

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

JANUARY 1962

BW-62-1

## SALES AND INVENTORIES

FOR RELEASE  
MARCH 13, 1962<sup>1</sup>

### SALES

January 1962 sales of merchant wholesalers, estimated at \$11.5 billion, were down 3 percent from their December 1961 level but were up 12 percent over January sales a year ago. The smaller than usual decline from December sales was due, in part, to the larger number of trading days in January.

Sales in the durable goods trades, totaling \$4.6 billion, dipped slightly (1%) below their December level but were 16 percent above year-ago sales. The nondurable goods trades, with sales at \$6.9 billion during January, reflected a sharper decline (5%) from previous month sales and a smaller gain (9%) over sales of a year ago.

The number of trades reporting increases over December sales was somewhat larger than the number reporting decreases. However, the most substantial changes were among the trades showing declines. Sharp declines (mostly of a seasonal nature) were reported by wholesalers of wine, distilled spirits (43%), jewelry (39%), and amusement, sporting goods (34%). Among the trades reporting increases in sales activity, the more significant gains were registered by farm supplies wholesalers (24%), general-line drugs distributors (17%), and waste materials dealers (16%). A comparison of January activity with sales of a year ago shows gains for all trades except air conditioning, refrigeration equipment (-17%), poultry, poultry products (-3%), and coal (-3%). The most substantial gains over January 1961 sales activity were recorded by industrial machinery, equipment distributors, up 44 percent, and iron steel scrap dealers, up 34 percent.

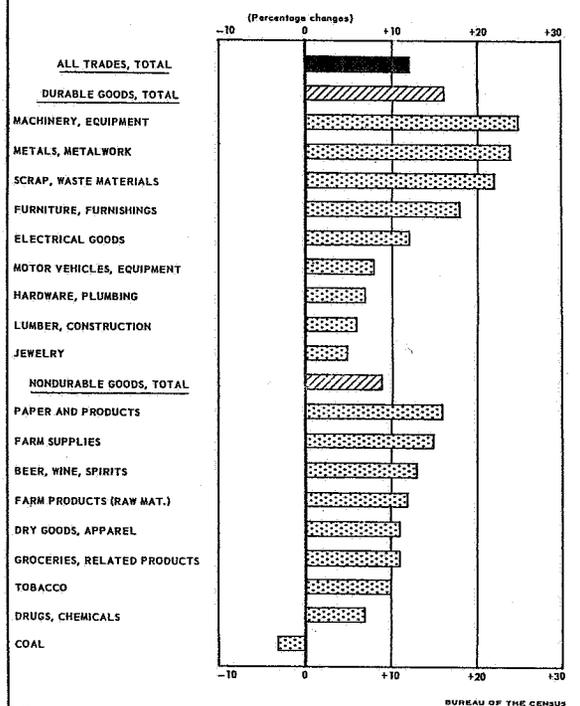
All geographic divisions reported sales below the December level. These declines ranged from 1 percent in the West North Central, South Atlantic, and West South Central Divisions, to 8 percent in the New England Division. Compared with a year ago, sales trends showed a decline only in the East South Central Division. The most substantial gains took place in the New England Division (up 23 percent) and the South Atlantic Division (up 19 percent).

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$12.8 billion at the end of January, showed little or no change from their December 31 level but were 2 percent higher than stocks on hand a year ago. Stocks in the durable goods trades remained virtually unchanged during the month, but were up 2 percent over last January. Nondurable goods stocks rose slightly (1%) above the December 31 level, and were 3 percent higher than stocks on hand a year ago.

Most trades reported relatively small changes from December 31 inventory levels. Coal wholesalers

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—  
JANUARY 1962 COMPARED WITH JANUARY 1961



indicated the sharpest decline (19%) from previous month stocks, while fresh fruit, vegetable wholesalers reported the largest increase (10%). The principal increase over year-ago stocks was recorded by nonferrous metals dealers (up 24%); the sharpest decline, by poultry, poultry products distributors (30%).

The January 1962 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 123 percent, up 5 points over the December 1961 ratio but 11 points below the stock-sales ratio for January 1961. The January 1962 stock-sales ratio of durable goods wholesalers was 167 percent (down 22 points from January of a year ago) compared with the nondurable goods ratio of 87 percent (down 6 points from a year ago).

### GENERAL

Data in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 14 to 16.

<sup>1</sup> For sale by the Bureau of the Census: Single copy—10¢, annual subscription—\$1.00  
An advance release of January 1962 data was issued on March 1, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS

1960, 1961 AND 1962

(Millions of dollars)

Kind of business	1960												Total 1960
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. 1	
MERCHANT WHOLESALERS, TOTAL.....	10,512	10,901	11,870	11,443	11,522	11,687	10,781	11,860	11,615	11,730	11,904	11,456	137,281
TOTAL (excluding farm products, raw materials)...	9,634	10,005	10,913	10,584	10,629	10,918	9,958	10,928	10,726	10,560	10,494	10,246	125,595
DURABLE GOODS, TOTAL.....	4,462	4,555	4,945	4,839	4,848	4,980	4,524	4,991	4,850	4,809	4,619	4,381	56,803
Motor vehicles, automotive equipment, total.....	588	603	749	709	695	724	655	679	635	661	598	589	7,883
Automobiles, other motor vehicles.....	185	188	296	232	201	216	207	190	183	191	172	184	2,442
Automotive equipment, tires, tubes.....	403	415	453	477	494	508	448	489	452	470	426	405	5,441
Electrical goods, total.....	681	697	721	668	677	740	694	743	768	752	757	762	8,660
Electrical supplies, apparatus.....	286	286	299	293	309	338	296	332	321	331	320	321	3,732
Electrical appliances, TV, radio sets, electronic parts, equipment.....	396	411	422	375	368	401	398	411	447	421	437	441	4,928
Furniture, home furnishings, total.....	214	231	268	236	239	254	216	253	258	269	251	220	2,910
Furniture-household, office.....	62	72	73	67	68	87	67	80	73	75	71	62	858
Home furnishings, floor coverings.....	152	159	195	169	171	166	149	173	185	194	181	158	2,052
Hardware, plumbing, heating equipment, supplies, total.....	456	471	514	542	553	607	524	591	589	587	532	453	6,422
Hardware.....	175	192	203	213	205	215	191	209	213	214	198	176	2,406
Plumbing and heating equipment, supplies.....	229	230	256	258	276	308	265	315	312	309	282	225	3,266
Lumber, construction materials, total.....	488	514	535	575	609	612	590	624	581	573	535	444	6,680
Lumber, millwork.....	342	362	370	398	412	398	391	402	372	354	344	300	444
Construction materials.....	146	152	165	177	197	214	199	222	209	219	191	144	2,237
Machinery, equipment, supplies, total.....	1,099	1,127	1,275	1,244	1,245	1,248	1,141	1,216	1,236	1,157	1,140	1,158	14,287
Commercial, industrial, machinery equipment, supplies.....	782	803	889	845	874	854	786	847	883	818	810	800	9,992
Construction machinery, equipment.....	150	151	163	198	203	195	161	188	173	150	146	159	2,036
Industrial machinery, equipment, supplies.....	543	556	629	547	573	557	534	599	612	572	579	551	6,812
Professional equipment, supplies.....	120	118	127	120	126	140	124	147	150	135	134	129	1,569
Service-establishment equipment, supplies.....	95	100	109	113	102	115	99	111	108	117	105	90	1,264
Metals, metalwork (except scrap), total.....	528	487	500	483	479	473	421	595	448	456	457	440	5,708
Iron, steel, and products.....	385	346	358	346	335	323	284	367	299	312	300	281	3,936
Nonferrous metals.....	143	141	142	137	144	150	138	167	149	144	158	159	1,772
Scrap, waste materials, total.....	339	358	302	309	271	256	225	267	248	256	251	213	3,296
Iron, steel scrap.....	202	223	172	187	159	141	126	160	145	151	155	125	1,945
Waste materials.....	137	135	130	122	112	115	100	108	103	106	96	89	1,351
NONDURABLE GOODS, TOTAL.....	6,050	6,346	6,925	6,604	6,674	6,707	6,257	6,869	6,765	6,921	7,285	7,074	80,477
TOTAL (excluding farm products, raw materials)...	5,172	5,450	5,968	5,745	5,781	5,938	5,434	5,937	5,876	5,751	5,875	5,865	68,792
Groceries and related products, total.....	2,133	2,153	2,370	2,277	2,354	2,476	2,266	2,366	2,328	2,272	2,330	2,336	27,661
General-line groceries.....	721	731	811	746	772	799	735	801	805	800	823	812	9,359
Specialty-line groceries.....	60	665	744	718	708	752	702	722	720	698	656	694	8,431
Confectionery.....	60	69	68	65	69	72	66	71	72	81	72	69	834
Meats, meat products.....	354	347	359	345	392	398	351	384	397	343	388	363	4,382
Poultry, poultry products.....	99	94	122	122	110	133	112	119	116	120	138	126	1,411
Fresh fruits, vegetables.....	248	247	266	281	303	321	300	269	258	230	253	272	3,245
Beer, wine, distilled alcoholic beverages, total.....	454	510	626	604	624	629	590	637	624	610	723	793	7,424
Beer.....	188	204	227	248	271	287	287	302	261	233	240	239	2,987
Wine, distilled spirits.....	266	306	399	356	353	342	302	336	363	376	483	554	4,437
Drugs, chemicals, allied products, total.....	440	442	461	441	455	470	402	463	464	461	456	416	5,370
Drugs, drug proprietaries, druggists' sundries.....	279	276	286	262	263	276	241	270	279	282	287	258	3,259
Paints, varnishes.....	22	24	27	31	31	34	30	33	31	30	27	21	340
Other chemicals, allied products.....	139	142	148	148	161	161	131	160	154	150	142	137	1,771
Tobacco, tobacco products.....	307	306	347	331	353	370	348	355	368	359	350	370	4,164
Dry goods, apparel, total.....	531	563	596	575	545	535	504	625	594	574	561	472	6,675
Apparel and accessories, hosiery, lingerie, footwear.....	193	233	262	242	215	199	219	288	279	254	255	220	2,859
Dry goods, notions.....	199	198	199	191	198	211	184	213	193	195	178	139	2,298
Paper, paper products, excluding wallpaper, total.....	324	326	358	345	335	352	317	380	364	358	342	350	4,153
Paper.....	267	270	303	293	281	293	276	315	299	295	290	277	3,460
Amusement, sporting goods.....	83	103	117	119	126	131	131	141	149	154	154	146	1,554
Books, magazines, newspapers.....	73	71	75	73	68	71	74	81	80	78	78	79	900
Coal.....	82	71	79	66	64	65	57	61	62	63	64	67	802
Farm supplies.....	133	168	216	218	192	181	138	136	151	139	140	129	1,941

See footnotes at end of table 1, page 3.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS  
1960, 1961 AND 1962  
(Millions of dollars)

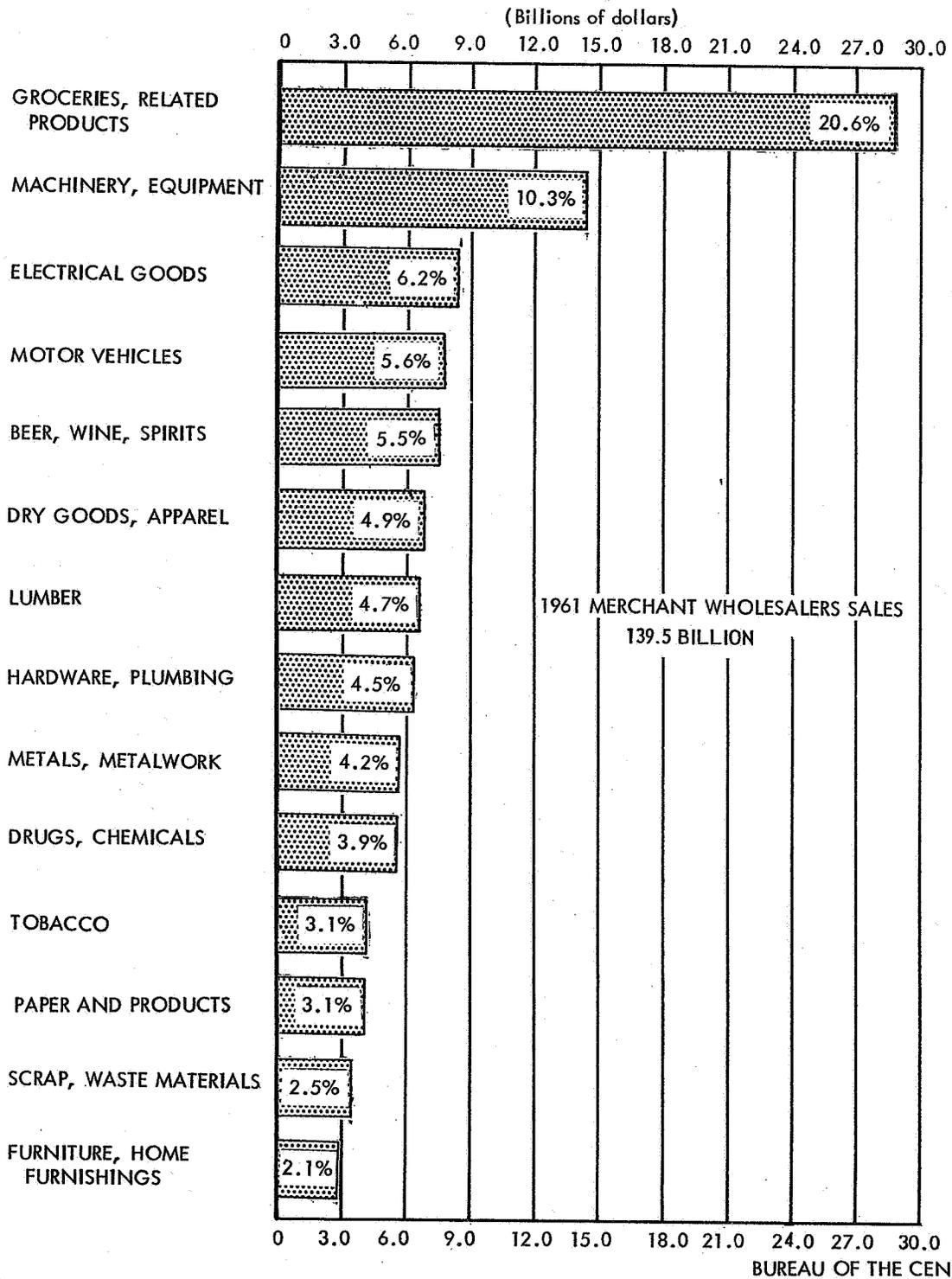
Kind of business	1962	1961												Total 1961
	Jan. <sup>2</sup>	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>1</sup>	
MERCHANT WHOLESALERS, TOTAL.....	11,515	10,295	10,153	11,843	10,891	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	139,549
TOTAL (excluding farm products, raw materials).....	10,467	9,357	9,246	10,834	10,031	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	127,650
DURABLE GOODS, TOTAL.....	4,646	4,021	3,918	4,739	4,494	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	56,905
Motor vehicles, automotive equipment, total..	649	600	566	649	643	674	705	659	660	638	712	674	623	7,803
Automobiles, other motor vehicles.....	210	172	166	196	188	197	200	197	166	179	217	216	204	2,298
Automotive equipment, tires, tubes.....	439	428	401	453	455	477	504	462	495	459	495	458	419	5,506
Electrical goods, total.....	703	628	616	705	629	677	726	671	776	760	800	822	820	8,630
Electrical supplies, apparatus.....	292	263	258	297	285	314	314	299	340	311	342	343	335	3,700
Electrical appliances, TV, radio sets, electronic parts, equipment.....	412	365	358	408	344	363	412	372	436	449	458	479	486	4,930
Furniture, home furnishings, total.....	239	203	203	258	232	249	244	213	273	250	285	272	248	2,931
Furniture-household, office.....	66	60	58	68	67	72	77	62	80	69	79	71	70	855
Home furnishings, floor coverings.....	173	143	145	190	166	177	167	150	193	180	206	201	178	2,097
Hardware, plumbing, heating equipment, supplies, total.....	456	428	421	514	494	544	591	527	598	567	600	549	467	6,299
Hardware.....	181	166	169	216	198	206	212	188	217	215	234	212	183	2,419
Plumbing and heating equipment, supplies..	233	212	207	239	238	273	303	274	312	290	308	285	236	3,173
Lumber, construction materials, total.....	452	426	400	527	531	614	625	569	640	585	622	571	452	6,562
Lumber, millwork.....	310	290	273	360	364	415	418	364	406	380	404	372	302	4,348
Construction materials.....	142	135	128	167	167	199	206	205	233	205	218	199	149	2,213
Machinery, equipment, supplies, total.....	1,274	1,020	1,015	1,228	1,145	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	14,404
Commercial, industrial, machinery equip- ment, supplies.....	940	704	700	824	777	878	883	795	930	888	901	897	890	10,064
Construction machinery, equipment.....	162	138	134	152	172	207	186	167	192	191	175	170	162	2,041
Industrial machinery, equipment, supplies.....	691	481	484	579	508	567	596	539	632	594	624	630	627	6,860
Professional equipment, supplies.....	140	120	121	135	122	131	139	136	152	153	147	142	137	1,635
Service-establishment equipment, supplies..	108	96	92	110	102	107	110	104	114	109	121	115	105	1,286
Metals, metalwork (except scrap), total.....	517	418	401	492	456	507	543	461	527	502	531	519	493	5,851
Iron, steel, and products.....	368	295	275	351	321	355	375	312	364	342	364	354	330	4,039
Nonferrous metals.....	149	123	126	141	135	152	168	150	163	160	167	164	164	1,812
Scrap, waste materials, total.....	289	237	235	288	292	317	317	285	305	289	328	296	257	3,446
Iron, steel scrap.....	170	127	133	165	185	201	198	183	188	180	208	182	155	2,106
Waste materials.....	119	110	102	123	106	116	119	101	117	109	120	114	102	1,340
NONDURABLE GOODS, TOTAL.....	6,869	6,274	6,235	7,104	6,397	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	82,645
TOTAL (excluding farm products, raw materials).....	5,822	5,336	5,328	6,095	5,537	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	70,746
Groceries and related products, total.....	2,501	2,253	2,197	2,420	2,266	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	28,690
General-line groceries.....	875	794	775	829	779	835	857	801	865	838	864	880	839	9,955
Specialty-line groceries.....	765	697	672	754	699	735	743	714	758	713	716	735	726	8,682
Confectionery.....	69	63	71	72	66	71	74	67	74	71	79	73	73	855
Meats, meat products.....	421	345	337	365	349	391	387	368	404	389	419	417	399	4,572
Poultry, poultry products.....	112	116	111	128	111	119	120	109	114	97	112	126	116	1,377
Fresh fruits, vegetables.....	258	238	230	272	262	319	328	306	278	248	242	255	268	3,249
Beer, wine, distilled alcoholic beverages, total.....	528	469	501	639	567	653	675	601	676	635	661	748	811	7,636
Beer.....	202	196	201	244	225	275	307	294	309	267	247	241	241	3,047
Wine, distilled spirits.....	326	274	300	395	342	378	369	308	367	368	414	507	570	4,590
Drugs, chemicals, allied products, total.....	468	440	408	464	436	474	468	419	483	473	491	487	438	5,485
Drugs, drug proprietaries, druggists' sundries.....	290	276	256	283	263	275	272	247	282	283	292	300	272	3,305
Paints, varnishes.....	25	21	21	29	29	32	33	29	34	30	31	28	22	340
Other chemicals, allied products.....	154	143	131	152	144	167	163	143	168	160	167	159	143	1,840
Tobacco, tobacco products.....	348	317	310	358	328	366	380	356	382	365	368	368	380	4,279
Dry goods, apparel, total.....	539	487	525	629	514	549	561	510	638	583	655	649	533	6,833
Apparel and accessories, hosiery, lingerie, footwear.....	206	189	225	271	198	218	213	227	291	262	287	293	241	2,925
Dry goods, notions.....	196	184	177	215	188	205	215	186	221	199	221	215	172	2,400
Paper, paper products, excluding wallpaper, total.....	377	323	324	370	328	355	364	324	376	365	385	388	368	4,275
Paper.....	304	270	266	310	277	294	307	271	312	300	318	319	295	3,540
Amusement, sporting goods.....	104	86	91	116	112	125	135	130	151	154	167	168	158	1,593
Books, magazines, newspapers.....	79	77	70	78	69	72	77	77	83	81	84	82	82	931
Coal.....	69	72	69	64	59	59	60	56	64	65	71	68	68	778
Farm supplies.....	169	147	170	236	214	203	182	143	147	141	142	132	136	1,995

