3,780
Iowa.....							
Missouri.....	10	+36	+26	654	7	+42	4,236
East South Central.....							
Kentucky.....	10	+19	+49	171	6	+21	1,242
Tennessee.....							
Alabama.....	11	+29	+16	227	5	+33	1,680
Mississippi.....							
West South Central.....	5	+29	+16	227	5	+33	1,680
Louisiana.....							
Oklahoma.....	23	+17	+16	1,050	20	+29	7,336
Texas.....							
Mountain.....	14	+13	+12	809	12	+27	5,854
Colorado.....							
Utah.....	9	+33	+31	241	8	+39	1,482
Pacific.....							
California.....	9	+33	+31	241	8	+39	1,482
Washington.....							
Oregon.....							

^{a/} Exclusive of Army Ration Bar.
^{b/} Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 SEPTEMBER 1942 ^{a/}

Type of House ^{b/}	Number of firms reporting	September 1942			September 1941			August 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	122	131,148	\$25,439	\$1.94	180,365	\$24,227	\$1.161	108,729	\$19,657	\$1.181
Package goods.....	24	5,681	2,444	.431	6,028	2,225	.369	3,466	1,563	.451
Bar goods.....	17	52,168	11,104	.213	63,280	11,362	.180	47,303	8,793	.186
Bulk goods.....	39	35,484	5,012	.141	40,227	4,685	.116	25,519	3,081	.131
General line.....	17	20,702	3,928	.190	23,640	3,377	.143	17,381	3,186	.183
Unclassified.....	25	17,113	2,951	.172	17,190	2,578	.150	17,060	3,034	.178

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.
^{b/} Groups are by kind of business and not by type of products.
 3-26408

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WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
October 1942

An increase of 11 percent in dollar volume for October 1942 compared with October 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. Between September and October of this year, sales increased 22 percent. For the first 10 months of 1942, dollar volume was 26 percent over that recorded for the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in October 1942 by 126 manufacturers was 10 percent less than the quantity sold in October 1941, although the same group of manufacturers recorded a sales increase of 8 percent. The average price per pound was 19.3 cents in October 1942. The average price per pound in October 1942 was 3.3 cents higher than in October 1941, and only .3 of a cent lower than last month.

Manufacturer-retailers registered a 46 percent increase in dollar volume for October 1942 over October 1941, while manufacturers of chocolate products competitive with confectionery suffered a sales loss of 23 percent. "Other manufacturers" showed a gain of 17 percent. On the basis of a comparison of October 1942 with September 1942, dollar sales of manufacturer-retailers increased 32 percent; sales of "other manufacturers" rose 26 percent; and sales of manufacturers of chocolate products competitive with confectionery were maintained at approximately the same level. For the first 10 months of 1942 compared with the same period of 1941, sales increases of 37 percent, 28 percent, and 17 percent were registered for manufacturer-retailers, "other manufacturers", and manufacturers of chocolate products competitive with confectionery, respectively.

In the States and groups of States for which separate data are shown for "other manufacturers" sales, the highest increase for October 1942 compared with the same month last year was 54 percent, recorded for the group, Virginia, North Carolina, and Georgia. A 38 percent increase in sales was made by Pennsylvania, 20 percent by Illinois, and 12 percent by Iowa and Missouri. Most States and groups of States showed substantial increases in October of this year compared with September 1942. Iowa and Missouri raised the dollar volume of their sales 53 percent. The only decrease (7%) was suffered by the New Jersey, Maryland, District of Columbia group.

Collections on accounts receivable for 132 firms reporting these items in October amounted to 165 percent of outstandings on October 1, 1942. Collection ratios for October 1941 and September 1942 were 161 and 160, respectively. Accounts receivable were 3 percent greater on October 1, 1942 than on the same date in 1941, and were up 31 percent when compared with September 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
OCTOBER 1942 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES—CURRENT MONTH			SALES—YEAR TO DATE		
		Percent Change		October 1942 (Add 000)	Number of firms reporting	Percent change from ten months 1941	Ten months 1942 (Add 000)
		Oct. 1942 vs. Oct. 1941	Oct. 1942 vs. Sept. 1942				
TOTAL.....	222	+11	+22	\$40,917	188	+26	\$278,956
Manufacturer-retailers.....	6	+46	+32	2,067	6	+37	16,409
Manufacturers of chocolate products competitive with confectionery.....	12	-23	b/	5,614	10	+17	46,253
Other manufacturers by States in which located.....	204	+17	+26	33,236	172	+28	216,294
New England.....	19	+ 1	+ 4	3,626	16	+16	25,390
Massachusetts.....	15	+ 5	+ 5	2,957	13	+18	18,882
Atlantic.....	87	+28	+20	10,569	57	+34	75,254
New York.....	18	+ 4	+10	2,376	17	+10	17,998
Pennsylvania.....	29	+38	+29	6,384	25	+46	44,550
New Jersey.....	8	+ 9	- 7	585	5	+32	4,201
Maryland.....							
District of Columbia.....							
Virginia.....	12	+54	+18	1,224	10	+44	8,715
North Carolina.....							
Georgia.....							
East North Central.....	51	+18	+35	14,778	43	+26	90,065
Illinois.....	35	+20	+38	13,892	30	+27	83,373
Ohio.....	10	-13	+10	607	8	+19	4,347
Indiana.....							
Michigan.....							
Wisconsin.....	6	- 5	c/	279	5	+21	2,345
West North Central.....	19	+14	+45	1,542	18	+29	8,741
Minnesota.....	9	+20	+18	268	8	+25	1,685
North Dakota.....							
South Dakota.....							
Nebraska.....							
Iowa.....	10	+12	+53	1,274	10	+30	7,056
Missouri.....							
East South Central.....	10	+23	+35	887	7	+38	5,077
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	9	+41	+51	228	6	+23	1,463
West South Central.....							
Louisiana.....							
Oklahoma.....	5	+26	+39	316	5	+32	1,997
Texas.....							
Mountain.....	24	- 9	+16	1,290	20	+22	8,337
Colorado.....							
Utah.....	15	-10	+21	1,050	12	+20	6,637
Pacific.....							
California.....	9	- 2	b/	240	8	+33	1,700
Washington.....							
Oregon.....							

^{a/} Exclusive of Army Ration Bar.
^{b/} Less than 0.5 percent.
^{c/} No change.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
OCTOBER 1942 ^{a/}

Type of House ^{b/}	Number of firms reporting	October 1942			October 1941			September 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	126	157,121	\$30,273	\$-193	175,233	\$28,031	\$-180	127,012	\$24,953	\$-196
Package goods.....	24	8,315	2,904	.460	6,178	2,437	.394	5,634	2,482	-.441
Bar goods.....	16	50,181	11,209	.223	63,305	11,824	.187	47,005	10,390	.221
Bulk goods.....	41	50,814	7,374	.145	54,860	6,457	.118	35,875	5,054	-.141
General line.....	21	28,800	5,048	.175	31,726	4,651	.147	21,965	4,159	-.189
Unclassified.....	24	21,011	3,738	.178	19,164	2,662	.139	16,533	2,868	-.173

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.
^{b/} Groups are by kind of business and not by type of products.

Immediate release - January 5, 1943

Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
November 1942

An increase of 6 percent in dollar volume for November 1942 compared with November 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to an announcement released today by J. C. Capt, Director of the Census. Between October and November of this year, sales decreased 10 percent. For the 11 months of 1942, dollar volume was 24 percent over that recorded for the corresponding period of 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in November 1942 by 119 manufacturers was 14 percent less than the quantity sold in November 1941, although the same group of manufacturers recorded a sales increase of 5 percent. The average price per pound was 19.9 cents in November 1942. The average price per pound in November 1942 was 3.7 cents higher than in November 1941, and .9 of a cent more than last month.

Manufacturer-retailers registered a 19 percent increase in dollar volume for November 1942 over November 1941, while manufacturers of chocolate products competitive with confectionery reported a sales loss of 4 percent between the same months. "Other manufacturers" showed a gain of 7 percent. On the basis of a comparison of November 1942 with October 1942, dollar sales of manufacturer-retailers decreased 11 percent; manufacturers of chocolate products competitive with confectionery, 10 percent; and "other manufacturers," 9 percent. For the 11 months of 1942 compared with the same period of 1941, sales increases of 35 percent, 25 percent, and 14 percent were registered for manufacturer-retailers, "other manufacturers," and manufacturers of chocolate products competitive with confectionery, respectively.

In the States and groups of States for which separate data are shown for "other manufacturers" sales, the only substantial increases for November 1942 compared with the same month last year were recorded for the group, Louisiana, Oklahoma, and Texas, (45%) and for Pennsylvania (34%). A 9 percent increase in sales was made by New Jersey, Maryland, and the District of Columbia; 8 percent by Colorado and Utah, and by the region comprising Virginia, North Carolina, and Georgia; 5 percent by Illinois and by Iowa and Missouri combined; and 4 percent by the East South Central region, made up of Kentucky, Tennessee, Alabama, and Mississippi. In November of this year compared with the preceding month, two substantial sales gains were recorded: 51 percent for Louisiana, Oklahoma, and Texas; and 19 percent for Colorado and Utah. The sales decreases were from 3 to 20 percent, Illinois showing the largest loss.

Collections on accounts receivable for 124 firms reporting these items in November amounted to 147 percent of outstandings on November 1, 1942. Collection ratios for November 1941 and October 1942 were 137 and 165, respectively. Accounts receivable were slightly greater on November 1, 1942 than on the same date of 1941, and were up 10 percent when compared with October 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-37854

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 NOVEMBER 1942 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES--CURRENT MONTH			SALES--YEAR TO DATE		
		Percent Change		November 1942 (Add 000)	Number of firms reporting	Percent change from eleven months 1941	Eleven months 1942 (Add 000)
		Nov. 1942 vs. Nov. 1941	Nov. 1942 vs. Oct. 1942				
TOTAL.....	213	+ 6	-10	\$37,486	180	+24	\$317,445
Manufacturer-retailers.....	5	+19	-11	1,785	5	+35	17,777
Manufacturers of chocolate products competitive with confectionery.....	12	- 4	-10	5,032	10	+14	51,234
Other manufacturers by States in which located.....	196	+ 7	- 9	30,669	165	+25	248,434
New England.....	19	- 1	+ 8	3,929	16	+13	29,146
Massachusetts.....	15	+ 1	+13	3,356	13	+15	22,085
Atlantic.....	63	+17	- 4	9,858	54	+32	84,252
New York.....	17	- 7	- 4	2,222	16	+ 7	19,905
Pennsylvania.....	28	+34	- 7	5,907	24	+44	49,942
New Jersey.....	7	+ 9	+10	634	4	+32	4,597
Maryland.....							
District of Columbia.....	11	+ 8	+ 5	1,095	10	+39	9,808
Virginia.....							
North Carolina.....							
Georgia.....	50	+ 3	-20	12,606	41	+24	105,752
East North Central.....							
Illinois.....	35	+ 5	-20	11,836	29	+25	98,633
Ohio.....	10	-24	- 7	537	7	+13	4,522
Indiana.....							
Michigan.....	5	- 3	-12	233	5	+19	2,597
Wisconsin.....							
West North Central.....	17	+ 3	- 5	1,417	17	+24	9,995
Minnesota.....	7	- 7	-10	196	7	+19	1,715
North Dakota.....							
South Dakota.....							
Iowa.....	10	+ 5	- 4	1,221	10	+25	8,280
Missouri.....							
East South Central	10	+ 4	- 8	818	7	+32	5,848
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	9	+45	+51	359	6	+28	1,806
West South Central							
Louisiana.....							
Oklahoma.....							
Texas.....	5	+ 8	+19	376	5	+28	2,373
Mountain							
Colorado.....	23	- 6	+ 2	1,306	19	+19	9,262
Utah.....							
Pacific.....	15	- 5	+ 4	1,086	12	+17	7,446
California.....	8	-14	- 3	220	7	+28	1,916
Washington.....							
Oregon.....							

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 NOVEMBER 1942 ^{a/}

Type of House ^{b/}	Number of firms reporting	November 1942			November 1941			October 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	119	136,659	\$27,158	\$.199	159,603	\$25,915	\$.162	160,349	\$30,481	\$.190
Package goods.....	19	7,037	3,355	.477	7,588	3,052	.403	6,053	2,779	.459
Bar goods.....	15	42,860	9,718	.227	48,470	9,046	.187	50,361	11,225	.223
Bulk goods.....	41	42,632	6,155	.144	56,371	6,782	.120	53,639	7,711	.144
General line.....	21	24,101	4,538	.188	30,600	4,619	.151	28,906	5,044	.174
Unclassified.....	23	20,029	3,391	.169	16,594	2,416	.146	21,390	3,722	.174

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-37834

Immediate release - February 11, 1943

Cooperating with the DEPARTMENT OF COMMERCE
National Confectioners BUREAU OF THE CENSUS
Association

Current
Statistical
Service

WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
December 1942

Manufacturers of confectionery and competitive chocolate products reported an increase of 13 percent in dollar volume for December 1942 compared with December 1941, according to an announcement released today by J. C. Capt, Director of the Census. Between November and December of this year, sales increased only slightly (2%). For the full 12 months of 1942, the gain was 23 percent over the sales recorded for the year 1941.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in December 1942 by 118 manufacturers was 4 percent less than the quantity sold in December 1941, although for the same period this group of manufacturers recorded a sales increase amounting to 13 percent. The average price per pound was 21.3 cents in December this year; 18.1 cents, December 1941; and 20.0 cents, November 1942.

Manufacturer-retailers registered a 24 percent increase in dollar volume for December 1942 over December 1941; "other manufacturers" were up 14 percent; while manufacturers of chocolate products competitive with confectionery showed virtually no change in sales. Comparing December sales with sales of the preceding month of 1942, this survey notes an increase of 134 percent for manufacturer-retailers and 6 percent for manufacturers of chocolate products competitive with confectionery, but records a loss of 6 percent for "other manufacturers." For the entire year of 1942 compared with 1941, respective sales increases of 33 percent, 24 percent, and 13 percent were registered for manufacturer-retailers, "other manufacturers," and manufacturers of chocolate products competitive with confectionery.

Substantial sales increases were shown for several States and groups of States listed separately in this survey for December this year in comparison with December last year. New Jersey, Maryland and the District of Columbia reported sales up 32 percent, as did Colorado and Utah. Pennsylvania recorded dollar volume up 30 percent; Louisiana, Oklahoma, and Texas, 23 percent; Illinois, 19 percent. Only five losses were registered by States or groups of States. On the other hand, a study of December sales vs. November sales this year shows only five increases, largest of which (26%) was for the State of Pennsylvania and smallest (6%) for New York State. The largest decrease (29%) was suffered by the region comprising Kentucky, Tennessee, Alabama, and Mississippi.

Collections on accounts receivable for 124 firms reporting these items in December amounted to 168 percent of outstandings on December 1, 1942. Collection ratios for December 1941 and November 1942 were 145 and 147, respectively. Accounts receivable were 14 percent less on December 1, 1942 than on the corresponding date of 1941, and were down 10 percent from November 1, 1942.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-30800

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 DECEMBER 1942 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES--CURRENT MONTH			SALES--YEAR TO DATE		
		Percent Change		December 1942 (Add 000)	Number of firms reporting	Percent change from twelve months 1941	Twelve months 1942 (Add 000)
		Dec. 1942 vs. Dec. 1941	Dec. 1942 vs. Nov. 1942				
TOTAL.....	215	+13	+ 2	\$38,557	161	+23	\$355,603
Manufacturer-retailers.....	5	+24	+134	4,202	5	+33	22,059
Manufacturers of chocolate products competitive with confectionery.....	13	^{b/}	+ 6	5,497	11	+13	58,553
Other manufacturers by States in which located.....	197	+14	- 6	28,858	165	+24	274,991
New England.....	18	- 2	-12	3,452	15	+11	32,297
Massachusetts.....	15	^{c/}	-17	2,797	13	+13	24,770
Atlantic.....	62	+21	+15	11,152	55	+31	95,269
New York.....	17	+ 6	+ 6	2,337	16	+ 7	21,920
Pennsylvania.....	27	+30	+26	7,278	24	+42	57,234
New Jersey.....	7	+32	- 9	574	5	+28	5,346
Maryland.....							
District of Columbia.....							
Virginia.....							
North Carolina.....	11	+ 3	-12	963	10	+35	10,769
Georgia.....	54	+16	-17	10,733	44	+23	117,252
East North Central.....							
Illinois.....	37	+19	-18	9,869	31	+24	109,074
Ohio.....	11	-13	^{c/}	579	8	+10	5,338
Indiana.....							
Michigan.....							
Wisconsin.....	6	- 3	+ 7	285	5	+18	2,840
West North Central.....	16	+ 1	-24	1,085	16	+22	10,761
Minnesota.....	7	-15	-26	163	7	+17	1,723
North Dakota.....							
South Dakota.....							
Iowa.....							
Missouri.....	9	+ 5	-23	922	9	+23	9,038
East South Central	10	- 6	-29	568	7	+28	6,398
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	11	+23	-21	387	6	+28	2,062
West South Central							
Louisiana.....							
Oklahoma.....	5	+32	- 7	349	5	+28	2,721
Texas.....							
Mountain	21	+ 7	- 3	1,132	17	+15	8,231
Colorado.....							
Utah.....	14	+ 6	- 5	907	11	+12	6,389
Pacific.....	7	+ 9	+ 8	225	6	+26	1,842
California.....							
Washington.....							

^{a/} Exclusive of Army Ration Bar.
^{b/} Less than 0.5 percent.
^{c/} No change.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 DECEMBER 1942 ^{a/}

Type of House ^{b/}	Number of firms reporting	December 1942			December 1941			November 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	118	123,404	\$26,254	\$.213	128,809	\$23,332	\$.181	135,041	\$26,974	\$.200
Package goods.....	23	8,654	4,535	.524	8,957	4,419	.493	7,387	3,512	.475
Bar goods.....	15	43,866	10,111	.230	44,778	8,620	.193	42,131	9,589	.228
Bulk goods.....	37	30,090	4,072	.135	35,425	4,313	.122	41,555	6,042	.145
General line.....	21	21,677	4,216	.194	25,318	3,964	.157	24,043	4,460	.186
Unclassified.....	22	19,117	3,320	.174	14,331	2,016	.141	19,925	3,371	.169

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.
^{b/} Groups are by kind of business and not by type of products.
 3-30800

Immediate release - March 6, 1943

Cooperating with the DEPARTMENT OF COMMERCE
National Confectioners BUREAU OF THE CENSUS
Association

Current
Statistical
Service

WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
January 1943

Sales of manufacturers of confectionery and competitive chocolate products were 16 percent higher in January 1943 than for the corresponding month of 1942, according to an announcement released today by J. C. Capt, Director of the Census. The usual seasonal decrease in sales between December and January was reported as 12 percent.

The quantity (based on pounds) of confectionery and competitive chocolate products sold in January 1943 by 119 manufacturers was 4 percent larger than the quantity sold in January 1942, and on the same year-to-year comparison this group of manufacturers recorded an increase in dollar sales amounting to 14 percent. The average price per pound was 20.5 cents in January this year; 18.8 cents, January 1942; and 21.5 cents, December 1942.

Substantial sales gains were reported for manufacturer-retailers (38%) and for "other manufacturers" (26%) during January 1943 compared with January a year ago, while manufacturers of chocolate products competitive with confectionery recorded a sales loss of 24 percent. Comparing January 1943 sales with sales of the preceding month, this survey notes a decrease of 4 percent for "other manufacturers", 15 percent for manufacturers of chocolate products competitive with confectionery, and 62 percent for manufacturer-retailers.

For January of this year compared with January 1942, sales were up 33 percent in Pennsylvania, 31 percent in Illinois, 23 percent in New York, 14 percent in California, 13 percent in Washington, but down 8 percent in Massachusetts. Certain groups of States showed substantial gains as follows: New Jersey, Maryland, District of Columbia--63 percent; Kentucky, Tennessee, Alabama, Mississippi--60 percent; Colorado, Utah--54 percent; Virginia, North Carolina, Georgia--44 percent; Iowa, Missouri--32 percent; and Minnesota, North Dakota, South Dakota, Nebraska--17 percent. Moderate increases were registered for Louisiana, Oklahoma, and Texas (14%), Michigan and Wisconsin (12%), and Ohio and Indiana (11%). Illinois showed a sales increase of 19 percent from December 1942 to January 1943; Virginia, North Carolina, Georgia--13 percent; and New Jersey, Maryland, District of Columbia--6 percent. The other States and component States showed the usual seasonal declines, with Washington registering the largest loss --31 percent.