<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate. } See page 16, Estimating Procedures.

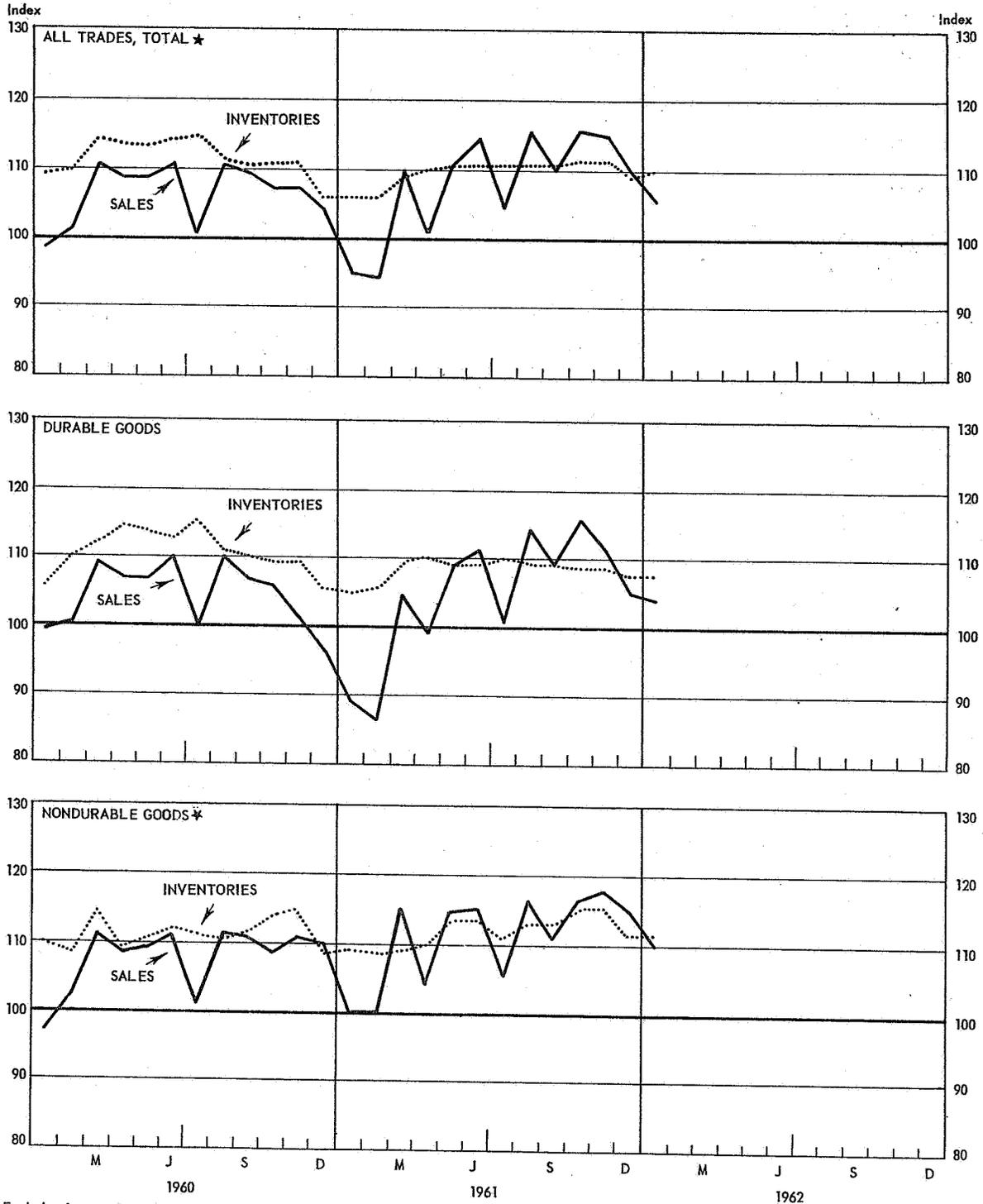
Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

# SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS 1961 SALES AND PERCENT OF TOTAL



## SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

(Millions of dollars)

Kind of business	1960											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>1</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,714	12,854	13,373	13,225	13,273	13,302	13,444	13,093	13,049	13,066	13,143	12,538
DURABLE GOODS, TOTAL.....	7,711	7,970	8,190	8,302	8,230	8,200	8,374	8,056	7,991	7,919	7,914	7,662
Motor vehicles, automotive equipment, total.....	1,145	1,183	1,237	1,231	1,216	1,260	1,291	1,204	1,182	1,214	1,223	1,165
Automotive equipment, tires, tubes.....	890	906	947	940	911	917	970	874	880	919	887	871
Electrical goods, total.....	1,176	1,188	1,215	1,251	1,285	1,276	1,199	1,199	1,232	1,248	1,195	1,118
Electrical supplies, apparatus.....	491	494	476	473	511	474	471	455	474	479	474	433
Electrical appliances, TV, radio sets, electronic parts, equipment.....	685	694	739	778	774	802	728	744	759	769	720	685
Hardware, plumbing, heating equip., supplies, total..	1,075	1,133	1,187	1,152	1,154	1,163	1,142	1,081	1,106	1,050	1,030	988
Hardware.....	447	478	491	475	476	492	483	452	455	429	427	405
Plumbing and heating equipment, supplies.....	534	564	593	575	578	575	532	533	552	543	516	493
Machinery, equipment, supplies, total.....	2,127	2,154	2,192	2,204	2,187	2,154	2,285	2,261	2,165	2,177	2,220	2,187
Industrial machinery, equipment, supplies.....	842	873	900	878	900	909	967	938	924	907	970	914
Metals, metalwork (except scrap), total.....	776	840	889	1,004	927	896	949	951	870	845	860	904
Iron, steel, and products.....	639	704	720	844	781	754	782	796	725	715	714	748
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,003	4,884	5,183	4,923	5,043	5,102	5,070	5,037	5,058	5,147	5,228	4,875
Groceries and related products, total.....	1,334	1,323	1,324	1,286	1,353	1,317	1,272	1,299	1,304	1,365	1,331	1,322
General-line groceries.....	606	628	650	636	660	644	632	620	638	678	683	640
Beer, wine, distilled alcoholic beverages, total.....	646	617	605	650	718	691	695	701	705	750	777	664
Wine, distilled spirits.....	513	476	467	502	552	522	525	545	564	600	643	536
Drugs, chemicals, allied products, total.....	576	590	586	589	596	600	606	606	596	613	583	568
Drugs, drug proprietaries, druggists' sundries.....	396	406	415	406	405	404	419	407	415	425	405	383
Paper, paper products, excluding wallpaper, total....	383	365	366	395	395	376	370	383	377	365	391	373
Paper.....	304	290	309	313	307	296	301	302	295	295	306	301

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

(Percent)

Kind of business	1960											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>1</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	132	128	123	125	125	122	135	120	122	124	125	123
DURABLE GOODS, TOTAL.....	173	175	166	172	170	165	185	161	165	165	171	175
Motor vehicles, automotive equipment, total.....	195	196	165	174	175	174	197	174	186	184	205	198
Automotive equipment, tires, tubes.....	221	218	209	197	184	181	217	179	195	196	208	215
Electrical goods, total.....	173	170	169	187	190	170	171	161	160	166	158	147
Electrical supplies, apparatus.....	172	173	159	161	165	140	159	137	147	145	148	135
Electrical appliances, TV, radio sets, electronic parts, equipment.....	173	169	175	207	210	196	180	181	170	183	165	155
Hardware, plumbing, heating equip., supplies, total..	236	241	231	213	209	192	218	183	188	179	194	218
Hardware.....	255	249	242	223	232	229	253	216	213	200	216	230
Plumbing and heating equipment, supplies.....	233	245	232	223	209	187	208	189	177	176	183	220
Machinery, equipment, supplies, total.....	194	191	172	177	176	173	200	186	175	188	195	189
Industrial machinery, equipment, supplies.....	155	157	143	161	157	163	181	168	151	159	168	166
Metals, metalwork (except scrap), total.....	147	172	178	208	194	191	225	178	194	185	188	205
Iron, steel, and products.....	166	203	201	244	233	238	275	217	243	229	238	266
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	97	90	87	86	87	86	93	85	86	89	89	83
Groceries and related products, total.....	63	61	56	56	57	53	56	55	56	60	57	57
General-line groceries.....	84	86	80	85	85	81	86	77	79	85	83	79
Beer, wine, distilled alcoholic beverages, total....	142	121	97	108	115	110	118	110	114	123	107	84
Wine, distilled spirits.....	193	156	117	141	156	153	174	162	155	159	133	97
Drugs, chemicals, allied products, total.....	131	133	127	134	133	128	151	131	128	133	128	137
Drugs, drug proprietaries, druggists' sundries....	142	147	145	155	154	146	174	151	148	151	141	148
Paper, paper products, excluding wallpaper, total....	118	112	102	114	118	107	117	101	103	102	114	107
Paper.....	114	107	102	107	109	101	109	96	98	100	106	109

See footnotes at end of table 3, page 7.

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

(Millions of dollars)

Kind of business	1962	1961											
	Jan. <sup>2</sup>	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>1</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,840	12,574	12,578	12,815	12,920	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,759	7,618	7,660	7,877	7,953	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,144	1,185	1,220	1,231	1,226	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	898	896	922	936	951	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,148	1,138	1,149	1,179	1,199	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	452	444	449	462	469	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	696	694	700	717	730	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,014	1,028	1,056	1,097	1,096	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	433	423	438	448	448	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	495	503	525	546	544	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,183	2,047	2,049	2,093	2,129	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	892	828	822	839	868	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	934	871	826	845	863	847	816	837	875	873	851	876	910
Iron, steel, and products.....	773	741	694	690	712	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,081	4,956	4,917	4,938	4,967	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,398	1,394	1,363	1,361	1,344	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	692	635	659	680	661	666	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	656	640	628	644	668	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	534	510	496	509	513	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	606	587	604	595	603	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	413	400	411	410	413	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total....	383	369	364	373	386	375	371	379	390	374	370	380	383
Paper.....	314	295	293	302	307	296	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

(Percent)

Kind of business	1962	1961											
	Jan. <sup>2</sup>	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec. <sup>1</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	134	136	118	129	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	167	189	196	166	177	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	176	198	216	190	191	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	204	209	230	207	209	201	184	201	186	203	183	195	213
Electrical goods, total.....	163	181	187	167	191	175	163	174	152	157	150	144	138
Electrical supplies, apparatus.....	155	169	174	156	165	150	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	169	190	196	176	212	196	173	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total..	222	240	251	213	222	204	186	212	179	190	176	189	214
Hardware.....	239	255	259	207	226	221	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	212	237	254	228	229	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	171	201	202	170	186	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	142	172	170	145	171	152	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	181	208	206	172	189	168	152	182	166	174	160	169	184
Iron, steel, and products.....	210	251	252	197	222	198	186	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	92	81	90	84	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	62	56	59	56	55	56	54	57	57	57	58
General-line groceries.....	79	80	85	82	85	80	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total.....	124	136	125	101	118	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	164	186	165	129	150	146	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	129	133	148	128	138	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	143	145	160	145	157	148	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total....	102	114	112	101	118	106	102	117	104	102	96	98	104
Paper.....	103	109	110	97	111	101	101	113	98	98	93	96	106