Accounts receivable on January 1, 1943 of 126 firms reporting this item amounted to \$11,334,000, a decrease of 17 percent from January 1, 1942, and a decrease of 22 percent from December 1, 1942. The ratio of collections to receivables rose 27 points, from 130 in January 1942 to 157 in January 1943. The collections ratio in December 1942 for these firms was 166.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-31218

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 JANUARY 1943 ^{a/}

Kind of Business Geographic Division and State	Number of firms reporting	SALES--CURRENT MONTH		
		Percent Change		January 1943 (Add 000)
		January 1943 vs. January 1942	January 1943 vs. December 1942	
TOTAL.....	211	+16	-12	\$33,002
Manufacturer-retailers.....	6	+38	-62	1,668
Manufacturers of chocolate products competitive with confectionery.....	12	-24	-15	4,469
Other manufacturers by States in which located.....	193	+26	- 4	26,845
New England.....	18	- 7	-20	2,773
Massachusetts.....	18	- 8	-22	2,184
Atlantic.....	63	+33	-15	9,532
New York.....	17	+23	-11	2,115
Pennsylvania.....	28	+33	-22	5,752
New Jersey.....				
Maryland.....	7	+63	+ 6	577
District of Columbia.....				
Virginia.....				
North Carolina.....	11	+44	+13	1,094
Georgia.....				
East North Central.....	51	+30	+17	11,556
Illinois.....	34	+31	+19	10,759
Ohio.....	10	+11	- 5	536
Indiana.....				
Michigan.....	7	+12	-15	261
Wisconsin.....				
West North Central.....	16	+28	- 9	918
Minnesota.....				
North Dakota.....	9	+17	- 4	196
South Dakota.....				
Nebraska.....				
Iowa.....	7	+32	-10	720
Missouri.....				
East South Central.....				
Kentucky.....				
Tennessee.....	11	+60	+ 1	686
Alabama.....				
Mississippi.....				
West South Central.....				
Louisiana.....	11	+14	- 2	380
Oklahoma.....				
Texas.....				
Mountain.....				
Colorado.....	5	+54	-26	244
Utah.....				
Pacific.....	18	+14	-26	752
California.....	12	+14	-25	803
Washington.....	6	+13	-31	149

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 JANUARY 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	January 1943			January 1942			December 1942		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	119	120,320	\$24,706	2.205	115,394	\$21,746	\$1.98	122,324	\$26,296	\$2.15
Package goods.....	23	5,042	2,612	.518	5,165	2,540	.492	6,695	4,567	.684
Bar goods.....	15	40,369	9,032	.224	46,273	9,720	.210	43,866	10,111	.230
Bulk goods.....	37	37,620	5,735	.152	28,748	3,837	.133	29,310	4,138	.141
General line.....	20	18,807	3,980	.212	21,615	3,453	.160	21,335	4,152	.195
Unclassified.....	24	18,482	3,349	.181	13,693	2,196	.160	19,120	3,340	.175

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-31218

Immediate release - March 31, 1943

Cooperating with the
National Confectioners
Association

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales and Credits
February 1943

In February 1943, sales of manufacturers of confectionery and competitive chocolate products stood 19 percent higher than for February 1942, according to an announcement released today by J. C. Capt, Director of the Census. February 1943 sales rose 3 percent over those of January 1943 and in the first 2 months of the current year over the corresponding period of 1942, sales were 17 percent higher.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 119 manufacturers in February 1943 was 2 percent more than the quantity sold in February 1942, and the dollar sales of this group of manufacturers on a year-to-year comparison increased 17 percent. The average price per pound was 21.2 cents in February this year; 18.4 cents, February 1942; and 20.7 cents, January 1943.

Manufacturers of chocolate products competitive with confectionery reached a sales level in February 1943 approximately the same as that of February a year ago; while, on the basis of the same comparison, "other manufacturers" gained 24 percent, and manufacturer-retailers, 11 percent. Comparing February 1943 sales with sales of the preceding month, this survey notes an increase of 45 percent for manufacturer-retailers, 21 percent for manufacturers of chocolate products competitive with confectionery, but a slight decrease (2%) for "other manufactureres." Sales changes on a year-to-date comparison were as follows: "other manufacturers," up 25 percent; manufacturer-retailers, up 21 percent; and manufacturers of chocolate products competitive with confectionery, down 12 percent.

For February of this year compared with February 1942, sales of "other manufacturers" in Louisiana, Oklahoma, and Texas combined, rose 60 percent; Virginia, North Carolina, and Georgia, 36 percent; Pennsylvania, 30 percent; Illinois, 27 percent; Massachusetts, 18 percent; and New York, 11 percent. Of the 15 percentage changes noted in sales for February 1943 compared with January 1943, 5 were gains of 4 to 18 percent - 4 percent, Pennsylvania; 6 percent, California, 9 percent, Iowa and Missouri together; 18 percent, Michigan and Wisconsin combined and Washington and Oregon combined. Gains were shown in varying degree for all States in this survey, on a year-to-date comparison.

Collections on accounts receivable for 126 firms reporting these items in February amounted to 148 percent of outstandings on February 1, 1943. Collection ratios for February 1942 and for January 1943 were 130 and 156, respectively. Accounts receivable were 2 percent less on February 1, 1943 than on February 1, 1942 and were up 21 percent over January 1943.

This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
FEBRUARY 1943 ^{a/}

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		February 1943 (Add 000)	Number of firms reporting	Percent change from two months 1942	Two months 1943 (Add 000)
		Feb. 1943 vs. Feb. 1942	Feb. 1943 vs. Jan. 1943				
TOTAL.....	215	+19	+ 5	\$33,925	213	+17	\$66,766
Manufacturer-retailers.....	6	+11	+25	2,282	6	+21	5,857
Manufacturers of chocolate products competitive with confectionery.....	12	b/	+21	5,416	12	-12	9,905
Other manufacturers by States in which located.....	197	+24	- 2	26,227	195	+25	53,004
New England.....	19	+11	- 5	2,733	19	+ 1	5,626
Massachusetts.....	15	+18	- 7	2,042	15	+ 3	4,228
Atlantic.....	64	+27	+ 1	9,591	64	+30	19,081
New York.....	16	+11	- 1	2,049	16	+16	4,117
Pennsylvania.....	29	+30	+ 4	5,960	29	+32	11,712
New Jersey.....							
Maryland.....	8	+39	- 6	546	8	+49	1,184
District of Columbia.....							
Virginia.....							
North Carolina.....	11	+36	- 5	1,036	11	+40	2,128
Georgia.....							
East North Central.....	48	+25	- 5	10,734	48	+28	22,034
Illinois.....	32	+27	- 6	9,908	32	+29	20,391
Ohio.....							
Indiana.....	10	+ 8	- 1	544	10	+10	1,092
Michigan.....							
Wisconsin.....	6	+ 3	+18	282	6	+11	551
West North Central.....	16	+31	+ 4	979	16	+32	1,923
Minnesota.....							
North Dakota.....							
South Dakota.....	8	+ 3	-19	148	8	+10	332
Nebraska.....							
Iowa.....							
Missouri.....	8	+38	+ 9	831	8	+38	1,591
East South Central.....							
Kentucky.....							
Tennessee.....							
Alabama.....	11	+33	- 1	681	11	+45	1,369
Mississippi.....							
West South Central.....							
Louisiana.....							
Oklahoma.....	11	+60	-17	253	10	+37	528
Texas.....							
Mountain.....							
Colorado.....							
Utah.....	6	+43	- 4	264	6	+49	539
Pacific.....	22	+ 8	+ 8	992	21	+ 8	1,904
California.....	14	+ 4	+ 6	798	14	+ 6	1,547
Washington.....							
Oregon.....	8	+28	+18	194	7	+19	357

^{a/} Exclusive of Army Ration Bar.
^{b/} Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
FEBRUARY 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	February 1943			February 1942			January 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	119	116,672	\$24,739	\$.212	114,924	\$21,103	\$.184	118,304	\$24,514	\$.207
Package goods.....	25	4,659	2,419	.519	4,214	1,929	.458	5,122	2,621	.512
Bar goods.....	16	43,765	10,168	.232	43,504	8,993	.207	41,165	9,164	.223
Bulk goods.....	37	30,506	4,266	.159	31,712	4,345	.137	35,195	5,472	.155
General line.....	19	19,214	4,001	.208	21,458	3,538	.165	18,666	3,954	.212
Unclassified.....	22	18,528	3,295	.178	14,036	2,298	.164	18,156	3,303	.182

Bureau of the Census

Current Statistical Service
3-31725

^{a/} Exclusive of Army Ration Bar.
^{b/} Groups are by kind of business and not by type of products.

Immediate release - May 3, 1943

Cooperating with the
National Confectioners
Association,

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
Statistical
Service

WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
March 1943

Sales of manufacturers of confectionery and competitive chocolate products, based on 220 reports, were 26 percent higher in March 1943 than in March 1942, according to an announcement released today by J. C. Capt, Director of the Census. The gain in sales for March this year compared with the preceding month amounted to 14 percent, and for the first 3 months dollar volume was 20 percent over that of the corresponding period of 1942.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 122 manufacturers was 13 percent more in March 1943 than in March of last year. The dollar sales of this group of manufacturers on a year-to-year comparison increased 29 percent. The average price per pound was 21.6 cents in March this year; 18.9 cents, March 1942; and 21.1 cents February 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 8 percent in March 1943 over March a year ago; manufacturer-retailers, 13 percent; and "other manufacturers", 31 percent. A comparison of March 1943 sales with the preceding month's revealed that both manufacturers of chocolate products competitive with confectionery and "other manufacturers" gained 17 percent, while manufacturer-retailers lost 27 percent. Sales changes on a year-to-date comparison were as follows: "Other manufacturers", up 27 percent; manufacturer-retailers, up 18 percent; and manufacturers of chocolate products competitive with confectionery, down 5 percent.

For March of this year, sales of "other manufacturers", by States, either remained at approximately the same level as March 1942 or were improved. There were no decreases recorded. Advances varied from a slight increase (2%) in California to a 79 percent gain in New Jersey, Maryland, and the District of Columbia combined. Pennsylvania reported a sales increase of 45 percent; Illinois, 38 percent; Virginia, North Carolina, and Georgia, 32 percent; Iowa and Missouri, 27 percent; Kentucky, Tennessee, Alabama, and Mississippi, 26 percent; and Washington and Oregon combined, 24 percent. Data for single States or groups of States shown in this survey indicated that sales throughout were higher in March 1943 than in the preceding month of February. New Jersey, Maryland, and the District of Columbia reached a dollar volume 50 percent higher; and Illinois and Pennsylvania, 20 and 19 percent, respectively. The year-to-date figures compared with the corresponding figures of 1942 also showed dollar volumes higher in 1943. The States representing the Atlantic division in this report gained 33 percent; West North Central, 31 percent; and East North Central, 30 percent.

Beginning with this issue, data on collections and accounts receivable are discontinued as a part of this report. This study is conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

3-32321

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
MARCH 1943 ^{a/}

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		March 1943 (Add 000)	Number of firms reporting	Percent change from three months 1942	Three months 1943 (Add 000)
		Mar. 1943 vs. Mar. 1942	Mar. 1943 vs. Feb. 1943				
TOTAL.....	220	+26	+14	\$39,671	216	+20	\$106,428
Manufacturer-retailers.....	6	+13	-27	1,666	5	+16	5,585
Manufacturers of chocolate products competitive with confectionery.....	13	+ 8	+17	6,525	13	- 5	16,776
Other manufacturers by States in which located.....	201	+31	+17	31,480	198	+27	84,267
New England.....	19	+10	+14	3,016	19	+ 5	8,440
Massachusetts.....	15	+16	+14	2,332	15	+ 7	6,558
Atlantic.....	64	+40	+17	11,284	64	+33	30,434
New York.....	17	+22	+10	2,304	17	+19	8,500
Pennsylvania.....	28	+45	+19	7,080	28	+36	18,783
New Jersey.....	8	+79	+50	821	8	+60	1,946
Maryland.....	8	+79	+50	821	8	+60	1,946
District of Columbia.....	8	+79	+50	821	8	+60	1,946
Virginia.....	11	+32	+ 4	1,079	11	+37	3,205
North Carolina.....	11	+32	+ 4	1,079	11	+37	3,205
Georgia.....	52	+35	+19	13,588	50	+30	35,432
East North Central.....	36	+38	+20	12,706	34	+32	32,892
Illinois.....	36	+38	+20	12,706	34	+32	32,892
Ohio.....	9	+ 5	+ 6	565	9	+ 8	1,633
Indiana.....	9	+ 5	+ 6	565	9	+ 8	1,633
Michigan.....	7	+ 8	+ 6	317	7	+12	907
Wisconsin.....	7	+ 8	+ 6	317	7	+12	907
West North Central.....	16	+26	+ 4	1,036	16	+31	2,959
Minnesota.....	16	+26	+ 4	1,036	16	+31	2,959
North Dakota.....	8	+23	+13	185	8	+18	516
South Dakota.....	8	+23	+13	185	8	+18	516
Nebraska.....	8	+23	+13	185	8	+18	516
Iowa.....	8	+27	+ 2	851	8	+34	2,445
Missouri.....	8	+27	+ 2	851	8	+34	2,445
East South Central.....	10	+26	+ 4	662	10	+41	1,950
Kentucky.....	10	+26	+ 4	662	10	+41	1,950
Tennessee.....	10	+26	+ 4	662	10	+41	1,950
Alabama.....	10	+26	+ 4	662	10	+41	1,950
Mississippi.....	10	+26	+ 4	662	10	+41	1,950
West South Central.....	11	+ 1	+ 5	354	11	+15	1,072
Louisiana.....	11	+ 1	+ 5	354	11	+15	1,072
Oklahoma.....	11	+ 1	+ 5	354	11	+15	1,072
Texas.....	11	+ 1	+ 5	354	11	+15	1,072
Mountain.....	6	+23	+16	306	6	+38	844
Colorado.....	6	+23	+16	306	6	+38	844
Utah.....	6	+23	+16	306	6	+38	844
Pacific.....	23	+ 5	+15	1,234	22	+11	3,156
California.....	15	+ 2	+12	993	14	+ 9	2,516
Washington.....	8	+24	+18	241	8	+20	620
Oregon.....	8	+24	+18	241	8	+20	620

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
MARCH 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	March 1943			March 1942			February 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	122	139,556	\$30,146	\$.216	123,974	\$25,446	\$.189	120,914	\$25,483	\$.211
Package goods.....	22	5,167	2,591	.501	4,640	2,280	.491	4,704	2,412	.515
Bar goods.....	17	51,538	12,368	.240	51,066	10,577	.207	45,279	10,511	.232
Bulk goods.....	38	37,188	6,088	.164	31,140	4,332	.139	32,233	5,081	.158
General line.....	20	22,221	4,720	.212	21,513	3,657	.170	19,711	4,115	.209
Unclassified.....	25	23,442	4,379	.187	15,615	2,600	.167	18,987	3,364	.177

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-32321

Immediate release - June 1, 1943

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WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
April 1943

Sales of manufacturers of confectionery and competitive chocolate products were 29 percent higher in April 1943 than in April 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 4 months dollar volume was 23 percent over that of the corresponding period of 1942, although sales in April this year dropped back 5 percent from the level reached in the preceding month.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 126 manufacturers was 10 percent more in April 1943 than in April of last year. The dollar sales of this group of manufacturers on a year-to-year comparison increased 28 percent. The average price per pound was 22.1 cents in April this year; 19.0 cents, April 1942; and 21.9 cents March 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 9 percent in April 1943 over April a year ago; manufacturer-retailers, 24 percent; and "other manufacturers", 34 percent. A comparison of April 1943 sales with the preceding month's revealed that while manufacturer-retailers gained 76 percent, manufacturers of chocolate products competitive with confectionery and "other manufacturers" both registered decreases, 16 percent and 8 percent, respectively. Sales changes on a year-to-date comparison were as follows: "Other manufacturers," up 29 percent; manufacturer-retailers, up 20 percent; and manufacturers of chocolate products competitive with confectionery, down slightly (2%).

Sales, by States, of "other manufacturers" showed gains throughout, for April of this year over April 1942. New Jersey, Maryland, and the District of Columbia combined were 120 percent ahead of their April sales a year ago; Pennsylvania, 59 percent; the four States of Kentucky, Tennessee, Alabama, and Mississippi, 47 percent; New York, 39 percent; Colorado and Utah together, 38 percent. Substantial sales advances were also noted for other single States and combinations of States: Iowa and Missouri (37%), Minnesota, North Dakota, South Dakota, Nebraska (34%), Illinois (30%), Louisiana, Oklahoma, Texas (24%), and Virginia, North Carolina, Georgia (22%). Sales for April 1943 compared with the preceding month present quite a different picture. Ten declines ranging from 2 percent to 12 percent were recorded as against five increases of 2 percent to 18 percent. The year-to-date figures compared with the corresponding figures of 1942 disclosed only increases—a high of 73 percent being achieved by the group of States comprising New Jersey, Maryland, and the District of Columbia.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 APRIL 1943 ^{a/}

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		April 1943 (Add 000)	Number of firms reporting	Percent change from four months 1942	Four months 1943 (Add 000)
		Apr. 1943 vs. Apr. 1942	Apr. 1943 vs. Mar. 1943				
TOTAL.....	217	+29	- 5	\$37,170	211	+23	\$140,380
Manufacturer-retailers.....	6	+24	+78	2,930	5	+20	8,286
Manufacturers of chocolate products competitive with confectionery.....	11	+ 9	-16	5,319	11	- 2	21,514
Other manufacturers by States in which located.....	200	+34	- 8	28,921	195	+29	110,580
New England.....	18	+12	+ 1	3,183	18	+ 6	11,830
Massachusetts.....	15	+12	+ 3	2,398	15	+ 7	8,854
Atlantic.....	64	+52	-10	10,273	63	+38	40,451
New York.....	16	+39	- 5	2,167	16	+24	8,587
Pennsylvania.....	29	+59	-12	6,253	29	+41	25,055
New Jersey.....	8	+120	-11	733	8	+73	2,679
Maryland.....							
District of Columbia.....	11	+22	- 7	1,120	10	+32	4,130
Virginia.....							
North Carolina.....							
Georgia.....	52	+28	-10	12,098	49	+30	45,700
East North Central.....							
Illinois.....	36	+30	-10	11,246	33	+32	42,310
Ohio.....	9	+14	- 2	552	9	+10	2,184
Indiana.....							
Michigan.....	7	+ 5	- 5	300	7	+10	1,206
Wisconsin.....	19	+36	- 3	1,116	19	+32	4,345
West North Central.....							
Minnesota.....	9	+34	+ 9	235	9	+21	809
North Dakota.....							
South Dakota.....							
Nebraska.....	10	+37	- 6	881	10	+35	3,536
Iowa.....							
Missouri.....	10	+47	+ 6	729	10	+42	2,665
East South Central							
Kentucky.....							
Tennessee.....							
Alabama.....	9	+24	+18	266	9	+26	1,017
Mississippi.....							
West South Central	6	+38	+ 2	311	6	+39	1,157
Louisiana.....							
Oklahoma.....							
Texas.....	22	+12	- 8	945	21	+10	3,417
Mountain							
Colorado.....	13	+11	- 7	728	12	+ 8	2,586
Utah.....	9	+15	-10	217	9	+20	829
Pacific.....							
California.....							
Washington.....	9	+15	-10	217	9	+20	829
Oregon.....							

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 APRIL 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	April 1943			April 1942			March 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	126	120,603	\$26,684	\$.221	109,301	\$20,780	\$.190	136,577	\$29,935	\$.219
Package goods.....	24	5,203	2,838	.545	4,393	2,223	.506	5,175	2,618	.506
Bar goods.....	15	43,790	10,359	.237	47,022	9,608	.204	50,462	12,186	.241
Bulk goods.....	38	30,951	5,286	.171	24,849	3,411	.137	34,955	5,848	.167
General line.....	23	20,494	4,470	.218	17,800	3,006	.169	22,372	4,757	.213
Unclassified.....	26	20,165	3,711	.184	15,237	2,532	.166	23,613	4,526	.192

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

Immediate release - July 1, 1943

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WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
May 1943

Sales of manufacturers of confectionery and competitive chocolate products were 28 percent higher in May 1943 than in May 1942, according to an announcement released today by J. C. Gapt, Director of the Census. For the first 5 months dollar volume was 23 percent over that of the corresponding period of 1942, although sales in May this year dropped back 16 percent from the level reached in the preceding month.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 126 manufacturers was 13 percent more in May 1943 than in May of last year. The dollar sales of this group of manufacturers on a year-to-year comparison increased 30 percent in May 1943. The average price per pound was 21.3 cents in May this year; 18.6 cents, May 1942; and 21.9 cents, April 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 16 percent in May 1943 over May a year ago; manufacturer-retailers reached approximately the same level of sales as in May 1942; and "other manufacturers" gained 33 percent. A comparison of May 1943 sales with the preceding month's revealed decreases in dollar volumes—27 percent for manufacturers of chocolate products competitive with confectionery, 37 percent for manufacturer-retailers, and 12 percent for "other manufacturers." However, on a year-to-date comparison, sales of manufacturers of chocolate products competitive with confectionery were up to their volume of last year; manufacturer-retailers were 16 percent over; and "other manufacturers," 29 percent over.