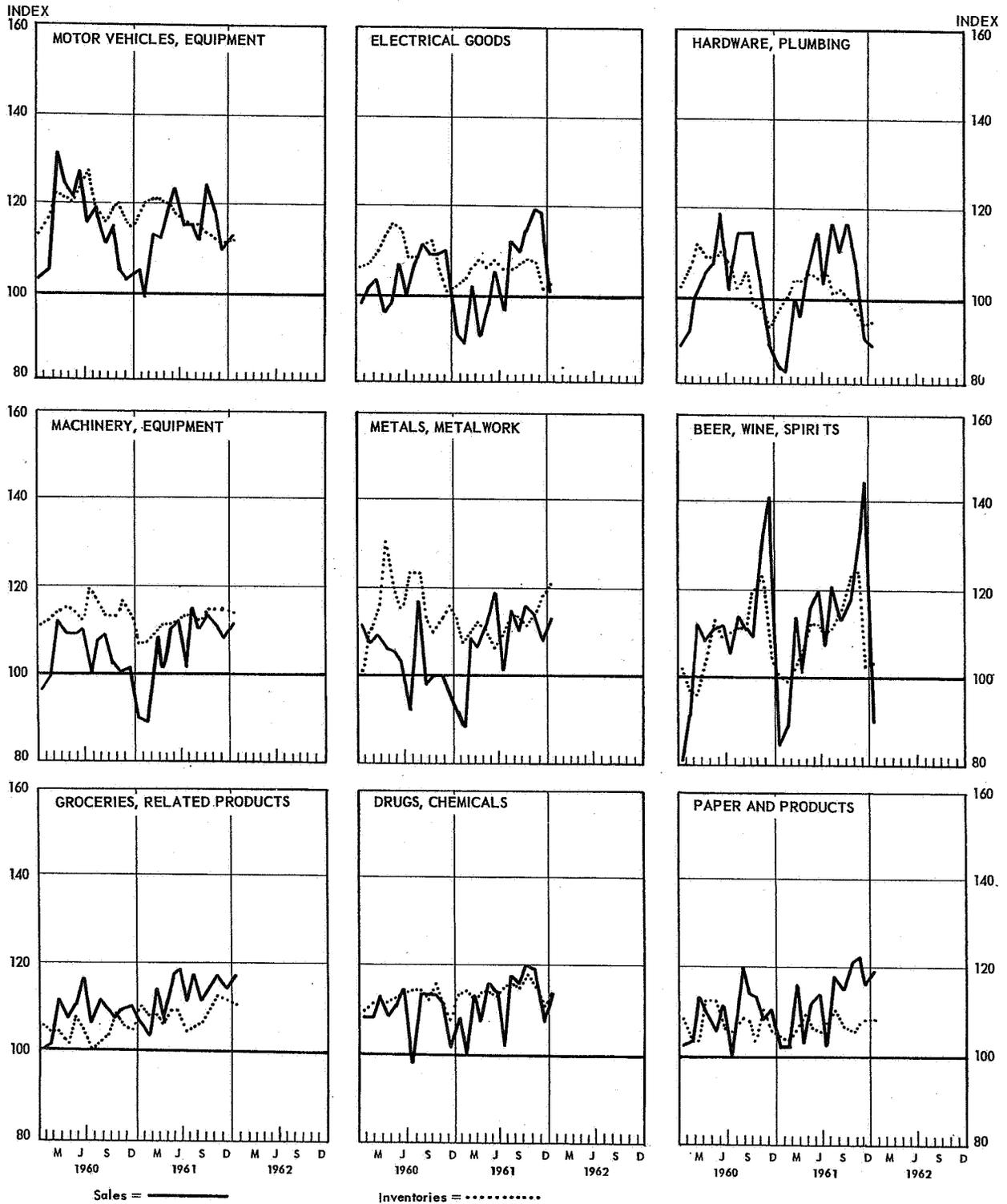
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate. } See page 16, Estimating Procedure.

r Corrections to this kind of business for 1960 and 1961 have been carried to both the group and U. S. totals.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

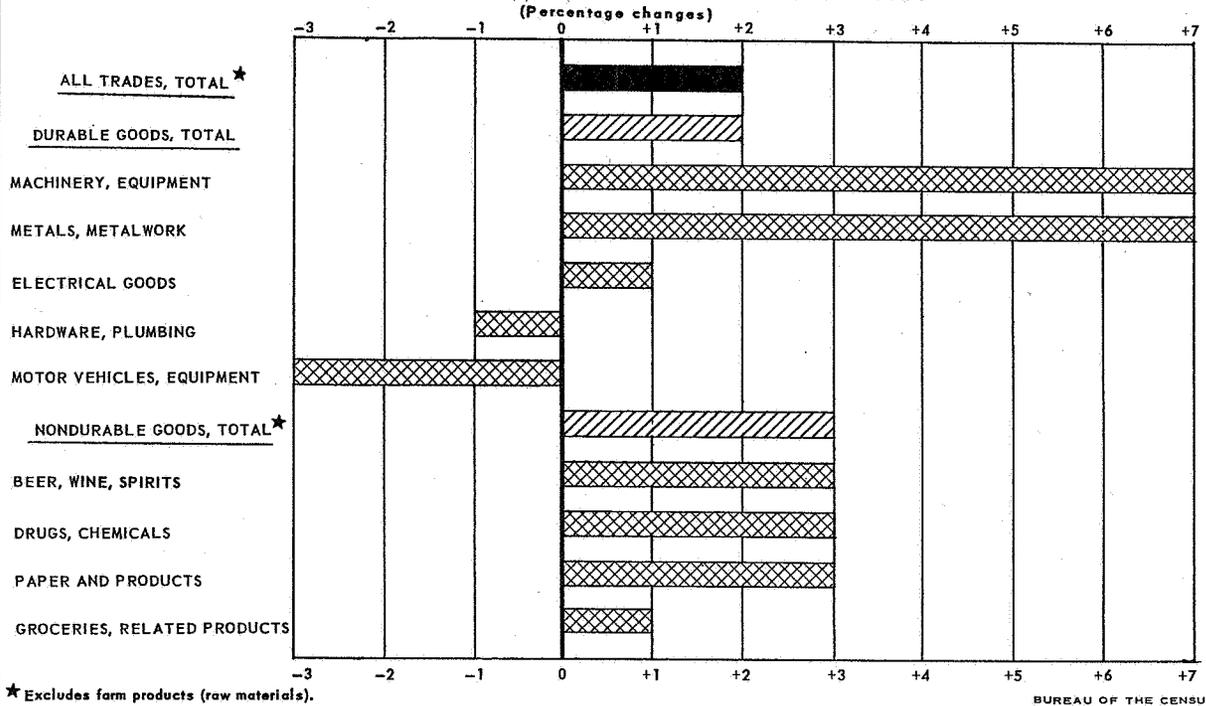
Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: JANUARY 1962

Kind of business	Sales		Inventories end-of-month (at cost)	
	January 1962 from--		January 1962 from--	
	January 1961	December 1961	January 1961	December 1961
MERCHANT WHOLESALERS, TOTAL.....	+12	-3	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+12	-3	+2	0
DURABLE GOODS, TOTAL.....	+16	-1	+2	0
Motor vehicles, automotive equipment, total.....	+8	+4	-3	+1
Automobiles, other motor vehicles.....	+22	+3	-15	+2
Automotive equipment, tires, tubes.....	+3	+5	0	+1
Electrical goods, total.....	+12	-14	+1	+1
Electrical supplies, apparatus.....	+11	-13	+2	+1
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+13	-15	0	+1
Furniture, home furnishings, total.....	+18	-4	+5	+1
Furniture-household, office.....	+9	-6	-12	0
Home furnishings, floor coverings.....	+21	-3	+11	+2
Hardware, plumbing, heating equipment, supplies, total.....	+7	-2	-1	+1
Hardware.....	+9	-1	+2	+5
Plumbing and heating equipment, supplies.....	+10	-1	-2	-1
Air conditioning, refrigeration equipment, supplies.....	-17	-11	-15	-1
Lumber, construction materials, total.....	+6	0	-7	-2
Lumber, millwork.....	+7	+3	-2	-2
Construction materials.....	+5	-5	-14	-3
Machinery, equipment, supplies, total.....	+25	+4	+7	-1
Commercial, industrial machinery, equipment, supplies.....	+31	+4	+2	-3
Commercial machines, equipment.....	+3	-14	+4	-3
Construction machinery, equipment.....	+17	0	-7	-5
Industrial machinery, equipment, supplies.....	+44	+10	+8	-2
Professional equipment, supplies.....	+17	+2	+6	+1
Surgical, medical, hospital supplies.....	+19	+3	+13	+6
Service-establishment equipment, supplies.....	+13	+4	+14	+2
Metals, metalwork (except scrap), total.....	+24	+5	+7	+3
Iron, steel, and products.....	+25	+12	+4	+2
Nonferrous metals.....	+21	-9	+24	+5
Scrap, waste materials, total.....	+22	+13	+5	-6
Iron, steel scrap.....	+34	+10	+7	-3
Waste materials.....	+8	+16	+2	-9
Jewelry.....	+5	-39	-3	+3
NONDURABLE GOODS, TOTAL.....	+9	-5	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+9	-5	+3	+1
Groceries and related products, total.....	+11	+3	+1	-1
General-line groceries.....	+10	+4	+9	0
Voluntary groups.....	+6	+6	+5	-2
Retailer cooperatives.....	+13	+4	+11	+1
Nonaffiliated.....	+12	+3	+11	0
Specialty-line groceries.....	+10	+5	-6	+1
Confectionery.....	+10	-6	-4	0
Meats, meat products.....	+22	+6	+13	-12
Poultry, poultry products.....	-3	-3	-30	-1
Fresh fruits, vegetables.....	+8	-4	-24	+10
Beer, wine, distilled alcoholic beverages, total.....	+13	-35	+3	+1
Beer.....	+3	-16	-6	+1
Wine, distilled spirits.....	+19	-43	+5	+1
Drugs, chemicals, allied products, total.....	+7	+7	+3	+2
Drugs, drug proprietaries, druggists' sundries.....	+5	+6	+3	+2
General-line drugs.....	+10	+17	+1	+3
Paints, varnishes.....	+18	+11	0	+2
Other chemicals, allied products.....	+8	+7	+5	+1
Tobacco, tobacco products.....	+10	-8	+6	+2
Dry goods, apparel, total.....	+11	+1	-6	+1
Apparel and accessories, hosiery, lingerie, footwear.....	+9	-15	+4	+5
Dry goods, notions.....	+6	+14	-14	-1
Piece goods converters.....	+20	+14	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+16	+2	+3	0
Paper.....	+12	+3	+6	+1
Stationery, office supplies.....	(X)	(X)	(X)	(X)
Farm products, raw materials.....	+12	-7	(X)	(X)
Cotton.....	+17	-8	(X)	(X)
Grain.....	+11	-9	(X)	(X)
Other nondurable goods, total.....	+1	-8	+12	+1
Amusement, sporting goods.....	+20	-34	+7	+2
Books, magazines, newspapers.....	+3	-2	+20	+3
Coal.....	-3	+3	-15	-19
Farm supplies.....	+15	+24	+15	+6

<sup>r</sup> Revised since Advance Release dated March 1, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

### INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS JANUARY 1962 COMPARED WITH JANUARY 1961



### STOCK-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS JANUARY 1962 COMPARED WITH JANUARY 1961

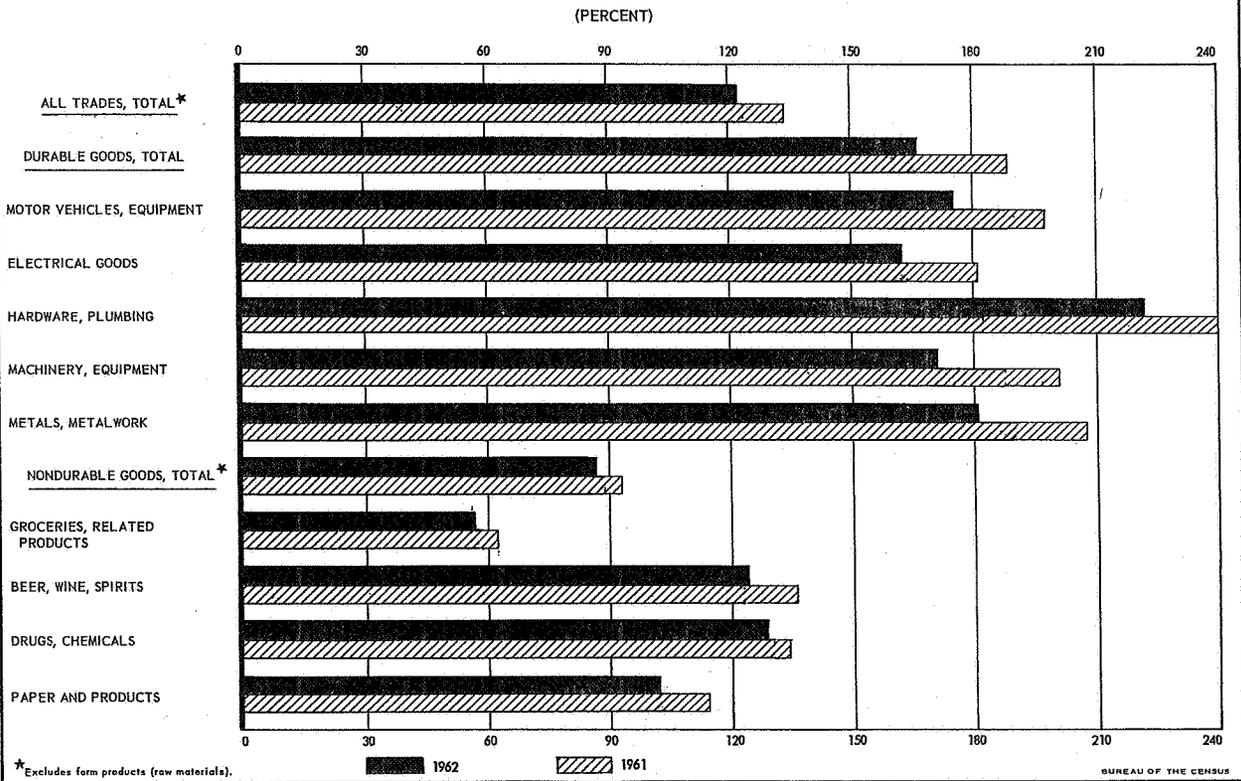


Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

JANUARY 1962

Kind of business and geographic division (see map page 12)	Sales		Inventory, end-of-month (at cost)	
	January 1962 from--		January 1962 from--	
	January 1961	December 1961	January 1961	December 1961
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+12	-3	+2	0
New England.....	+23	-8	+7	+1
Middle Atlantic.....	+13	-2	0	0
East North Central.....	+12	-7	+3	+1
West North Central.....	+10	-1	+7	+1
South Atlantic.....	+19	-1	+10	+2
East South Central.....	-5	-5	-8	+2
West South Central.....	+5	-1	-7	+1
Mountain.....	+2	-4	+3	+3
Pacific.....	+14	-2	+5	-2
Automotive equipment, tire, tubes.....	+3	+5	0	+1
Middle Atlantic.....	-10	-3	(X)	(X)
East North Central.....	+8	0	+5	+4
West North Central.....	+9	+6	-11	+1
South Atlantic.....	+3	+16	-12	0
East South Central.....	+3	+21	-5	+4
West South Central.....	+4	+6	-5	-2
Mountain.....	(X)	(X)	+19	+1
Pacific.....	-2	+12	(X)	(X)
Electrical supplies, apparatus.....	+11	-13	+2	+1
Middle Atlantic.....	+28	-14	+17	0
East North Central.....	+5	-14	-3	+2
West North Central.....	-5	-25	-11	+2
South Atlantic.....	-3	-12	-18	-2
East South Central.....	+13	-11	+7	+3
West South Central.....	(X)	(X)	+14	+6
Mountain.....	+17	-9	-18	+3
Pacific.....	+20	-15	+11	0
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+13	-15	0	+1
New England.....	+32	-12	+18	0
Middle Atlantic.....	+14	-18	-6	+2
East North Central.....	(X)	(X)	-1	+1
West North Central.....	+15	-18	-14	+4
East South Central.....	-24	-25	-30	-3
West South Central.....	+41	-2	+15	0
Mountain.....	(X)	(X)	+63	+3
Pacific.....	+10	-11	-1	-1
Furniture, home furnishings, total.....	+18	-4	+5	+1
New England.....	+36	-16	(X)	(X)
Middle Atlantic.....	+5	-2	(X)	(X)
East North Central.....	+27	0	(X)	(X)
West North Central.....	+43	-21	+67	0
South Atlantic.....	-4	-18	(X)	(X)
West South Central.....	+30	-10	+24	-3
Hardware.....	+9	-1	+2	+5
Middle Atlantic.....	+11	-9	(X)	(X)
East North Central.....	+6	-5	-4	+5
West North Central.....	+13	+4	+15	+12
South Atlantic.....	+31	-1	+10	+3
East South Central.....	-26	+6	-8	+6
West South Central.....	0	+3	-10	+6
Pacific.....	+13	-1	+5	+3
Plumbing and heating equipment, supplies.....	+10	-1	-2	-1
Middle Atlantic.....	+22	+2	(X)	(X)
East North Central.....	-11	-8	-13	-1
West North Central.....	-27	-7	-11	-2
South Atlantic.....	+35	-10	+20	+3
East South Central.....	-8	+2	-23	+2
West South Central.....	+22	+3	+9	0
Mountain.....	+14	+1	+29	-3
Pacific.....	+34	+9	+14	0
Lumber, construction materials, total.....	+6	0	-7	-2
New England.....	+53	-17	(X)	(X)
Middle Atlantic.....	+20	+3	(X)	(X)
East North Central.....	+28	+2	(X)	(X)
West North Central.....	-14	-6	-13	-5
South Atlantic.....	0	-6	+23	-1
West South Central.....	(X)	(X)	-29	-6
Mountain.....	(X)	(X)	-12	+1
Pacific.....	+8	+5	-10	-3

See footnotes at end of table 5, page 13.

# UNITED STATES, BY GEOGRAPHIC DIVISION

## SALES OF MERCHANT WHOLESALERS JANUARY 1962 COMPARED WITH JANUARY 1961

(Percentage change)

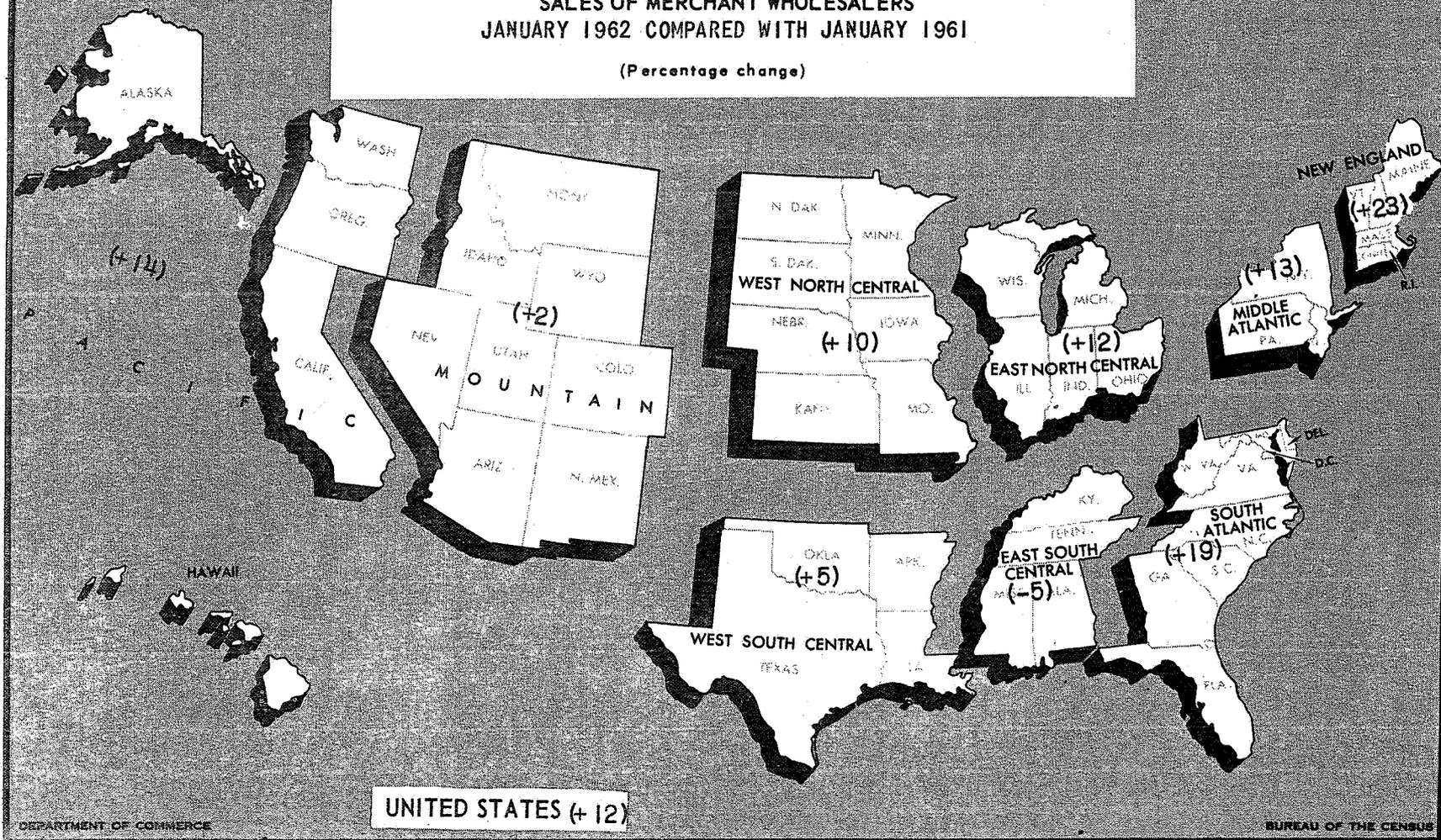


Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

Kind of business and geographic division (see map page 12)	Sales		Inventory, end-of-month (at cost)	
	January 1962 from--		January 1962 from--	
	January 1961	December 1961	January 1961	December 1961
Industrial machinery, equipment supplies.....	+44	+10	+8	-2
New England.....	(X)	(X)	+13	+1
East North Central.....	+62	+17	-7	-3
West North Central.....	+13	+15	-7	0
South Atlantic.....	+41	+16	(X)	(X)
East South Central.....	-15	+1	+9	+4
West South Central.....	+23	+3	-2	+5
Mountain.....	(X)	(X)	+24	+2
Pacific.....	+36	+2	+33	-3
General-line groceries.....	+10	+4	+9	0
New England.....	+1	+8	-1	+1
Middle Atlantic.....	-14	-3	-15	-1
East North Central.....	0	+4	-11	-1
West North Central.....	+25	+4	+35	0
South Atlantic.....	+31	+5	+24	0
East South Central.....	+25	+6	+25	+7
West South Central.....	+25	+6	+17	-3
Mountain.....	+12	+6	+28	+1
Pacific.....	+18	+8	+30	-1
Specialty-line groceries.....	+10	+5	-6	+1
New England.....	+16	+8	-10	+4
Middle Atlantic.....	+23	+9	(X)	(X)
East North Central.....	+6	-2	-24	+2
West North Central.....	(X)	(X)	+54	+3
South Atlantic.....	+27	+2	(X)	(X)
East South Central.....	+6	+13	-24	-1
Mountain.....	+13	+7	-48	+2
Pacific.....	-10	+1	-9	-3
Fresh fruits, vegetables.....	+8	-4	-24	+10
New England.....	+4	-1	(X)	(X)
Middle Atlantic.....	+19	+5	-21	+2
East North Central.....	+4	-7	(X)	(X)
West North Central.....	-4	+4	-15	+5
West South Central.....	+11	-3	-45	+13
Drugs, drug proprietaries, druggists' sundries.....	+5	+6	+3	+2
Middle Atlantic.....	-6	+1	(X)	(X)
East North Central.....	+10	+5	+6	0
West North Central.....	+23	+20	-13	+3
South Atlantic.....	-1	+3	+10	+4
East South Central.....	+44	+17	+12	+3
West South Central.....	(X)	(X)	+5	+1
Pacific.....	+17	+16	-2	0
Tobacco, tobacco products.....	+10	-8	+6	+2
New England.....	+1	-17	(X)	(X)
Middle Atlantic.....	+9	-5	(X)	(X)
East North Central.....	-4	-11	-6	+1
West North Central.....	+14	-4	(X)	(X)
South Atlantic.....	+13	-16	+10	+6
East South Central.....	+4	-5	-6	+1
West South Central.....	+12	-2	(X)	(X)
Mountain.....	+14	-2	+60	-3
Pacific.....	(X)	-7	(X)	+4
Dry goods, apparel, total.....	+11	+1	-6	+1
Middle Atlantic.....	+13	+7	(X)	(X)
West North Central.....	(X)	-11	+10	+2
South Atlantic.....	(X)	(X)	+28	+8
West South Central.....	+11	+1	-17	-1
Pacific.....	(X)	(X)	+5	+2

X Withheld due to extreme variability of reported data or a high nonresponse rate.

<sup>1</sup> Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

15

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials).....	5,026	336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	193	184
Service-establishment equipment, supplies.....	139	96	Paper, paper products, excluding wallpaper, total.....	537	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5326	369	594	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group. Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

#### 1961 estimates

The January 1961 "composite" estimate for the new series is a simple average of two January 1961 unbiased estimates—one obtained as the current month in the January 1961 survey and the second obtained as the previous month data in the February 1961 survey. The February 1961 preliminary "composite" estimate is a weighted average of two estimates; (a) the current month unbiased estimate (weight .5) and (b) a ratio estimate (weight .5) obtained by multiplying the above previous month composite estimate by the current to previous month ratio obtained from the current month reports. For all future months the preliminary composite estimates will be derived in the same manner except that the unbiased estimate will have a weight of .3 and the ratio estimate will have a weight of .7.

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same months obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 1960 estimates

The 1960 estimates are derived by dividing the 1961 composite estimates for a given month by the ratio from the same month a year ago obtained from the summation of weighted data from identical firms (i.e., those reporting data for both the current month and the same month a year ago). The 1960 estimates should not be regarded as an unbiased estimate since they do not necessarily reflect the net change due to births and deaths during the period compared. However, they are believed to represent the change from a year ago more accurately than if a comparison were made between the current month estimate from the new series and the same month a year ago in the old series.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 12 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1961. The published estimate is \$4,915 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$4,915 million by .01; we obtain \$49 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,866 and \$4,964 million. Doubling the given median sampling error gives us the limits, \$4,817 to \$5,013 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1961 to May 1961 for all durable goods. This ratio of change, obtained by dividing \$4,915 million by \$4,494 million, is 1.094 (it can also be expressed as a 9% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.094 by .006 we obtain .007 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.087 to 1.101 (that is, that the April to May change was between a 9% and 10% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.080 to 1.108.

Table 8. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales					Inventories			
	Sampling error of the monthly dollar estimates		Sampling error of the month-to-month ratios		Sampling error of cumulative estimates	Sampling error of the monthly dollar estimates		Sampling error of the month-to-month ratios	
	Range	Median	Range	Median		Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	0.6	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.6	0.5	0.5	0.6-0.8	0.7	0.1-0.8	0.2
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	0.6	-	-	0.2-0.6	0.3
Motor vehicles, automotive equipment, total.....	2-3	3	1-2	2	2	3-4	3	0.3-0.9	0.6
Automobiles, other motor vehicles.....	4-6	5	3-6	4	3	-	-	1.0-1.8	1.5
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	3	3-4	4	0.3-1.0	0.6
Electrical goods, total.....	2-4	3	1-2	1	3	2-3	2	0.4-1.2	0.5
Electrical supplies, apparatus.....	2-3	2	1-2	1	2	2-3	3	0.4-0.8	0.6
Electrical appliances, TV, radio sets, electronic parts.....	3-7	4	1-3	2	3	3-3	3	0.6-5.9	0.8
Furniture, home furnishings, total.....	3-4	3	1-2	2	3	-	-	0.6-1.3	0.8
Furniture-household, office.....	3-6	5	2-5	4	4	-	-	0.8-1.5	1.2
Home furnishings, floor coverings.....	3-5	4	2-3	2	4	-	-	0.6-1.6	1.2
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2	2-2	2	0.3-0.6	0.5
Hardware.....	3-4	3	1-3	3	2	2-3	2	0.5-1.4	0.6
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3	4-4	4	0.3-1.0	0.7
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	5	-	-	-	0.8-1.7	1.0
Lumber, construction materials, total.....	2-3	3	1-2	1	2	-	-	0.6-3.0	0.8
Lumber, millwork.....	3-5	4	1-2	2	3	-	-	0.7-1.8	1.2
Construction materials.....	3-4	4	2-4	3	4	-	-	0.7-6.5	0.8
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	1	1-2	2	0.3-0.9	0.6
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	-	-	NA	NA
Commercial machines, equipment.....	-	-	3-7	4	-	-	-	0.6-2.1	1.3
Construction machinery, equipment.....	5-8	7	2-6	5	6	-	-	0.8-1.9	0.9
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	2	2-4	3	0.6-1.9	0.7
Professional equipment, supplies.....	3-5	4	2-3	2	3	-	-	0.4-0.9	0.7
Surgical, medical, hospital supplies.....	-	-	3-5	-	-	-	-	0.6-1.6	0.8
Service establishment equipment, supplies.....	4-7	6	2-3	3	5	-	-	0.5-3.3	1.0
Metals, metalwork (except scrap), total.....	3-4	4	2-4	3	3	2-4	3	0.4-3.3	0.5
Iron, steel and products.....	4-5	5	2-5	3	4	2-5	3	0.4-3.9	0.6
Nonferrous metals.....	2-4	3	2-4	2	2	-	-	0.7-1.3	0.9
Scrap, waste materials, total.....	3-4	4	2-5	3	2	-	-	0.7-3.8	1.3
Iron, steel scrap.....	4-6	5	2-6	4	4	-	-	0.9-5.4	1.7
Waste materials.....	5-6	5	2-5	3	5	-	-	0.8-3.2	1.3
Jewelry.....	-	-	2-6	3	-	-	-	0.4-1.9	1.0
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	0.9	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	0.8	-	-	0.2-0.5	0.4
Groceries and related products, total.....	2-2	2	1-1	1	2	2-4	3	0.4-1.5	0.6
General-line groceries.....	2-3	3	1-1	1	3	2-3	3	0.4-0.8	0.6
Voluntary groups.....	-	-	1-1	1	4	-	-	0.5-1.3	0.7
Retailer-cooperatives.....	-	-	1-2	1	5	-	-	1.0-1.2	1.0
Nonaffiliated.....	-	-	1-2	2	4	-	-	1.1-1.3	1.2
Specialty-line groceries.....	3-4	3	1-3	2	3	-	-	0.6-1.4	1.1
Confectionery.....	4-5	4	1-3	2	4	-	-	0.6-1.9	1.2
Meat, meat products.....	5-8	6	1-3	2	7	-	-	1.8-18.0	5.5
Poultry, poultry products.....	4-6	4	1-6	2	4	-	-	1.7-4.9	2.1
Fresh fruit, vegetable.....	3-5	4	2-6	2	3	-	-	1.0-4.6	1.6
Beer, wine, distilled alcoholic beverages, total.....	3-3	3	1-2	1	2	5-6	6	0.9-1.8	1.1
Beer.....	2-3	3	1-2	1	3	-	-	1.4-3.3	2.1
Wine, distilled spirits.....	4-5	5	1-2	2	4	7-8	7	0.9-2.3	1.2
Drugs, chemicals, allied products, total.....	2-2	2	1-1	1	3	2-3	2	0.4-1.0	0.5
Drugs, drug proprietaries, druggists' sundries.....	3-3	3	1-2	1	3	2-3	2	0.3-0.7	0.5
General-line drugs.....	-	-	1-1	-	2	-	-	0.1-0.4	0.3
Paints, varnishes.....	3-7	4	1-3	2	3	-	-	0.5-1.8	0.7
Other chemicals, allied products.....	3-4	4	2-3	2	4	-	-	0.7-3.8	1.2
Tobacco, tobacco products.....	2-4	3	1-1	1	2	-	-	0.6-2.7	0.7
Dry goods, apparel, total.....	2-3	2	1-2	2	1	-	-	0.4-1.0	0.5
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	3	3	-	-	1.0-2.2	1.1
Dry goods, notions.....	4-5	4	2-4	3	3	-	-	0.5-1.9	0.9
Piece goods converters.....	-	-	1-3	2	-	-	-	0.3-1.3	0.7
Paper, paper products (excluding wallpaper), total.....	3-3	3	1-3	2	2	3-5	4	0.5-1.0	0.6
Paper.....	3-3	3	1-2	2	2	3-4	4	0.6-1.1	0.7
Stationery, office supplies.....	-	-	4-16	6	-	-	-	1.0-2.2	1.5
Farm products (raw materials), total.....	-	-	2-5	3	-	-	-	-	-
Cotton.....	-	-	4-16	6	-	-	-	-	-
Grain.....	-	-	2-5	4	-	-	-	-	-
Other farm products.....	-	-	4-9	7	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	-	-	-	0.4-1.6	1.1
Amusement, sporting goods.....	3-6	4	2-4	4	3	-	-	0.8-1.9	1.1
Books, magazines, newspapers.....	3-4	3	1-4	2	3	-	-	0.2-1.0	0.6
Coal.....	3-6	4	3-6	4	4	-	-	0.9-4.2	2.7
Farm supplies.....	5-11	6	4-8	5	4	-	-	1.1-2.9	1.9

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 7 measurements from March through September 1961. The sampling error of the cumulative sales are based on the final 11 month sales totals.

NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles; Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)**  
(Part of SIC 509)

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials**  
(Part of SIC 509)

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

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

**Jewelry**  
(Part of SIC 509)

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

**NONDURABLE GOODS**

**Groceries and Related Products**  
(SIC 504)

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages**  
(Part of SIC 509)

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

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquors.

**Drugs, Chemicals, Allied Products**  
(SIC 502)

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

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

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)—Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products—Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

FEBRUARY 1962

BW-62-2

## SALES AND INVENTORIES

FOR RELEASE  
APRIL 11, 1962<sup>1</sup>

### SALES

February 1962 sales of merchant wholesalers, estimated at \$10.8 billion, were down 5 percent from January sales but up 7 percent over February sales a year ago. The decline from January sales was due mainly to the fewer trading days in February. However, cumulative sales for the first two months of 1962 totaled \$22.3 billion, an increase of 9 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$4.4 billion in February, dropped 4 percent below the January level but were 13 percent higher than February 1961 sales. The nondurable goods trades, with sales of \$6.4 billion, indicated a sharper decline (7%) from last month's sales and a smaller gain (3%) over a year ago.

Most trades reported lower sales in February than in January but registered gains over February sales a year ago. The sharpest declines from previous month sales were shown by cotton merchants (16%) and drug wholesalers (16%); the largest gain among the 8 trades reporting increases was registered by jewelry wholesalers (7%). Compared with sales a year ago, substantial increases were shown by automobile distributors (31%), industrial machinery, equipment, supplies distributors (30%), iron, steel scrap dealers (23%) and iron, steel products distributors (21%). The sharpest decline, among the 7 trades reporting decreases from a year ago, was reported by poultry distributors (10%).

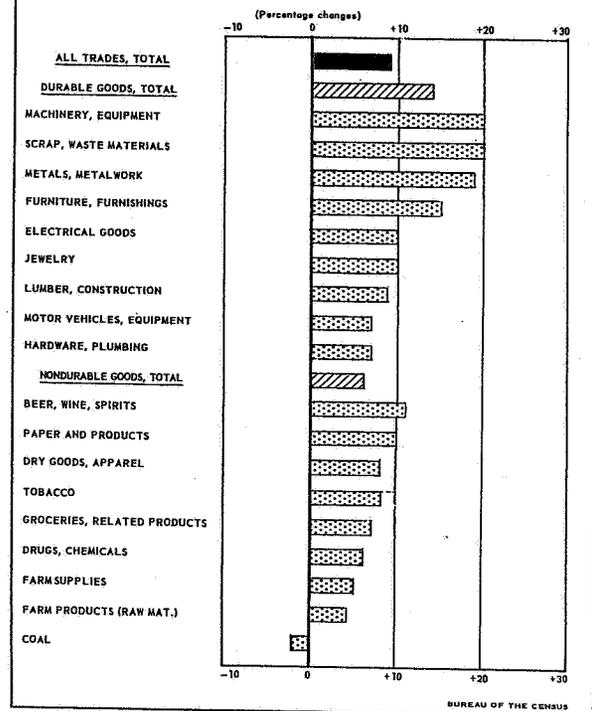
All geographic divisions reported February sales below their January levels. These declines ranged from 1 percent in the Mountain Division to 8 percent in the New England Division. Compared with a year ago, however, sales gains were registered in all geographic divisions except the West North Central, which indicated a slight (1%) decline, and the Mountain Division, which reported sales at about the same level as a year ago. The most substantial gain (13%) was experienced in the South Atlantic Division.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$12.9 billion at the end of February, showed little change from their January 31 level but were 3 percent higher than stocks on hand a year ago. Stocks in the durable goods trades rose slightly (1%) during the month, while stocks of nondurable goods dropped slightly (1%) during the same period. Both trade groups, however, reported inventories up 3 percent over a year ago.

Most trades reported relatively small changes from January 31 inventory levels. Coal wholesalers again

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—  
TWO MONTHS 1962 COMPARED WITH TWO MONTHS 1961



recorded the sharpest decline (23%) while iron, steel and products distributors and meat wholesalers reported the largest increase (6%). The principal increases over year-ago stocks were recorded by meats, meat products distributors (24%) and nonferrous metals dealers (22%), the sharpest declines by poultry, poultry products distributors (35%), and coal wholesalers (26%).

The February 1962 stock-sales ratio for merchant wholesalers was 130 percent, up 7 points over the January 1962 ratio but 6 points below the stock-sales ratio for February 1961. The February 1962 stock-sales ratio of durable goods wholesalers was 177 percent (down 19 points from February of a year ago) compared with the nondurable goods ratio of 92 percent (unchanged from February of a year ago).

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 12.

<sup>1</sup> For sale by the Bureau of the Census; Single copy—10¢, annual subscription—\$1.00  
An advance release of February 1962 data was issued on April 2, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS

1961 AND 1962

(Millions of dollars)

Kind of business	1962		1961												Total 2 mos.	
	Jan. <sup>1</sup>	Feb. <sup>2</sup>	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961	
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,830	10,153	11,843	10,891	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	22,271	20,448	
TOTAL (excluding farm products, raw materials).....	10,438	9,912	9,246	10,834	10,031	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	20,351	18,603	
DURABLE GOODS, TOTAL.....	4,601	4,433	3,918	4,739	4,494	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	9,034	7,939	
Motor vehicles, automotive equipment, total.	643	604	566	649	643	674	705	659	660	638	712	674	623	1,247	1,166	
Automobiles, other motor vehicles.....	209	218	166	196	188	197	200	197	166	179	217	216	204	426	338	
Automotive equipment, tires, tubes.....	434	387	401	453	455	477	504	462	495	459	495	458	419	821	829	
Electrical goods, total.....	699	676	616	705	629	677	726	671	776	760	800	822	820	1,375	1,244	
Electrical supplies, apparatus.....	290	284	258	297	285	314	314	299	340	311	342	343	335	574	521	
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	392	358	408	344	363	412	372	436	449	458	479	486	801	723	
Furniture, home furnishings, total.....	234	234	203	258	232	249	244	213	273	250	285	272	248	468	406	
Furniture-household, office.....	63	63	58	68	67	72	77	62	80	69	79	71	70	125	118	
Home furnishings, floor coverings.....	171	171	145	190	166	177	167	150	193	180	206	201	178	343	288	
Hardware, plumbing, heating equipment, supplies, total.....	459	453	421	514	494	544	591	527	598	567	600	549	467	912	849	
Hardware.....	181	187	169	216	198	206	212	188	217	215	234	212	183	368	335	
Plumbing and heating equipment, supplies..	233	222	207	239	238	273	303	274	312	290	308	285	236	455	419	
Lumber, construction materials, total.....	458	444	400	527	531	614	625	569	640	585	622	571	452	903	826	
Lumber, millwork.....	316	307	273	360	364	415	418	364	406	380	404	372	302	623	563	
Construction materials.....	143	137	128	167	167	199	206	205	233	205	218	199	149	280	263	
Machinery, equipment, supplies, total.....	1,250	1,201	1,015	1,228	1,145	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	2,452	2,035	
Commercial, industrial, machinery equipment, supplies.....	911	871	700	824	777	878	883	795	930	888	901	897	890	1,782	1,404	
Construction machinery, equipment.....	151	158	134	152	172	207	186	167	192	191	175	170	162	309	272	
Industrial machinery, equipment, supplies.....	669	627	484	579	508	567	596	539	632	594	624	630	627	1,296	965	
Professional equipment, supplies.....	141	131	121	135	122	131	139	136	152	153	147	142	137	271	241	
Service-establishment equipment, supplies.	106	99	92	110	102	107	110	104	114	109	121	115	105	205	188	
Metals, metalwork (except scrap), total.....	508	469	401	492	456	507	543	461	527	502	531	519	493	977	819	
Iron, steel, and products.....	359	331	275	351	321	355	375	312	364	342	364	354	330	690	570	
Nonferrous metals.....	148	138	126	141	135	152	168	150	163	160	167	164	164	286	249	
Scrap, waste materials, total.....	286	281	235	288	292	317	317	285	305	289	328	296	257	567	472	
Iron, steel scrap.....	170	163	133	165	185	201	198	183	188	180	208	182	155	333	260	
Waste materials.....	116	118	102	123	106	116	119	101	117	109	120	114	102	234	212	
NONDURABLE GOODS, TOTAL.....	6,840	6,397	6,235	7,104	6,397	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	13,237	12,509	
TOTAL (excluding farm products, raw materials).....	5,837	5,480	5,328	6,095	5,537	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	11,317	10,664	
Groceries and related products, total.....	2,495	2,279	2,197	2,420	2,266	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	4,775	4,450	
General-line groceries.....	876	818	775	829	779	835	857	801	865	838	864	880	839	1,694	1,569	
Specialty-line groceries.....	759	685	672	754	699	753	743	714	758	713	716	735	726	1,444	1,369	
Confectionery.....	68	66	71	72	66	71	74	67	74	71	79	73	73	134	134	
Meats, meat products.....	422	370	337	365	349	391	387	368	404	389	419	417	399	793	682	
Poultry, poultry products.....	112	99	111	128	111	119	120	109	114	97	112	126	116	212	227	
Fresh fruits, vegetables.....	258	240	230	272	262	319	328	306	278	248	242	255	268	498	468	
Beer, wine, distilled alcoholic beverages, total.....	522	546	501	639	567	653	675	601	676	635	661	748	811	1,076	970	
Beer.....	203	201	201	244	225	275	307	294	309	267	247	241	241	404	397	
Wine, distilled spirits.....	327	346	300	395	342	378	369	308	367	368	414	507	570	672	574	
Drugs, chemicals, allied products, total....	472	423	408	464	436	474	468	419	483	473	491	487	438	896	848	
Drugs, drug proprietaries, druggists' sundries.....	291	248	256	283	263	275	272	247	282	283	292	300	272	539	532	
Paints, varnishes.....	24	23	21	29	29	32	33	29	34	30	31	28	27	47	42	
Other chemicals, allied products.....	158	152	131	152	144	167	163	143	168	160	167	159	143	309	274	
Tobacco, tobacco products.....	346	332	310	358	328	366	380	356	382	365	368	368	380	678	627	
Dry goods, apparel, total.....	550	543	525	629	514	549	561	510	638	583	655	649	533	1,093	1,012	
Apparel and accessories, hosiery, lingerie, footwear.....	217	225	225	271	198	218	213	227	291	262	287	293	241	442	414	
Dry goods, notions.....	197	186	177	215	188	205	215	186	221	199	221	215	172	383	361	
Paper, paper products, excluding wallpaper, total.....	374	339	324	370	328	355	364	324	376	365	385	388	368	713	647	
Paper.....	305	279	266	310	277	294	307	271	312	300	318	319	295	584	536	
Amusement, sporting goods.....	104	101	91	116	112	125	135	130	151	154	167	168	158	205	177	
Books, magazines, newspapers.....	79	74	70	78	69	72	77	77	83	81	84	82	82	154	147	
Coal.....	71	67	69	64	59	59	60	56	64	65	71	68	68	138	141	
Farm supplies.....	162	172	170	236	214	203	182	143	147	141	142	132	136	334	317	

<sup>1</sup> Final estimate.

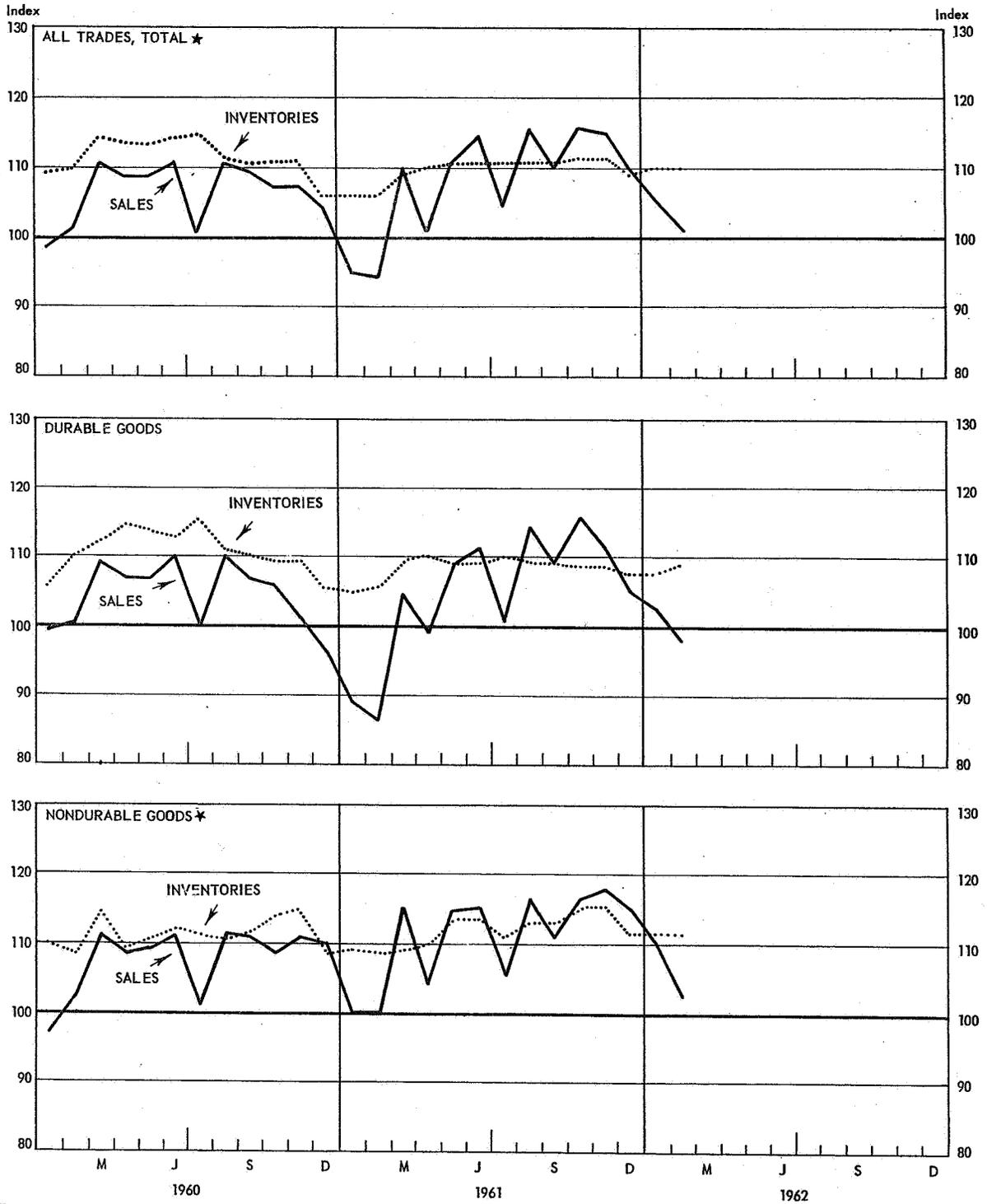
See page 12, Estimating Procedures.