With only one exception sales, by States, of "other manufacturers" showed gains for May of this year over May 1942. New Jersey, Maryland, and the District of Columbia combined were 85 percent ahead of their May sales a year ago; the four States of Kentucky, Tennessee, Alabama, and Mississippi, 59 percent; Pennsylvania, 42 percent; New York, 38 percent; and Colorado and Utah together, 38 percent. Substantial sales advances were also noted for other single States and combinations of States: Illinois and Massachusetts (each 34%); Louisiana, Oklahoma, Texas (33%); Ohio and Indiana (32%); Washington and Oregon (31%); and Iowa and Missouri (29%). In direct contrast to all these gains, sales for May 1943 compared with the preceding month were lower throughout the country. Declines amounting to 6 percent in both the Mountain and East South Central divisions to 38 percent in the West South Central division were recorded. The year-to-date figures compared with the corresponding figures of 1942 disclosed only increases—a high of 75 percent being achieved by the group of States comprising New Jersey, Maryland, and the District of Columbia.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
MAY 1943 ^{a/}

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		May 1943 (Add 000)	Number of firms reporting	Percent change from five months 1942	Five months 1943 (Add 000)
		May 1943 vs. May 1942	May 1943 vs. April 1943				
TOTAL.....	220	+28	-16	\$31,408	213	+23	\$173,134
Manufacturer-retailers.....	6	+1	-37	1,833	5	+16	10,064
Manufacturers of chocolate products competitive with confectionery.....	11	+16	-27	3,867	11	+1	25,377
Other manufacturers by States in which located.....	203	+33	-12	25,708	197	+29	137,693
New England.....	19	+21	-24	2,422	19	+9	14,286
Massachusetts.....	15	+34	-26	1,784	15	+11	10,640
Atlantic.....	65	+41	-8	9,276	63	+39	49,587
New York.....	17	+38	-7	2,030	17	+26	10,722
Pennsylvania.....	29	+42	-11	5,513	28	+42	30,363
New Jersey.....	8	+85	-8	675	8	+75	3,352
Maryland.....							
District of Columbia.....							
Virginia.....							
North Carolina.....	11	+26	+6	1,058	10	+30	5,150
Georgia.....							
East North Central.....	53	+33	-11	10,919	50	+30	57,249
Illinois.....	36	+34	-11	10,115	34	+32	53,069
Ohio.....	10	+32	-6	534	9	+13	2,706
Indiana.....							
Michigan.....							
Wisconsin.....	7	+2	-10	270	7	+8	1,475
West North Central.....	17	+28	-17	877	17	+31	5,069
Minnesota.....	7	+20	-17	142	7	+16	798
North Dakota.....							
South Dakota.....							
Nebraska.....							
Iowa.....	10	+29	-17	735	10	+34	4,271
Missouri.....							
East South Central	9	+59	-6	669	9	+45	3,279
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	10	+33	-38	239	10	+19	1,681
West South Central							
Louisiana.....							
Oklahoma.....	5	+38	-6	281	5	+41	1,355
Texas.....							
Mountain	25	-2	-11	1,035	24	+4	5,187
Colorado.....							
Utah.....	16	-9	-12	814	15	+1	4,111
Pacific.....	9	+31	-6	211	9	+20	1,076
California.....							
Washington.....							
Oregon.....							

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
MAY 1943 ^{a/}

Type of House ^{b/}	Number of firms', reporting	May 1943			May 1942			April 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	126	107,691	\$22,959	\$.213	95,128	\$17,654	\$.186	123,049	\$26,896	\$.219
Package goods.....	23	4,335	2,286	.527	3,383	1,705	.504	5,142	2,795	.544
Bar goods.....	16	37,844	8,707	.230	38,877	7,922	.204	44,406	10,509	.237
Bulk goods.....	41	30,074	4,845	.161	23,269	3,010	.129	33,378	5,646	.169
General line.....	22	18,500	4,066	.220	15,547	2,615	.168	20,437	4,459	.218
Unclassified.....	24	16,938	3,055	.180	14,052	2,402	.171	19,686	3,487	.177

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-33307

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WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
June 1943

Sales of manufacturers of confectionery and competitive chocolate products were 28 percent higher in June 1943 than in June 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first half of 1943 dollar volume was 23 percent over that of the corresponding period of 1942, although sales in June this year dropped back 8 percent from the level reached in the preceding month.

The quantity (based on pounds) of confectionery and competitive chocolate products sold by 112 manufacturers was 14 percent more in June 1943 than in June of last year. The dollar sales of this group of manufacturers on a year-to-year comparison increased 30 percent in 1943. The average price per pound was 21.2 cents in June this year; 18.5 cents, June 1942; and 21.4 cents, May 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 11 percent in June 1943 over June a year ago; manufacturer-retailers reached approximately the same level of sales as in June 1942; and "other manufacturers" gained 33 percent. A comparison of June 1943 sales with the preceding month's revealed decreases in dollar volumes—5 percent for "other manufacturers", 13 percent for manufacturers of chocolate products competitive with confectionery, and 35 percent for manufacturer-retailers. However, on a year-to-date comparison, sales of "other manufacturers" were 29 percent ahead of their 6 months volume of last year; manufacturer-retailers, 14 percent; and manufacturers of chocolate products competitive with confectionery showed a slight advance (2%).

Without exception, sales, by States, of "other manufacturers" showed gains for June of this year over June 1942. New Jersey, Maryland, and the District of Columbia combined were 67 percent ahead of their June sales a year ago; the four States of Kentucky, Tennessee, Alabama, and Mississippi, 47 percent; Colorado and Utah together, 46 percent; the combined States of Minnesota, North Dakota, South Dakota, and Nebraska, 43 percent; and Pennsylvania, 43 percent. Substantial sales advances were also noted for New York (37%), Massachusetts and Illinois (each 35%), Iowa and Missouri (18%), and Washington and Oregon (16%). Changes occurring from May to June this year showed sales in the two groups of Washington and Oregon and of Minnesota, North Dakota, South Dakota, and Nebraska, up 10 percent; and New Jersey, Maryland and District of Columbia, up 8 percent. The States representing the Pacific division showed a sales level in June approximately the same as in May this year, as did those of the Mountain and East South Central divisions. The first half of 1943 showed sales slightly (1%) to 74 percent over those of the corresponding period of 1942.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
JUNE 1943 a/

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		June 1943 (Add 000)	Number of firms reporting	Percent change from six months 1942	Six months 1943 (Add 000)
		June 1943 vs. June 1942	June 1943 vs. May 1943				
TOTAL.....	200	+28	- 8	\$27,651	194	+23	\$187,202
Manufacturer-retailers.....	6	+ 1	-35	1,196	5	+14	11,225
Manufacturers of chocolate products competitive with confectionery.....	11	+11	-13	3,362	11	+ 2	28,664
Other manufacturers by States in which located.....	183	+33	- 5	23,093	178	+29	147,313
New England.....	17	+20	- 5	2,218	17	+ 8	15,882
Massachusetts.....	14	+35	-11	1,609	14	+14	12,242
Atlantic.....	61	+39	- 4	8,653	59	+37	50,286
New York.....	15	+37	- 2	1,820	15	+51	11,462
Pennsylvania.....	27	+43	- 3	5,258	26	+38	28,771
New Jersey.....	8	+67	+ 8	728	8	+74	4,080
District of Columbia.....							
Virginia.....							
North Carolina.....							
Georgia.....	11	+10	-20	847	10	+27	5,973
East North Central.....	48	+33	- 7	9,554	47	+31	63,770
Illinois.....	33	+35	- 7	8,840	32	+33	58,951
Ohio.....	9	+12	-12	455	9	+15	3,160
Indiana.....							
Michigan.....							
Wisconsin.....	6	+ 4	- 1	259	6	+ 6	1,659
West North Central.....	15	+23	- 2	804	15	+29	5,568
Minnesota.....	8	+43	+10	174	8	+23	1,110
North Dakota.....							
South Dakota.....							
Nebraska.....							
Iowa.....	7	+18	- 5	630	7	+31	4,458
Missouri.....							
East South Central.....	8	+47	+ 1	583	8	+40	3,509
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	10	+12	-21	190	10	+18	1,855
West South Central.....							
Louisiana.....							
Texas.....	4	+46	+ 1	276	4	+42	1,596
Mountain.....							
Colorado.....	20	+ 5	b	815	18	+ 5	4,847
Utah.....							
Pacific.....	12	+ 2	- 4	600	11	+ 1	3,649
California.....	8	+16	+10	215	7	+17	1,198
Washington.....							
Oregon.....							

a/ Exclusive of Army Ration Bar.
b/ Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
JUNE 1943 a/

Type of House b/	Number of firms reporting	June 1943			June 1942			May 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	112	96,449	\$20,404	\$.212	84,497	\$15,671	\$.185	100,944	\$21,641	\$.214
Package goods.....	22	3,851	1,874	.487	2,561	1,198	.468	4,343	2,247	.517
Bar goods.....	15	35,480	7,997	.225	31,862	6,739	.212	34,443	7,982	.232
Bulk goods.....	34	21,373	3,306	.155	20,567	2,577	.125	26,924	4,389	.163
General line.....	19	17,591	3,791	.216	14,621	2,489	.170	18,371	3,968	.216
Unclassified.....	22	18,154	3,436	.189	14,886	2,668	.179	16,863	3,055	.181

Bureau of the Census

Current Statistical Service

a/ Exclusive of Army Ration Bar.
b/ Groups are by kind of business and not by type of products.

Immediate release - September 3, 1943

Cooperating with the
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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Current
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WASHINGTON

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
July 1943

Sales of manufacturers of confectionery and competitive chocolate products were 16 percent higher in July 1943 than in July 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first seven months of 1943 dollar volume was 23 percent over that of the corresponding period of 1942, although sales in July this year dropped back 7 percent from the level reached in the preceding month.

For July this year, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 119 manufacturers was 3 percent short of the volume sold in July 1942, but on the same year-to-year comparison, the dollar sales of this group of manufacturers increased 7 percent. The average price per pound was 21.2 cents in July this year; 19.3 cents, July 1942; and 20.3 cents, June 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 11 percent in July 1943 compared with July a year ago; manufacturer-retailers achieved a sales gain of 23 percent; and "other manufacturers" gained 16 percent. A comparison of July 1943 sales with the preceding month's revealed that dollar volume had increased 22 percent for manufacturer-retailers but was down 4 percent and 8 percent, respectively, for manufacturers of chocolate products competitive with confectionery and for "other manufacturers." However, on a year-to-date comparison, sales of "other manufacturers" were 29 percent ahead of their volume of last year; manufacturer-retailers, 10 percent; and manufacturers of chocolate products competitive with confectionery, 3 percent.