<sup>2</sup> Preliminary estimate.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

BUREAU OF THE CENSUS

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Millions of dollars)												
	1962		1961										
	Jan. <sup>1</sup>	Feb. <sup>2</sup>	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,931	12,578	12,815	12,920	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,872	7,660	7,877	7,953	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,150	1,220	1,231	1,226	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	912	922	936	951	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,157	1,185	1,149	1,179	1,199	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	459	449	462	469	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	726	700	717	730	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,023	1,048	1,056	1,097	1,096	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	446	438	448	448	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	525	546	544	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,182	2,049	2,093	2,129	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	908	822	839	868	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	977	826	845	863	847	816	837	875	873	851	876	910
Iron, steel, and products.....	769	815	694	690	712	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,058	4,917	4,938	4,967	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,412	1,363	1,361	1,344	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	706	659	680	661	666	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	660	628	644	668	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	551	542	496	509	513	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	606	604	595	603	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	414	411	410	413	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total....	366	366	364	373	386	375	371	379	390	374	370	380	383
Paper.....	299	301	293	302	307	296	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

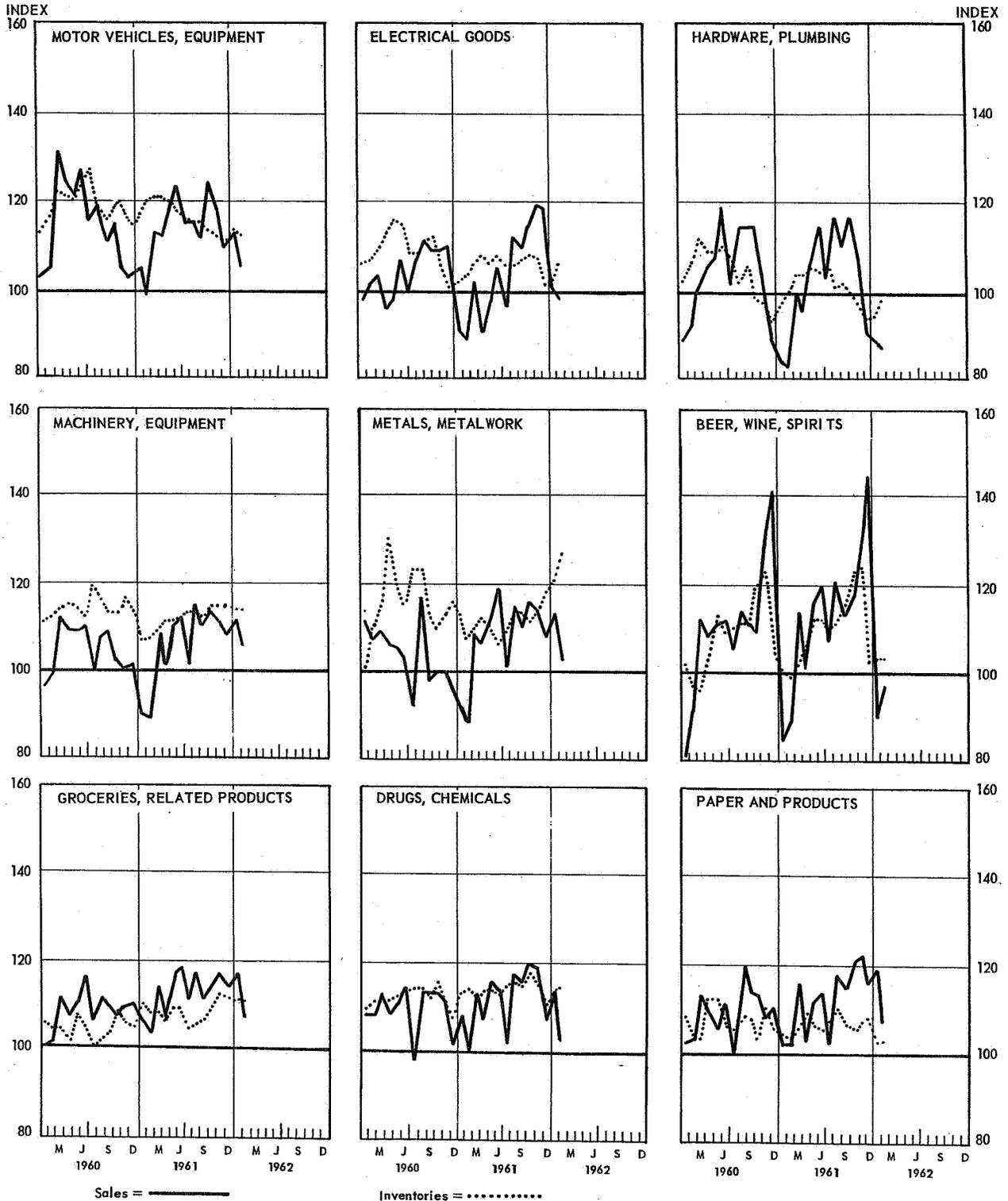
Kind of business	(Percent)												
	1962		1961										
	Jan. <sup>1</sup>	Feb. <sup>2</sup>	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	130	136	118	129	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	177	196	166	177	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	216	190	191	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	236	230	207	209	201	184	201	186	203	183	195	213
Electrical goods, total.....	166	175	187	167	191	175	163	174	152	157	150	144	138
Electrical supplies, apparatus.....	158	161	174	156	165	150	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	185	196	176	212	196	173	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total..	223	232	251	213	222	204	186	212	179	190	176	189	214
Hardware.....	240	239	259	207	226	221	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	216	232	254	228	229	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	180	202	170	186	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	145	170	145	171	152	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	183	208	206	172	189	168	152	182	166	174	160	169	184
Iron, steel, and products.....	214	246	252	197	222	198	186	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	92	92	81	90	84	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	62	56	59	56	55	56	54	57	57	57	58
General-line groceries.....	79	86	85	82	85	80	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total.....	127	121	125	101	118	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	168	157	165	129	150	146	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	128	143	148	128	138	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	166	160	145	157	148	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total....	98	108	112	101	118	106	102	117	104	102	96	98	104
Paper.....	98	108	110	97	111	101	101	113	98	98	93	96	106

<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate. } See page 12, Estimating Procedure.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



BUREAU OF THE CENSUS

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

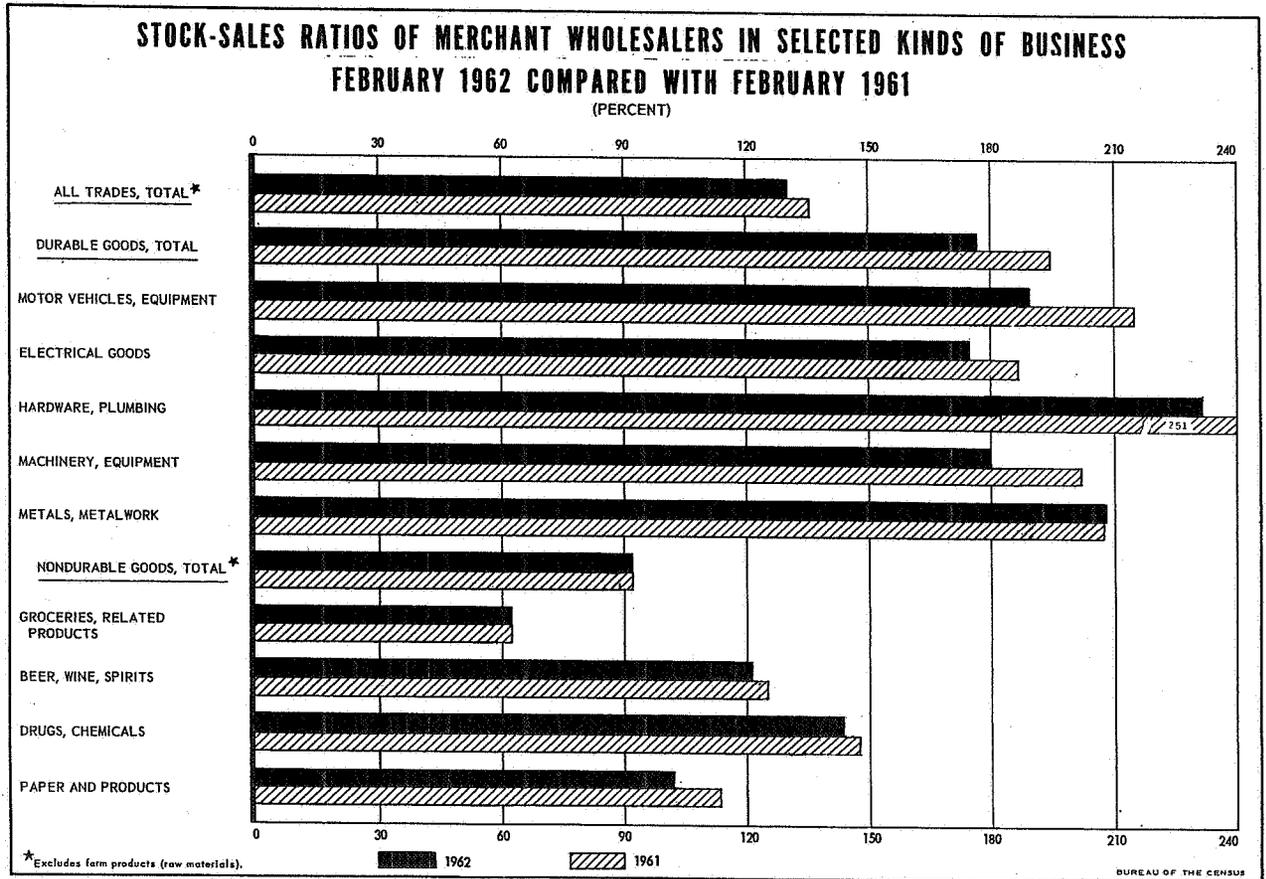
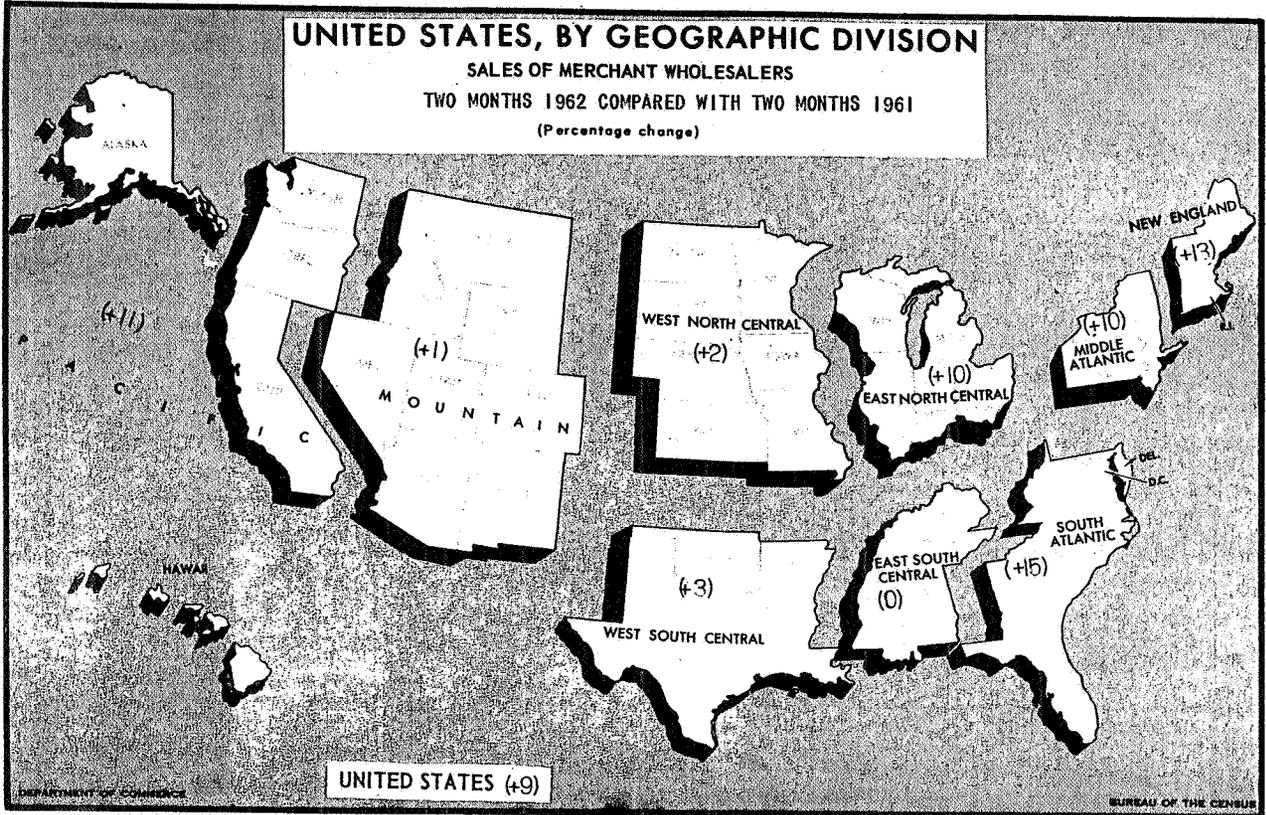


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: FEBRUARY 1962

Kind of business	Sales			Inventories end-of-month (at cost)	
	February 1962 from--		2 mos. 1962 from 2 mos. 1961	February 1962 from--	
	February 1961	January 1962		February 1961	January 1962
MERCHANT WHOLESALERS, TOTAL.....	+7	-5	+9	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+7	-5	+9	+3	0
DURABLE GOODS, TOTAL.....	+13	r-4	r+14	+3	+1
Motor vehicles, automotive equipment, total.....	+6	-6	+7	-6	-1
Automobiles, other motor vehicles.....	+31	+4	+26	-21	-5
Automotive equipment, tires, tubes.....	-4	-11	-1	-1	0
Electrical goods, total.....	+10	-3	+10	+3	+2
Electrical supplies, apparatus.....	+10	-2	+10	+2	0
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+10	-4	+11	+4	+4
Furniture, home furnishings, total.....	+15	0	+15	+3	+1
Furniture-household, office.....	+9	0	+6	-12	+1
Home furnishings, floor coverings.....	+18	0	+19	+8	+1
Hardware, plumbing, heating equipment, supplies, total.....	+8	-1	+7	-1	+2
Hardware.....	+11	+3	+10	+2	+3
Plumbing and heating equipment, supplies.....	r+8	-5	+9	-2	+2
Air conditioning, refrigeration equipment, supplies.....	r-4	r-3	-7	-6	+2
Lumber, construction materials, total.....	+11	-3	+9	-6	+2
Lumber, millwork.....	+13	-3	+11	-9	+3
Construction materials.....	+7	-4	+6	-1	0
Machinery, equipment, supplies, total.....	r+18	r-4	r+20	+6	0
Commercial, industrial machinery, equipment, supplies.....	+24	-4	+27	+6	+1
Commercial machines, equipment.....	+5	-6	+6	+12	+1
Construction machinery, equipment.....	+17	+5	+13	-4	+1
Industrial machinery, equipment, supplies.....	r+30	-6	r+34	+10	0
Professional equipment, supplies.....	r+8	r-7	r+12	+6	+1
Surgical, medical, hospital supplies.....	+15	-4	+18	+17	+2
Service-establishment equipment, supplies.....	+7	-7	+9	+7	0
Metals, metalwork (except scrap), total.....	+17	-6	+19	+18	+5
Iron, steel, and products.....	+21	-8	+21	+17	+6
Nonferrous metals.....	+9	-7	+15	+22	+2
Scrap, waste materials, total.....	+19	-2	+20	-3	-3
Iron, steel scrap.....	+23	-4	+28	-2	-3
Waste materials.....	+15	+2	+10	-4	-2
Jewelry.....	+13	+7	+10	+1	+3
NONDURABLE GOODS, TOTAL.....	+3	-7	+6	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+3	-6	+6	+3	-1
Groceries and related products, total.....	+4	-9	+7	+4	r+1
General-line groceries.....	+6	-7	+8	+7	+2
Voluntary groups.....	+2	-6	+3	+4	+2
Retailer cooperatives.....	+6	-4	+9	+4	+3
Nonaffiliated.....	+10	-9	+13	+12	+2
Specialty-line groceries.....	+2	-10	+5	0	r-1
Confectionery.....	-7	-2	0	-4	-5
Meats, meat products.....	r+10	-12	+16	+24	+6
Poultry, poultry products.....	-10	-11	-7	-35	r-14
Fresh fruits, vegetables.....	+5	-7	+6	r-13	r-7
Beer, wine, distilled alcoholic beverages, total.....	+9	+3	+11	+5	-2
Beer.....	0	-1	+2	-10	-4
Wine, distilled spirits.....	+15	+6	+17	+9	-2
Drugs, chemicals, allied products, total.....	+4	-10	+6	r0	+1
Drugs, drug proprietaries, druggists' supplies.....	+1	-16	+6	-1	0
General-line drugs.....	-3	-15	+1	+1	0
Paints, varnishes.....	+10	-1	+12	-7	r-1
Other chemicals, allied products.....	+15	-4	+13	r+1	r+2
Tobacco, tobacco products.....	+7	-4	+8	+3	-3
Dry goods, apparel, total.....	+4	-1	+8	-1	+1
Apparel and accessories, hosiery, lingerie, footwear.....	0	+4	+7	+13	+1
Dry goods, notions.....	+5	-5	+6	-12	+2
Piece goods converters.....	+7	-3	+13	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+5	-9	+10	0	0
Paper.....	+5	-9	+9	+2	+1
Stationery, office supplies.....	(X)	(X)	+17	(X)	(X)
Farm products, raw materials.....	+1	r-8	+4	(X)	(X)
Cotton.....	-5	-16	0	(X)	(X)
Grain.....	+1	-4	+5	(X)	(X)
Other nondurable goods, total.....	-5	-5	-1	+6	-4
Amusement, sporting goods.....	+11	-2	+16	+6	+3
Books, magazines, newspapers.....	+5	-7	+4	-5	-6
Coal.....	-4	-6	-2	-29	-23
Farm supplies.....	+1	+6	+5	+1	-10

r Revised since Advance Release dated April 2, 1962.  
X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