Sales of "other manufacturers" rose 47 percent in Colorado and Utah together, for July 1943 over July 1942. New Jersey, Maryland, and the District of Columbia combined were 34 percent ahead of their July sales a year ago; the three States of Virginia, North Carolina, and Georgia, 31 percent; Pennsylvania, 26 percent; and New York, 15 percent. Moderate sales gains were reported for the State of Illinois and the combined States of Minnesota, North Dakota, South Dakota, and Nebraska (both 13%); the group of States, Kentucky, Tennessee, Alabama, and Mississippi (12%); Washington and Oregon together (10%); and California (9%). July sales compared with June sales this year were predominantly lower throughout the country. In Massachusetts, where July sales were up 4 percent on a year-to-year comparison, dollar volume dropped back 16 percent from June. Iowa and Missouri recorded a July gain (7%), year-to-year, but a decrease of 18 percent from the preceding month this year. On the other hand, on a year-to-date comparison (7 months), sales gains were universal—6 percent to 70 percent.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 JULY 1943 a/

Kind of Business Geographic Division and State	SALES--CURRENT MONTH				SALES--YEAR TO DATE		
	Number of firms reporting	Percent Change		July 1943 (Add 000)	Number of firms reporting	Percent change from seven months 1942	Seven months 1943 (Add 000)
		July 1943 vs. July 1942	July 1943 vs. June 1943				
TOTAL.....	215	+16	- 7	\$26,987	208	+25	\$224,969
Manufacturers-retailers.....	5	+23	+22	1,459	5	+10	12,057
Manufacturers of chocolate products competitive with confectionery.....	12	+11	- 4	3,230	12	+ 3	32,097
Other manufacturers by States in which located.....	197	+16	- 8	22,298	191	+29	180,815
New England.....	20	+ 5	-12	2,096	20	+10	18,797
Massachusetts.....	15	+ 4	-16	1,375	15	+13	13,679
Maryland.....	60	+25	- 6	8,225	59	+38	65,405
Atlantic.....	15	+15	-18	1,497	15	+28	12,951
New York.....	28	+26	- 5	5,202	27	+40	40,954
Pennsylvania.....							
New Jersey.....							
District of Columbia.....	7	+34	-23	546	7	+70	4,548
Virginia.....							
North Carolina.....	10	+31	+19	980	10	+28	6,952
Georgia.....							
East North Central.....	52	+12	- 9	9,347	49	+28	75,262
Illinois.....	36	+13	- 9	8,709	33	+30	69,717
Ohio.....	9	- 3	-14	390	9	+11	3,551
Indiana.....							
Michigan.....	7	- 4	- 7	248	7	+ 6	1,994
Wisconsin.....							
West North Central.....	17	+ 8	-17	694	17	+28	6,603
Minnesota.....							
North Dakota.....	8	+13	-12	148	8	+22	1,260
South Dakota.....							
Nebraska.....							
Iowa.....	9	+ 7	-18	546	9	+50	5,343
Missouri.....							
East South Central.....							
Kentucky.....	8	+12	-11	525	8	+35	4,061
Tennessee.....							
Alabama.....							
Mississippi.....							
West South Central.....							
Louisiana.....	10	+ 3	- 6	149	10	+22	1,737
Oklahoma.....							
Texas.....							
Mountain.....							
Colorado.....	5	+47	-10	254	5	+42	1,891
Utah.....							
Pacific.....	25	+ 9	- 1	1,008	23	+13	7,059
California.....	17	+ 9	+ 1	942	15	+ 5	6,450
Washington.....							
Oregon.....	8	-10	-27	66	8	+ 6	609

a/ Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 JULY 1943 a/

Type of House b/	Number of firms reporting	July 1943			July 1942			June 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	119	95,585	\$20,266	\$.212	98,166	\$18,929	\$.193	105,538	\$20,627	\$.203
Package goods.....	19	3,326	1,610	.484	2,602	1,233	.474	3,784	1,795	.474
Bar goods.....	19	35,936	8,179	.228	39,636	8,543	.216	40,674	8,876	.218
Bulk goods.....	37	23,297	3,677	.156	23,976	3,149	.124	23,590	3,401	.147
General line.....	21	15,677	3,495	.223	15,118	3,037	.201	17,208	3,318	.193
Unclassified.....	23	17,349	3,305	.191	16,834	2,967	.176	18,182	3,437	.189

Bureau of the Census

Current Statistical Service

a/ Exclusive of Army Ration Bar.

b/ Groups are by kind of business and not by type of products.

3-34455

Immediate release - October 4, 1943

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WASHINGTON

Current
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Confectionery and Competitive Chocolate Products
Manufacturers' Sales
August 1943

Sales of manufacturers of confectionery and competitive chocolate products were 12 percent higher in August 1943 than in August 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 8 months of 1943 dollar volume was 22 percent over that of the corresponding period of 1942, and sales in August this year rose 17 percent over the level reached in the preceding month.

For August this year, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 120 manufacturers was 2 percent short of the volume sold in August 1942, but, on the same year-to-year comparison, the dollar sales of this group of manufacturers increased 12 percent. The average price per pound was 21.8 cents in August this year; 19.0 cents, August 1942; and 21.2 cents, July 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 16 percent in August 1943, compared with August 1942; manufacturer-retailers, 5 percent; and "other manufacturers," 12 percent. Their respective gains for August over July this year were 49 percent, 8 percent, and 12 percent. A comparison of January-to-August sales with those of the corresponding period of 1942 revealed an increase of 4 percent for manufacturers of chocolate products competitive with confectionery, 9 percent for manufacturer-retailers, and 26 percent for "other manufacturers."

With only one exception, States shown separately and State groupings in this survey showed increased dollar volumes for August this year over August 1942. The largest gain was 30 percent, the record of both Pennsylvania and the group composed of Louisiana, Oklahoma, and Texas. Kentucky, Tennessee, Alabama, and Mississippi together registered sales up 24 percent; New Jersey, Maryland, and the District of Columbia combined, 21 percent; and California, 20 percent. The single decrease (10%) was reported by the group made up of Virginia, North Carolina, and Georgia. Seasonally, gains rose as high as 46 percent, registered for the State of Massachusetts. Iowa and Missouri reported sales up 21 percent; Ohio and Indiana, 20 percent; and New York, 19 percent. On the other hand, Washington and Oregon showed virtually no change; Colorado and Utah declined 7 percent; Virginia, North Carolina, and Georgia, 9 percent; and Michigan and Wisconsin, 11 percent. On a year-to-date comparison (8 months) sales gains were shown throughout. The smallest increase (4%) was reported for California and the largest (62%) was the record of New Jersey, Maryland, and the District of Columbia together.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 AUGUST 1943 ^{a/}

Kind of Business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms reporting	Percent Change		August 1943 (Add 000)	Number of firms reporting	Percent change from eight months 1942	Eight months 1943 (Add 000)
		August 1943 vs. August 1942	August 1943 vs. July 1943				
TOTAL.....	211	+12	+17	\$31,381	203	+22	\$25,386
Manufacturer-retailers.....	6	+ 5	+ 8	1,579	5	+ 9	13,602
Manufacturers of chocolate products competitive with confectionery.....	12	+16	+49	4,813	12	+ 4	36,909
Other manufacturers by States in which located.....	193	+12	+12	24,989	186	+26	204,875
New England.....	16	+ 8	+26	2,550	16	+ 9	20,459
Massachusetts.....	12	+13	+46	1,911	12	+12	14,705
Atlantic.....	64	+20	+11	9,224	62	+34	76,048
New York.....	17	+10	+19	1,896	17	+22	16,050
Pennsylvania.....	29	+30	+11	5,814	28	+38	46,986
New Jersey.....	8	+21	+14	624	7	+62	5,171
Maryland.....							
District of Columbia.....							
Virginia.....							
North Carolina.....	10	-10	- 9	890	10	+22	7,841
Georgia.....							
East North Central.....							
Illinois.....	52	+ 7	+11	10,310	49	+26	84,584
Indiana.....	36	+ 7	+11	9,617	33	+28	78,348
Ohio.....	9	+ 6	+20	472	9	+10	4,022
Michigan.....							
Wisconsin.....							
West North Central.....							
Minnesota.....	10	+16	+ 3	161	9	+17	1,458
North Dakota.....							
South Dakota.....							
Nebraska.....							
Iowa.....	7	+ 9	+21	621	7	+27	5,510
Missouri.....							
East South Central							
Kentucky.....	9	+24	+13	639	9	+38	5,120
Tennessee.....							
Alabama.....							
Mississippi.....							
West South Central	10	+30	+28	214	10	+18	2,236
Louisiana.....							
Oklahoma.....							
Texas.....							
Mountain	4	+15	- 7	205	4	+34	1,749
Colorado.....							
Utah.....							
Pacific.....	21	+16	+ 9	1,065	20	+ 6	7,731
California.....	13	+20	+12	882	12	+ 4	6,103
Washington.....	8	+ 2	-1	183	8	+14	1,628
Oregon.....							

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 AUGUST 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	August 1943			August 1942			July 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	120	108,909	\$23,699	\$.218	111,685	\$21,184	\$.190	95,474	\$20,227	\$.212
Package goods.....	17	4,149	1,988	.479	3,284	1,431	.436	3,310	1,591	.481
Bar goods.....	19	41,805	9,967	.238	47,689	10,140	.213	35,936	8,179	.228
Bulk goods.....	39	27,258	4,434	.163	26,391	3,407	.129	23,528	3,708	.158
General line.....	22	16,666	4,117	.221	18,626	3,414	.183	15,819	3,529	.225
Unclassified.....	23	17,031	3,193	.187	15,695	2,792	.178	16,881	3,220	.191

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.

^{b/} Groups are by kind of business and not by type of products.

3-34869

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
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Confectionery and Competitive Chocolate Products
Manufacturers' Sales
September 1943

Sales of manufacturers of confectionery and competitive chocolate products were 18 percent higher in September 1943 than in September 1942, according to an announcement released today by J. C. Capt, Director of the Census. Sales in September this year rose 29 percent over the level reached in the preceding month, and for the first 9 months of 1943 dollar volume was 21 percent over that of the corresponding period of 1942.

For September this year, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 119 manufacturers was approximately the same as the volume sold in September 1942, but on the same year-to-year comparison, the dollar sales of this group of manufacturers increased almost 20 percent. The average price per pound was 22.9 cents in September this year; 19.3 cents, September 1942; and 21.6 cents, August 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 72 percent in September 1943 compared with September 1942; manufacturer-retailers, 22 percent; and "other manufacturers," 7 percent. Their respective gains for September over August this year were 101 percent, 19 percent, and 16 percent. A comparison of January-to-September sales with those of the corresponding period of 1942 revealed an increase of 14 percent for manufacturers of chocolate products competitive with confectionery, 10 percent for manufacturer-retailers, and 23 percent for "other manufacturers."

The increases in sales for September this year over September 1942 were slight (2%), in Illinois, to substantial (40%), for the group--New Jersey, Maryland, and the District of Columbia. A 21 percent gain was recorded for Iowa and Missouri; 20 percent, Pennsylvania; 12 percent, New York; 8 percent, California; and 5 percent for the combined States of Virginia, North Carolina, and Georgia. Reduced dollar volumes were reported for the following single State and groups of States: Ohio and Indiana (2%), Michigan and Wisconsin (4%), Massachusetts and Minnesota, North Dakota, South Dakota, and Nebraska (both 8%), and Washington and Oregon (10%). Seasonally, gains in sales rose as high as 47 percent, for Iowa and Missouri; 35 percent, Louisiana, Oklahoma, and Texas; 27 percent, Massachusetts; and 24 percent, Colorado and Utah. To date (9 months), sales stood well ahead of last year's dollar volume for the comparable period in almost all of the States in this survey. The group, New Jersey, Maryland, and the District of Columbia, continues to hold the lead, showing a gain of 59 percent. The smallest increase (4%) was reported for California.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 SEPTEMBER 1943 ^{a/}

Kind of Business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms reporting	Percent Change		Sept. 1943 (Add 000)	Number of firms reporting	Percent change from nine months 1942	Nine Months 1943 (Add 000)
		Sept. 1943 vs. Sept. 1942	Sept. 1943 vs. Aug. 1943				
TOTAL.....	218	+18	+29	\$41,102	207	+21	\$297,516
Manufacturer-retailers.....	6	+22	+19	1,888	5	+10	15,454
Manufacturers of chocolate products competitive with confectionery.....	12	+72	+101	10,024	11	+14	46,707
Other manufacturers by States in which located.....	200	+7	+16	29,192	191	+23	235,355
New England.....	18	-5	+26	3,377	18	+8	24,784
Massachusetts.....	14	-8	+27	2,599	14	+10	18,261
Atlantic.....	66	+18	+11	10,298	61	+32	86,211
New York.....	18	+12	+24	2,414	17	+21	18,462
Pennsylvania.....	28	+20	+2	5,939	27	+36	52,849
New Jersey.....	9	+40	+37	880	7	+59	6,027
Maryland.....	1						
District of Columbia.....	1						
Virginia.....	1						
North Carolina.....	11	+5	+16	1,065	10	+20	8,873
Georgia.....	1						
East North Central.....	53	+1	+16	11,927	50	+22	96,599
Illinois.....	36	+2	+17	11,108	34	+24	89,523
Ohio.....	10	-2	+10	541	9	+9	4,543
Indiana.....	7	-4	+6	278	7	+6	2,533
Michigan.....	16	+16	+1	1,202	17	+24	8,527
Wisconsin.....	7	-4	+6	278	7	+6	2,533
West North Central.....	16	+16	+1	1,202	17	+24	8,527
Minnesota.....	8	-8	+15	190	8	+14	1,544
North Dakota.....	1						
South Dakota.....	1						
Nebraska.....	10	+21	+47	1,012	9	+26	6,983
Iowa.....	10	+21	+47	1,012	9	+26	6,983
Missouri.....	10	+21	+47	1,012	9	+26	6,983
East South Central.....	9	+18	+15	740	9	+33	5,929
Kentucky.....	9	+18	+15	740	9	+33	5,929
Tennessee.....	9	+18	+15	740	9	+33	5,929
Alabama.....	9	+18	+15	740	9	+33	5,929
Mississippi.....	9	+18	+15	740	9	+33	5,929
West South Central.....	10	+9	+35	265	10	+14	2,407
Louisiana.....	10	+9	+35	265	10	+14	2,407
Oklahoma.....	10	+9	+35	265	10	+14	2,407
Texas.....	10	+9	+35	265	10	+14	2,407
Mountain.....	4	+23	+24	254	4	+32	2,004
Colorado.....	4	+23	+24	254	4	+32	2,004
Utah.....	4	+23	+24	254	4	+32	2,004
Pacific.....	22	+5	+4	1,129	22	+5	8,984
California.....	15	+8	+2	941	15	+4	7,276
Washington.....	7	-10	+19	188	7	+13	1,618
Oregon.....	7	-10	+19	188	7	+13	1,618

^{a/} Exclusive of Army Ration Bar.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 SEPTEMBER 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	Sept. 1943			Sept. 1942			Aug. 1943		
		Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value	Pounds (Add 000)	Value (Add 000)	Average Value
TOTAL.....	119	188,011	\$31,543	\$229	136,611	\$26,329	\$193	109,367	\$23,643	\$216
Package goods.....	18	5,889	2,728	.480	5,495	2,379	.433	4,831	2,030	.480
Bar goods.....	18	58,526	14,974	.254	55,349	11,718	.212	42,282	9,983	.236
Bulk goods.....	39	37,098	6,148	.166	37,161	5,226	.141	26,899	4,313	.160
General line.....	20	20,080	4,622	.230	22,229	4,164	.187	18,497	4,079	.221
Unclassified.....	24	16,618	3,171	.191	16,380	2,842	.174	17,478	3,238	.185

Bureau of the Census

Current Statistical Service

^{a/} Exclusive of Army Ration Bar.
^{b/} Groups are by kind of business and not by type of products.
 3-35287

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
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Confectionery and Competitive Chocolate Products
Manufacturers' Sales
October 1943

Sales by manufacturers of confectionery and competitive chocolate products were 6 percent higher in October 1943 than in October 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 10 months of 1943 dollar volume was 19 percent over that of the corresponding period of 1942, and in October this year sales rose 8 percent over the level reached the preceding month.

For October this year, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 120 manufacturers was down 11 percent from the volume sold in October 1942, but on the same year-to-year comparison, the dollar sales of this group of manufacturers increased almost 7 percent. The average price per pound was 23.6 cents in October this year; 19.7 cents, October 1942; and 23.3 cents, September 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 74 percent in October 1943 compared with October 1942 and manufacturer-retailers, 9 percent; but "other manufacturers" registered a decrease of 5 percent. A comparison of sales for the first 10 months with those of the corresponding period of 1942 revealed an increase of 21 percent for manufacturers of chocolate products competitive with confectionery, 10 percent for manufacturer-retailers, and 19 percent for "other manufacturers." Virtually no change from the September dollar volume was noted by manufacturers of chocolate products competitive with confectionery for October this year; while a 19 percent gain was reported by manufacturer-retailers, and 10 percent by "other manufacturers."

Together, New Jersey, Maryland, and the District of Columbia scored a sales increase of 48 percent for October 1943 over October 1942. An 18 percent gain was recorded for Iowa and Missouri; 10 percent, Colorado and Utah, combined, and New York; 8 percent, Minnesota, North Dakota, South Dakota, and Nebraska, together; and 4 percent, Pennsylvania. All other States and groups of States showed volumes almost equal to those of October a year ago, or reduced 3 to 17 percent. To date (10 months), sales stood well ahead of last year's dollar volume for the comparable period in almost all of the States in this survey. The group, New Jersey, Maryland, and the District of Columbia, continued to hold the lead, showing a gain of 55 percent. The smallest increase (2%) was reported for California. Seasonally, gains in sales rose as high as 48 percent, for Iowa and Missouri; 39 percent, Minnesota, North Dakota, South Dakota, Nebraska; 33 percent, Louisiana, Oklahoma, Texas; and 19 percent, Colorado and Utah. Only California showed sales off (4%).

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 OCTOBER 1943 ^{a/}

Kind of business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms reporting	Percent Change		Oct. 1943 (Add 000)	Number of firms reporting	Percent change from ten months 1942	Ten Months 1943 (Add 000)
		Oct. 1943 vs. Oct. 1942	Oct. 1943 vs. Sept. 1943				
TOTAL.....	215	+ 8	+ 8	\$43,507	203	+19	\$337,783
Manufacturer-retailers.....	6	+ 9	+19	2,257	5	+10	17,659
Manufacturers of chocolate products competitive with confectionery.....	12	+74	b/	9,793	12	+21	56,462
Other manufacturers by States in which located.....	195	- 5	+10	31,457	186	+19	263,662
New England.....	17	- 6	+ 2	3,380	17	+ 6	27,631
Massachusetts.....	14	- 5	+ 6	2,695	14	+ 7	20,484
Atlantic.....	66	+ 7	+10	11,358	62	+29	97,577
New York.....	17	+10	+ 9	2,578	17	+19	21,044
Pennsylvania.....	29	+ 4	+12	6,711	27	+32	59,463
New Jersey.....	9	+48	b/	876	8	+55	7,024
Maryland.....							
District of Columbia.....							
Virginia.....	11	- 1	+12	1,193	10	+17	10,026
North Carolina.....							
Georgia.....	52	-16	+10	12,495	49	+17	107,655
East North Central.....							
Illinois.....	36	-17	+10	11,733	34	+17	100,896
Ohio.....							
Indiana.....	9	- 1	+ 7	463	8	+ 8	4,127
Michigan.....							
Wisconsin.....	7	- 4	+ 8	299	7	+ 5	2,832
West North Central.....							
Minnesota.....	17	+16	+47	1,703	16	+23	9,803
North Dakota.....							
South Dakota.....	8	+ 8	+39	247	8	+15	1,581
Nebraska.....							
Iowa.....	9	+18	+48	1,456	8	+25	8,222
Missouri.....							
East South Central.....	8	-10	+10	714	8	+22	5,725
Kentucky.....							
Tennessee.....							
Alabama.....							
Mississippi.....	10	b/	+33	354	10	+11	2,734
West South Central.....							
Louisiana.....							
Oklahoma.....	4	+10	+19	363	4	+34	2,747
Texas.....							
Mountain.....	21	-12	- 2	1,090	20	+ 4	9,590
Colorado.....							
Utah.....	14	-13	- 4	885	13	+ 2	7,769
Pacific.....							
California.....	7	- 3	+ 9	205	7	+10	1,821
Washington.....							
Oregon.....							

a/ Exclusive of Army Ration Bar.
 b/ Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 OCTOBER 1943 ^{a/}

Type of House ^{b/}	Number of firms reporting	October 1943			October 1942			September 1943		
		Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value
TOTAL.....	120	146,209	\$34,525	\$.236	164,404	\$32,322	\$.197	138,391	\$32,265	\$.233
Package goods.....	20	8,199	4,301	.525	8,022	3,946	.492	7,264	3,822	.526
Bar goods.....	17	55,310	14,230	.257	53,646	11,866	.221	55,615	14,333	.258
Bulk goods.....	38	40,721	6,948	.171	52,328	7,643	.146	37,758	6,243	.165
General line.....	22	23,308	5,350	.230	30,989	5,298	.171	21,742	4,815	.221
Unclassified.....	23	18,671	3,696	.198	19,419	3,569	.184	16,012	3,052	.191

Bureau of the Census

Current Statistical Service

a/ Exclusive of Army Ration Bar.
 b/ Groups are by kind of business and not by type of products.
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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Current
Statistical
Service

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
November 1943

Sales of manufacturers of confectionery and competitive chocolate products were 18 percent higher in November 1943 than in November 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the first 11 months of 1943 dollar volume was 19 percent over that of the corresponding period of 1942, while sales in October this year were virtually the same as in the preceding month.

For November this year, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 110 manufacturers was up slightly (2%) from the volume sold in November 1942, and on the same year-to-year comparison, the dollar sales of this group of manufacturers increased 19 percent. The average price per pound was 22.7 cents in November this year; 19.4 cents, November 1942; and 22.9 cents, October 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 49 percent in November 1943 compared with November 1942; manufacturer-retailers, 20 percent; and "other manufacturers" 12 percent. A comparison of sales for the first 11 months this year with those of the corresponding period of 1942 revealed an increase of 28 percent for manufacturers of chocolate products competitive with confectionery, 10 percent for manufacturer-retailers, and 19 percent for "other manufacturers." The latter group gained 8 percent, November 1943 over October 1943; while manufacturer-retailers reported a slightly (3%) reduced dollar volume, and manufacturers of chocolate products competitive with confectionery dropped back 24 percent.

"Other manufacturers" in New Jersey and Maryland scored a sales increase of 43 percent for November 1943 over November 1942. A 30 percent gain was recorded for Iowa and Missouri; 29 percent, Minnesota, North Dakota, South Dakota, and Nebraska; 27 percent, Ohio and Indiana; and 23 percent, Pennsylvania and Kentucky, Tennessee, Alabama, and Mississippi. An advance of 8 percent was noted for Illinois, while dollar sales remained unchanged in the combined States of Colorado and Utah and also in the separate State of Massachusetts. Only California showed an appreciable decline--12 percent. To date (11 months), moderate to substantial sales gains over the like period of 1942 were shown for most of the States and groups of States in this survey. New Jersey and Maryland led with a sales increase of 55 percent. From October to November this year reports showed increases throughout--from 3 percent in New Jersey and Maryland and in Virginia, North Carolina, and Georgia, to a high of 22 percent in Kentucky, Tennessee, Alabama, and Mississippi.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
 NOVEMBER 1943 a/

Kind of business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms reporting	Percent Change		Nov. 1943 (Add 000)	Number of firms reporting	Percent change from eleven months 1942	Eleven months 1943 (Add 000)
		Nov. 1943 vs. Nov. 1942	Nov. 1943 vs. Oct. 1943				
TOTAL.....	198	+18	b/	\$42,717	184	+19	\$351,064
Manufacturer-retailers.....	6	+20	- 3	2,312	4	+10	19,202
Manufacturers of chocolate products competitive with confectionery.....	11	+49	-24	7,436	10	+28	25,905
Other manufacturers by States in which located.....	181	+12	+ 8	32,969	170	+19	287,957
New England.....	17	- 1	+15	3,978	17	+ 5	32,154
Massachusetts.....	14	- 1	+19	3,302	14	+ 5	24,533
Atlantic.....	58	+22	+ 7	11,752	56	+28	106,819
New York.....	16	+20	+ 4	2,643	16	+20	25,455
Pennsylvania.....	26	+23	+ 9	7,084	25	+32	65,234
New Jersey.....	6	+43	+ 3	829	6	+55	7,269
Maryland.....							
Virginia.....							
North Carolina.....	10	+10	+ 5	1,196	9	+15	10,863
Georgia.....							
East North Central.....	45	+ 9	+ 5	12,718	43	+16	117,044
Illinois.....	33	+ 8	+ 4	11,695	32	+16	111,263
Ohio.....							
Indiana.....	7	+27	+16	598	7	+ 9	5,202
Michigan.....							
Wisconsin.....	5	+ 9	+ 4	225	4	+12	579
West North Central.....	19	+30	+ 9	1,924	16	+25	11,803
Minnesota.....							
North Dakota.....							
South Dakota.....	9	+29	+20	334	7	+18	1,877
Nebraska.....							
Iowa.....							
Missouri.....	10	+30	+ 7	1,590	9	+26	9,926
East South Central.....							
Kentucky.....							
Tennessee.....							
Alabama.....	8	+25	+22	916	8	+25	6,967
Mississippi.....							
West South Central.....							
Louisiana.....							
Oklahoma.....	9	+ 6	+12	286	7	+15	1,080
Texas.....							
Mountain.....							
Colorado.....							
Utah.....	4	+ 1	+ 9	338	4	+29	2,723
Pacific.....	21	- 9	+ 7	1,057	19	+ 3	9,367
California.....	14	-12	+ 8	843	13	+ 1	7,403
Washington.....							
Oregon.....	7	+ 3	+ 4	214	6	+10	1,964

a/ Exclusive of Army Ration Bar.
 b/ Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
 MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
 NOVEMBER 1943 a/

Type of House b/	Number of firms reporting	November 1943			November 1942			October 1943		
		Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value
TOTAL.....	110	136,541	\$30,990	\$.227	134,371	\$26,007	\$.194	140,243	\$32,074	\$.229
Package goods.....	16	4,637	2,583	.514	3,887	1,961	.505	4,529	2,247	.496
Bar goods.....	16	48,679	12,128	.249	44,472	10,059	.226	54,811	14,093	.257
Bulk goods.....	36	38,821	8,815	.176	40,208	5,737	.143	38,904	6,652	.171
General line.....	21	24,859	5,745	.231	27,276	5,007	.184	23,770	5,475	.230
Unclassified.....	21	19,545	3,919	.201	18,528	3,243	.175	18,229	3,609	.198

Bureau of the Census

Current Statistical Service

a/ Exclusive of Army Ration Bar.
 b/ Groups are by kind of business and not by type of products.

Confectionery and Competitive Chocolate Products
Manufacturers' Sales
December 1943

Sales of manufacturers of confectionery and competitive chocolate products were 16 percent higher in December 1943 than in December 1942, according to an announcement released today by J. C. Capt, Director of the Census. For the full 12 months of 1943 dollar volume was 18 percent over that of the year 1942, and sales in December 1943 showed a slight (3%) improvement over those in the preceding month.

For December 1943, the quantity (based on pounds) of confectionery and competitive chocolate products sold by 102 manufacturers was increased 5 percent over the volume sold in December 1942, but on the same year-to-year comparison, the dollar sales of this group of manufacturers increased 17 percent. The average price per pound was 23.9 cents in December 1943; 21.5 cents, December 1942; and 23.3 cents, November 1943.

Manufacturers of chocolate products competitive with confectionery increased their sales 33 percent in December 1943 compared with December 1942; manufacturer-retailers, 4 percent; and "other manufacturers" 14 percent. A comparison of sales for the entire year of 1943 with those of 1942 revealed an increase of 27 percent for manufacturers of chocolate products competitive with confectionery, 9 percent for manufacturer-retailers, and 18 percent for "other manufacturers." From November to December 1943, sales rose 98 percent for manufacturer-retailers; dropped back slightly (2%) for "other manufacturers," and decreased 6 percent for manufacturers of chocolate products competitive with confectionery.

"Other manufacturers" in New Jersey, Maryland, and the District of Columbia shared a sales increase of 64 percent for December 1943 over December 1942. A 47 percent gain was recorded for Iowa and Missouri; 45 percent, Minnesota, North Dakota, South Dakota, and Nebraska; 28 percent, Louisiana, Oklahoma, and Texas; 23 percent, Colorado and Utah; and 22 percent, Kentucky, Tennessee, Alabama, and Mississippi. Washington and Oregon recorded a dollar volume almost unchanged from December 1942, but all other States or combination of States showed gains. The highest increase for 1943 over 1942 amounted to 57 percent, registered for New Jersey, Maryland, and the District of Columbia. Colorado and Utah scored a 28 percent gain, as did the combined States of Louisiana, Oklahoma, and Texas. Outstanding increases were also reported by Pennsylvania (26%), by Iowa and Missouri (25%), by Kentucky, Tennessee, Alabama, and Mississippi (23%), and by Minnesota, North Dakota, South Dakota, and Nebraska (21%). Sales changes varied for December vs. November 1943 from an increase of 20 percent for Pennsylvania to a decrease of 32 percent for Kentucky, Tennessee, Alabama, and Mississippi.

Data contained in this report are based on a sample survey conducted by the Bureau of the Census with the cooperation of the National Confectioners Association. No adjustments have been made for seasonal or price fluctuations.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, BY KIND OF BUSINESS AND LOCATION
DECEMBER 1945 a/

Kind of Business Geographic Division and State	SALES—CURRENT MONTH				SALES—YEAR TO DATE		
	Number of firms reporting	Percent Change		December 1945 (Add 000)	Number of firms reporting	Percent change from twelve months 1942	Twelve months 1943 (Add 000)
		December 1945 vs. December 1942	December 1945 vs. November 1945				
TOTAL.....	207	+16	+ 3	\$45,024	191	+18	\$373,810
Manufacturer-retailers.....	7	+ 4	+98	4,695	5	+ 9	24,130
Manufacturers of chocolate products competitive with confectionery.....	13	+33	- 6	7,301	12	+27	26,848
Other manufacturers by States in which located.....	187	+14	- 2	33,028	174	+18	322,832
New England.....	18	+13	b/	4,004	18	+ 6	38,238
Massachusetts.....	14	+16	- 2	3,245	14	+ 7	27,581
Atlantic.....	62	+18	+11	13,188	57	+25	118,308
New York.....	16	+12	b/	2,610	16	+19	25,758
Pennsylvania.....	29	+18	+20	8,682	28	+28	73,805
New Jersey.....							
Maryland.....	8	+84	+ 1	893	7	+57	8,641
District of Columbia.....							
Virginia.....							
North Carolina.....	9	+ 5	-14	981	8	+12	11,302
Georgia.....							
East North Central.....	48	+ 8	-13	11,571	45	+15	128,445
Illinois.....	33	+ 8	-14	10,829	30	+16	113,628
Ohio.....	8	+16	- 8	808	8	+ 9	6,326
Indiana.....							
Michigan.....	7	+ 8	+ 3	334	7	+ 6	3,491
Wisconsin.....							
West North Central.....	17	+47	-10	1,669	15	+24	13,022
Minnesota.....							
North Dakota.....	8	+45	+ 2	301	7	+21	2,127
South Dakota.....							
Nebraska.....							
Iowa.....	9	+47	-12	1,368	8	+25	10,895
Missouri.....							
East South Central.....							
Kentucky.....	8	+22	-32	601	7	+23	7,121
Tennessee.....							
Alabama.....							
Mississippi.....							
West South Central.....							
Louisiana.....	7	+28	+18	306	7	+28	2,238
Oklahoma.....							
Texas.....							
Mountain.....							
Colorado.....	5	+23	+11	454	5	+28	3,679
Utah.....							
Pacific.....	22	+ 2	+ 9	1,257	20	+ 2	11,783
California.....	14	+ 3	+10	1,031	13	b/	9,524
Washington.....							
Oregon.....	8	+ 1	+ 5	228	7	+ 9	2,259

a/ Exclusive of Army Ration Bar.
b/ Less than 0.5 percent.

CONFECTIONERY AND COMPETITIVE CHOCOLATE PRODUCTS
MANUFACTURERS' SALES, POUNDAGE, AND AVERAGE VALUE BY TYPE OF HOUSE
DECEMBER 1945 a/

Type of House b/	Number of firms reporting	December 1945			December 1942			November 1943		
		Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value	Pounds (Add 000)	Value (Add 000)	Average value
TOTAL.....	102	128,913	\$30,808	\$.239	122,757	\$26,380	\$.215	136,287	\$31,731	\$.233
Package goods.....	20	8,668	4,843	.559	8,491	4,293	.504	7,562	3,614	.478
Bar goods.....	15	48,930	11,852	.248	45,612	10,483	.230	47,895	12,050	.252
Bulk goods.....	29	29,051	4,854	.167	28,085	3,801	.146	36,012	6,353	.176
General line.....	19	23,109	5,231	.228	23,257	4,458	.192	24,010	5,581	.232
Unclassified.....	23	21,155	4,228	.200	19,312	3,357	.174	20,790	4,133	.199

Bureau of the Census

Current Statistical Service

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