Kind of business and geographic division (see map page 6)	Sales*			Inventory end-of-month (at cost)	
	February 1962		2 months 1962 from 2 months 1961	February 1962	
	February 1961	January 1962		February 1961	January 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+7	-5	+9	+3	0
New England.....	+8	-8	+13	+1	+1
Middle Atlantic.....	+8	-7	+10	+2	0
East North Central.....	+7	-5	+10	+3	+1
West North Central.....	-1	-3	+2	+1	-1
South Atlantic.....	+13	-4	+15	+5	+1
East South Central.....	+2	-3	0	-2	0
West South Central.....	+3	-3	+3	-2	+1
Mountain.....	0	-1	+1	+13	+8
Pacific.....	+8	-7	+11	+7	-2
Automotive equipment, tire, tube wholesalers.....	-4	-11	-1	-1	0
New England.....	(X)	-15	(X)	(X)	0
Middle Atlantic.....	-10	-14	-10	(X)	(X)
East North Central.....	-18	-14	-8	-19	+1
West North Central.....	-17	-13	-7	-17	0
South Atlantic.....	-9	-18	-3	-11	0
East South Central.....	+11	-3	+11	+2	-1
West South Central.....	+22	+4	+10	+20	+2
Mountain.....	+25	-8	+24	(X)	+3
Pacific.....	+11	-8	+4	+2	-2
Electrical apparatus, supplies distributors.....	+10	-2	+10	+2	0
New England.....	+11	-11	+17	-5	+2
Middle Atlantic.....	+11	-2	+16	+4	+1
East North Central.....	+6	-2	+4	-1	+1
West North Central.....	-4	+4	-2	(X)	-9
South Atlantic.....	+17	0	+9	(X)	(X)
East South Central.....	-9	-10	+2	-8	+4
West South Central.....	+28	+6	+15	+20	+2
Mountain.....	+14	-5	+17	+21	+4
Pacific.....	+10	-5	+14	+7	-1
Electrical appliances, TV, radio sets, electronic parts distributors.....	+10	-4	+11	+4	+4
New England.....	-11	-18	+9	-8	+5
Middle Atlantic.....	+15	-4	+16	(X)	(X)
East North Central.....	-5	-4	-6	-8	+4
West North Central.....	-5	-6	0	-18	-4
South Atlantic.....	+23	-7	+20	+27	+13
East South Central.....	(X)	+18	(X)	(X)	+3
West South Central.....	+30	-1	+26	+7	+4
Pacific.....	+11	-2	+13	+12	-1
Furniture, home furnishings wholesalers.....	+15	0	+15	+3	+1
Middle Atlantic.....	+12	0	+11	(X)	(X)
East North Central.....	+18	-12	+24	+6	+2
West North Central.....	+17	+7	+21	(X)	+2
South Atlantic.....	+9	+12	+6	(X)	+1
Pacific.....	+15	0	+17	-11	-3
Hardware wholesalers.....	+11	+3	+10	+2	+3
New England.....	+48	+9	+40	+14	+5
Middle Atlantic.....	-16	-10	-6	(X)	(X)
East North Central.....	+7	+9	+7	-6	+2
West North Central.....	+6	-1	+5	+11	+3
East South Central.....	(X)	0	(X)	0	+1
West South Central.....	+36	+3	+20	-6	+2
Mountain.....	(X)	+11	(X)	(X)	+4
Pacific.....	+21	+2	+20	+22	+1
Plumbing, heating equipment, supplies distributors.....	+8	-5	+9	-2	+2
New England.....	+2	-9	+2	-11	+4
Middle Atlantic.....	+7	-12	+14	(X)	(X)
East North Central.....	+3	-8	0	-3	+3
West North Central.....	-5	+10	-14	+2	0
South Atlantic.....	+28	0	+32	+10	+4
East South Central.....	+1	-2	-6	-3	0
West South Central.....	+24	+11	+21	-9	0
Mountain.....	(X)	+4	(X)	(X)	+3
Pacific.....	+4	-10	+13	+10	+2
Lumber, construction materials distributors.....	+11	-3	+9	-6	-2
New England.....	-10	-11	+7	(X)	(X)
Middle Atlantic.....	+20	-12	+20	(X)	(X)
East North Central.....	-5	-9	+6	-3	+6
West North Central.....	-22	+3	-16	+1	+1
South Atlantic.....	+41	+7	+26	(X)	(X)
West South Central.....	+12	+12	+3	(X)	-1
Pacific.....	+23	-5	+17	(X)	+1

See footnotes at end of table, page 9.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS—Continued

Kind of business and geographic division (see map page 6)	Sales*			Inventory, end-of-month (at cost)	
	February 1962		2-mos. 1962 from 2-mos. 1961	February 1962	
	February 1961	January 1962		February 1961	January 1962
Industrial machinery, equipment supplies distributors.....	+30	-6	+34	+10	0
Middle Atlantic.....	+31	-16	+43	+12	0
East North Central.....	+49	+1	+50	(X)	-2
West North Central.....	-2	-9	+6	(X)	+5
South Atlantic.....	+8	-11	+21	(X)	-4
East South Central.....	(X)	+6	+4	(X)	+4
West South Central.....	+18	-6	+22	+4	+3
General-line grocery wholesalers.....	+6	-7	+8	+7	+2
New England.....	-2	-8	-4	+4	0
Middle Atlantic.....	+3	-6	-2	+4	+2
East North Central.....	+20	-2	+14	+9	+6
West North Central.....	-3	-7	+4	+6	+3
South Atlantic.....	+7	-7	+19	+11	+2
East South Central.....	-2	-14	+4	+8	+1
West South Central.....	+7	-8	+10	+3	+2
Mountain.....	+4	+2	+8	+3	+1
Pacific.....	+1	-11	+10	+11	-1
Specialty-line grocery wholesalers.....	+2	-10	+5	0	-1
New England.....	+9	-13	+8	(X)	-5
Middle Atlantic.....	+3	-12	+11	+6	+2
East North Central.....	+5	-8	+5	(X)	-4
South Atlantic.....	-6	-9	+4	(X)	-1
West South Central.....	-13	-18	-3	+3	+3
Pacific.....	-1	-9	-1	(X)	-6
West North Central.....	+4	-0	-2	-1	-2
East South Central.....	(X)	+3	(X)	(X)	(X)
Mountain.....	(X)	-8	(X)	-24	(X)
Fresh fruit, vegetable wholesalers.....	+5	-7	+6	-13	-6
New England.....	-20	-7	-11	(X)	(X)
Middle Atlantic.....	+17	-5	+18	(X)	(X)
East North Central.....	+4	-2	+5	(X)	-4
West North Central.....	-6	-5	-8	-24	-10
South Atlantic.....	(X)	-2	(X)	(X)	+3
West South Central.....	0	-3	+5	(X)	-6
East South Central.....	(X)	-6	(X)	(X)	-7
Drug wholesalers (general and specialty lines).....	-3	-15	+1	+1	0
New England.....	-18	-19	-13	-24	-5
Middle Atlantic.....	-9	-14	-8	(X)	(X)
East North Central.....	+22	-9	+21	+17	+2
West North Central.....	-7	-16	+6	-17	+1
South Atlantic.....	-7	-12	-1	+1	+1
East South Central.....	+6	-14	+19	+1	+2
West South Central.....	-1	-8	-2	+2	+2
Mountain.....	+5	-6	+2	+28	0
Pacific.....	-9	-25	+5	+3	-1
Tobacco distributors.....	+7	-4	+8	+3	-3
New England.....	+21	-1	+15	(X)	(X)
Middle Atlantic.....	+2	-6	+5	(X)	(X)
East North Central.....	+1	-7	+1	(X)	(X)
West North Central.....	+23	-2	+16	+18	-1
South Atlantic.....	+1	0	+4	-15	-5
East South Central.....	+6	-6	+3	-7	-2
West South Central.....	+18	-4	+9	+9	-3
Mountain.....	+13	0	+22	+18	+3
Pacific.....	+6	-1	+22	+31	-12
Dry goods, apparel wholesalers.....	+4	-1	+8	-1	+1
New England.....	(X)	+4	(X)	(X)	(X)
Middle Atlantic.....	+2	-5	+8	(X)	(X)
East North Central.....	+16	+20	+12	(X)	+4
South Atlantic.....	+21	(X)	+20	+19	-7
Pacific.....	(X)	+4	(X)	(X)	(X)
West South Central.....	+15	+10	+14	-13	(X)

X Withheld due to extreme variability of reported data or a high nonresponse rate.

1 Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials).....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	425	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	3481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	493	184
Service-establishment equipment, supplies.....	139	96	Paper, paper products, excluding wallpaper, total.....	347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	901	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	326	369	94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group. Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the ratio of current month to year-ago sales and inventories have not been computed for 1961 but are being computed beginning with January 1962. Generally the sampling error of the current month to a year-ago ratio will be higher than the sampling error of the current to previous month ratio and will approximate the sampling error shown for the monthly dollar estimates. Table 8 shows the current month to year-ago sampling errors for January and February 1962. These are somewhat higher than expected in future months because data in the first four months of 1961--when the revised sample was being introduced--were subject to greater variability than in later months.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 12 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1961. The published estimate is \$4,915 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$4,915 million by .01; we obtain \$49 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,866 and \$4,964 million. Doubling the given median sampling error gives us the limits, \$4,817 to \$5,013 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1961 to May 1961 for all durable goods. This ratio of change, obtained by dividing \$4,915 million by \$4,494 million, is 1.094 (it can also be expressed as a 9% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.094 by .006 we obtain .007 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.087 to 1.101 (that is, that the April to May change was between a 9% and 10% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.080 to 1.108.

Table 8. SAMPLING VARIABILITY—ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Jan. 1962	Feb. 1962			Range	Median	Jan. 1962	Feb. 1962
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	1.1	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.7	0.5	0.9	1.0	0.6-0.8	0.7	0.1-0.8	0.2	1.1	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.7	1.7	-	-	0.2-0.5	0.3	1.1	1.7
Motor vehicles, automotive equipment, total...	2-3	3	1-3	2	5	5	2-4	3	0.3-0.9	0.6	3	2
Automobiles, other motor vehicles.....	4-6	5	3-6	4	9	9	-	-	1.0-2.3	1.5	4	4
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	5	4	3-4	4	0.3-1.0	0.7	3	3
Electrical goods, total.....	2-4	3	1-2	1	NA	NA	2-3	2	0.4-1.2	0.5	3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	NA	NA	2-3	3	0.4-0.8	0.6	4	2
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	6	4	3-3	3	0.5-5.9	0.8	3	3
Furniture, home furnishings, total.....	3-4	3	1-3	2	3	5	-	-	0.6-2.1	1.0	5	3
Furniture-household, office.....	3-6	5	2-5	4	4	3	-	-	0.8-1.5	1.2	5	3
Home furnishings, floor coverings.....	3-5	4	2-4	2	5	6	-	-	0.6-2.7	1.3	6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	3	3	2-3	2	0.3-0.6	0.5	3	2
Hardware.....	3-4	3	1-3	2	4	4	2-3	2	0.5-1.4	0.6	4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	4	4	4-4	4	0.3-1.0	0.7	4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	6	11	8	-	-	0.8-1.7	1.1	6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	6	3	-	-	0.6-3.0	1.0	8	6
Lumber, millwork.....	3-5	4	1-4	2	7	3	-	-	0.7-2.6	1.3	7	8
Construction materials.....	3-4	4	2-4	3	9	6	-	-	0.7-6.5	0.9	12	5
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	NA	4	1-2	2	0.3-1.1	0.6	3	2
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	NA	-	-	NA	NA	NA	NA
Commercial machines, equipment.....	-	-	3-7	5	NA	8	-	-	0.6-2.1	1.3	6	6
Construction machinery, equipment.....	5-8	7	2-6	5	NA	6	-	-	0.4-1.9	0.9	3	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	NA	8	2-4	3	0.6-1.9	0.8	7	5
Professional equipment, supplies.....	3-5	4	2-3	3	5	4	-	-	0.4-1.1	0.7	5	4
Surgical, medical, hospital supplies.....	-	-	3-5	4	9	5	-	-	0.6-1.6	0.8	7	4
Service establishment equipment, supplies.....	4-7	6	2-4	3	5	3	-	-	0.5-3.3	1.2	5	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	6	3	2-5	4	0.4-3.3	0.5	4	3
Iron, steel and products.....	4-5	5	2-5	3	8	4	2-5	4	0.4-3.9	0.6	4	3
Nonferrous metals.....	2-4	3	2-4	2	4	5	-	-	0.5-1.3	0.9	5	4
Scrap, waste materials, total.....	3-4	4	2-5	3	4	3	-	-	0.7-3.8	1.3	6	4
Iron, steel scrap.....	4-6	5	2-6	4	8	4	-	-	0.9-5.4	1.9	7	7
Waste materials.....	5-8	6	2-5	3	8	5	-	-	0.8-3.6	1.5	8	5
Jewelry.....	-	-	2-6	4	7	7	-	-	0.4-1.9	1.1	5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	1.4	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	1.0	0.8	-	-	0.2-0.5	0.4	1.7	1.3
Groceries and related products, total.....	2-2	2	1-2	1	3	2	2-4	3	0.4-1.5	0.7	3	1
General-line groceries.....	2-3	3	1-1	1	3	2	2-3	3	0.4-1.2	0.6	3	2
Voluntary groups.....	-	-	1-2	1	4	3	-	-	0.5-1.3	0.7	4	4
Retailer-cooperatives.....	-	-	1-2	1	4	3	-	-	1.0-1.2	1.0	7	3
Nonaffiliated.....	-	-	1-2	2	5	3	-	-	1.1-1.3	1.2	3	3
Specialty-line groceries.....	3-4	3	1-3	2	4	3	-	-	0.6-2.2	1.0	6	5
Confectionery.....	4-5	4	1-3	2	8	7	-	-	0.6-1.9	1.3	7	NA
Meat, meat products.....	5-10	6	1-4	2	3	4	-	-	1.8-18.0	4.5	10	3
Poultry, poultry products.....	4-6	5	1-6	2	6	5	-	-	1.7-4.9	2.7	11	9
Fresh fruit, vegetable.....	3-8	4	2-6	2	9	6	-	-	1.0-4.6	2.2	12	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	4	4	5-7	6	0.8-1.8	1.1	7	6
Beer.....	2-5	3	1-2	1	4	2	-	-	1.4-3.3	2.2	4	5
Wine, distilled spirits.....	4-6	5	1-2	2	5	5	7-8	7	0.9-2.3	1.3	8	6
Drugs, chemicals, allied products, total.....	2-3	2	1-2	1	2	2	2-3	2	0.4-1.0	0.5	2	1
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	3	3	2-3	2	0.3-0.9	0.5	3	2
General-line drugs.....	-	-	1-1	-	2	1	-	-	0.1-0.4	0.3	2	2
Paints, varnishes.....	3-8	4	1-3	2	8	5	-	-	0.5-1.9	0.8	3	3
Other chemicals, allied products.....	3-6	4	2-3	2	6	10	-	-	0.5-3.8	1.1	17	NA
Tobacco, tobacco products.....	2-4	3	1-1	1	3	2	-	-	0.6-2.7	0.8	4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	3	2	-	-	0.4-1.4	0.8	4	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	7	5	-	-	1.0-2.2	1.3	7	7
Dry goods, notions.....	4-5	4	2-4	3	5	5	-	-	0.5-1.9	0.9	7	4
Piece goods converters.....	-	-	1-3	2	5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-3	3	1-3	2	3	4	3-5	4	0.4-2.8	0.6	4	3
Paper.....	2-3	3	1-2	2	4	3	3-4	4	0.6-1.3	0.7	2	3
Stationery, office supplies.....	-	-	4-16	7	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	NA	5	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	NA	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	NA	4	-	-	-	-	-	-
Other farm products.....	-	-	4-9	7	-	-	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	4	4	-	-	0.4-1.6	1.0	6	4
Amusement, sporting goods.....	3-6	4	2-7	4	5	5	-	-	0.8-2.2	1.2	4	4
Books, magazines, newspapers.....	3-4	3	1-4	2	3	3	-	-	0.2-2.0	0.8	8	5
Coal.....	2-6	3	1-3	2	4	4	-	-	0.9-4.2	1.7	12	11
Farm supplies.....	4-11	5	2-9	3	7	7	-	-	1.1-5.4	2.1	10	8

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 10 measurements from March through December 1961.

NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal); and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco  
(Part of SIC 509)**

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel  
(SIC 503)**

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

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

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

**Paper, Paper Products, Except Wallpaper  
(Part of SIC 509)**

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials  
(SIC 505)**

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

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

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

**Other Nondurable Goods  
(Part of SIC 509)**

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

MARCH 1962

BW-62-3

## SALES AND INVENTORIES

FOR RELEASE  
MAY 9, 1962<sup>1</sup>

### SALES

March 1962 sales of merchant wholesalers, estimated at \$12.1 billion, were up 12 percent over February sales and were also 2 percent over March sales a year ago. The increase over February sales was due mainly to the greater number of trading days in March. Cumulative sales for the first three months of 1962 totaled \$34.3 billion, an increase of 6 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$5.0 billion in March, were up 15 percent over the February level and 7 percent above March 1961 sales. Nondurable goods sales, at \$7.0 billion, rose 11 percent over previous month sales but were slightly (1%) lower than sales a year ago. For the first three months of 1962, the durable goods trades showed an 11 percent gain over first quarter 1961 sales while the nondurable goods trades indicated a 3 percent increase in the same period.

Increases over February sales were recorded by all but two trades—iron, steel scrap dealers (-3%) and cotton merchants (-8%). Among the trades indicating the more substantial gains during the month were paint and varnish wholesalers (30%), confectionery wholesalers (30%), and farm supplies wholesalers (27%). Compared with a year ago, sales trends were mixed. Construction machinery distributors, with sales up 26 percent, and motor vehicle distributors, up 25 percent, accounted for the principal increases. Cotton, merchants (down 21 percent) and poultry, poultry products distributors (down 17 percent) experienced the sharpest declines.

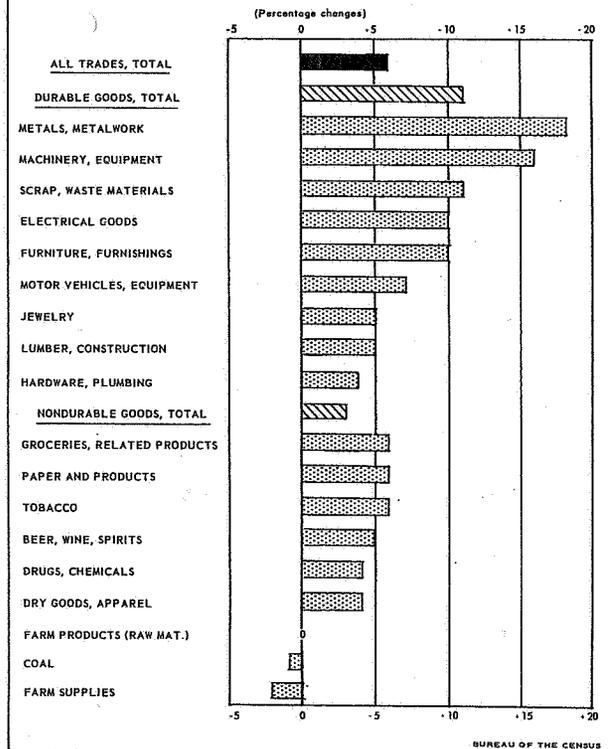
All geographic divisions showed sales gains over the previous month, ranging from 9 percent in the West South Central Division to 15 percent in the Pacific Division. Compared with year-ago sales, only two divisions—the East South Central and the West South Central—reported declines. The South Atlantic Division, with sales up 8 percent, registered the principal increase over year-ago sales.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.1 billion at the end of March, rose slightly (1%) during the month and were 2 percent above stocks on hand a year ago. Stocks in the durable goods trades rose 2 percent during the month, while nondurable goods stocks were virtually unchanged. Compared with a year ago, durable goods stocks were up slightly (1%) while nondurable goods stocks increased 3 percent.

While most trades continued to report relatively small changes from their previous month inventory levels, coal wholesalers (down 22 percent) recorded

### SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—THREE MONTHS 1962 COMPARED WITH THREE MONTHS 1961



the sharpest decline for the third consecutive month. The largest gains over previous month stocks were recorded by beer distributors and book, magazine, newspaper distributors—each showing an increase of 9 percent. The principal increase over year-ago stocks was recorded by surgical, medical, hospital supplies distributors (up 27 percent); the sharpest decline by coal wholesalers (down 36 percent).

The March 1962 stock-sales ratio for merchant wholesalers was 117 percent, down 14 points from the February 1962 ratio and 1 point below the stock-sales ratio for March 1961. The March 1962 stock-sales ratio of durable goods wholesalers was 158 percent (down 8 points from March of a year ago) compared with the nondurable goods ratio of 83 percent (up 2 points from March of a year ago).

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 12.

<sup>1</sup>For sale by the Bureau of the Census; single copy—10¢, annual subscription—\$1.00  
An advance release of March 1962 data was issued on May 1, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: MARCH 1962

Kind of business	(Millions of dollars)														Total	
	1962			1961											3 mos.	
	Jan.	Feb. <sup>1</sup>	Mar. <sup>2</sup>	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961	
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,086	11,843	10,891	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	34,279	32,301	
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,152	10,834	10,031	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	31,426	29,447	
DURABLE GOODS, TOTAL.....	4,601	4,406	5,049	4,739	4,494	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	14,056	12,680	
Motor vehicles, automotive equipment, total.....	643	614	679	649	643	674	705	659	660	638	712	674	623	1,936	1,816	
Automobiles, other motor vehicles.....	209	221	245	196	188	197	200	197	166	179	217	216	204	675	535	
Automotive equipment, tires, tubes.....	434	392	434	453	455	477	504	462	495	459	495	458	419	1,261	1,281	
Electrical goods, total.....	699	674	778	705	629	677	726	671	776	760	800	822	820	2,151	1,950	
Electrical supplies, apparatus.....	290	285	316	297	285	314	314	299	340	311	342	343	335	891	818	
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	462	408	344	363	412	372	436	449	458	479	486	1,260	1,131	
Furniture, home furnishings, total.....	234	230	264	258	232	249	244	213	273	250	285	272	248	728	664	
Furniture-household, office.....	63	64	70	68	67	72	77	62	80	69	79	71	70	197	186	
Home furnishings, floor coverings.....	171	166	194	190	166	177	167	150	193	180	206	201	178	531	478	
Hardware, plumbing, heating equipment, supplies, total.....	459	454	507	514	494	544	591	527	598	567	600	549	467	1,420	1,363	
Hardware.....	181	186	210	216	198	206	212	188	217	215	234	212	183	578	550	
Plumbing and heating equipment, supplies..	233	222	243	239	238	273	303	274	312	290	308	285	236	697	658	
Lumber, construction materials, total.....	458	440	523	527	531	614	625	569	640	585	622	571	452	1,421	1,353	
Lumber, millwork.....	316	300	354	360	364	415	418	364	406	380	404	372	302	970	923	
Construction materials.....	143	140	168	167	167	199	206	205	233	205	218	199	149	451	430	
Machinery, equipment, supplies, total.....	1,250	1,182	1,364	1,228	1,145	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	3,797	3,262	
Commercial, industrial, machinery equipment, supplies.....	911	854	983	824	777	878	883	795	930	888	901	897	890	2,748	2,226	
Construction machinery, equipment.....	151	154	191	152	172	207	186	167	192	191	175	170	155	495	424	
Industrial machinery, equipment, supplies.....	669	617	699	579	508	567	596	539	632	594	624	630	627	1,986	1,542	
Professional equipment, supplies.....	141	131	142	135	122	131	139	136	152	153	147	142	137	414	377	
Service-establishment equipment, supplies..	106	99	119	110	102	107	110	104	114	109	121	115	105	324	298	
Metals, metalwork (except scrap), total.....	508	468	570	492	456	507	543	461	527	502	531	519	493	1,545	1,312	
Iron, steel, and products.....	399	331	406	351	321	355	375	312	364	342	364	354	330	1,097	921	
Nonferrous metals.....	148	137	164	141	135	152	168	150	163	160	167	164	164	449	391	
Scrap, waste materials, total.....	286	277	285	288	292	317	317	285	305	289	328	296	257	848	760	
Iron, steel scrap.....	170	165	160	165	185	201	198	183	188	180	208	182	155	494	425	
Waste materials.....	116	112	125	123	106	116	119	101	117	109	120	114	102	353	335	
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,037	7,104	6,397	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	20,223	19,621	
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,105	6,095	5,537	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	17,371	16,767	
Groceries and related products, total.....	2,495	2,256	2,552	2,420	2,266	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	7,303	6,868	
General-line groceries.....	876	816	883	829	779	835	857	801	865	838	864	880	839	2,575	2,398	
Specialty-line groceries.....	759	662	774	754	699	753	743	714	758	713	716	735	726	2,195	2,123	
Confectionery.....	68	66	86	72	66	71	74	67	74	71	79	73	73	220	207	
Meats, meat products.....	422	371	409	365	349	391	387	368	404	389	419	417	399	1,202	1,046	
Poultry, poultry products.....	112	102	107	128	111	119	120	109	114	97	112	126	116	321	355	
Fresh fruits, vegetables.....	258	239	293	272	262	319	328	306	278	248	242	255	268	790	740	
Beer, wine, distilled alcoholic beverages, total.....	529	535	628	639	567	653	675	601	676	635	661	748	811	1,693	1,609	
Beer.....	203	201	234	244	225	275	307	294	309	267	247	241	241	638	641	
Wine, distilled spirits.....	327	334	394	395	342	378	369	308	367	368	414	507	570	1,055	969	
Drugs, chemicals, allied products, total....	472	418	476	464	436	474	468	419	483	473	491	487	438	1,367	1,311	
Drugs, drug proprietaries, druggists' sundries.....	291	248	272	283	263	275	272	247	282	283	292	300	272	810	815	
Paints, varnishes.....	24	23	30	29	29	32	33	29	34	30	31	28	22	77	71	
Other chemicals, allied products.....	158	147	174	152	144	167	163	143	168	160	167	159	143	479	426	
Tobacco, tobacco products.....	346	330	364	358	328	366	380	356	382	365	368	368	380	1,041	985	
Dry goods, apparel, total.....	550	545	619	629	514	549	561	510	638	583	655	649	533	1,714	1,641	
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	260	271	198	218	213	227	291	262	287	293	241	704	685	
Dry goods, notions.....	197	187	215	215	188	205	215	186	221	199	221	215	172	599	576	
Paper, paper products, excluding wallpaper, total.....	374	340	371	370	328	355	364	324	376	365	385	388	368	1,085	1,022	
Paper.....	305	278	309	310	277	294	307	271	312	300	318	319	295	892	851	
Amusement, sporting goods.....	104	103	120	116	112	125	135	130	151	154	167	168	158	327	293	
Books, magazines, newspapers.....	79	74	84	78	69	72	77	77	83	81	84	82	82	238	226	
Coal.....	71	65	66	64	59	59	60	56	64	65	71	68	68	203	205	
Farm supplies.....	162	168	212	236	214	203	182	143	147	141	142	132	136	542	553	

<sup>1</sup> Final estimate.

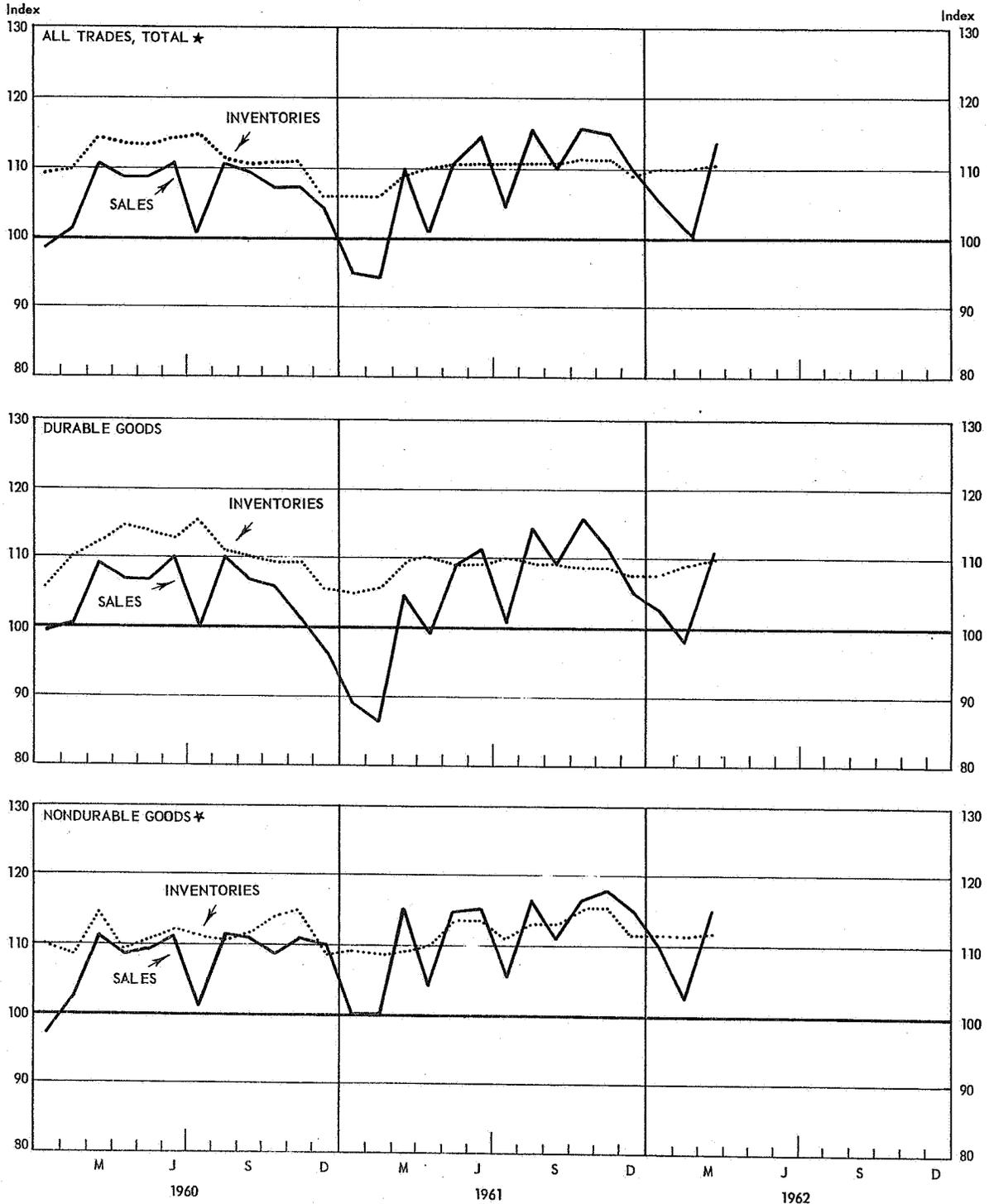
See page 12, Estimating Procedures.

<sup>2</sup> Preliminary estimate.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\* Excludes farm products (raw materials).

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Millions of dollars)												
	1962			1961									
	Jan.	Feb. <sup>1</sup>	Mar. <sup>2</sup>	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,050	12,815	12,920	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	7,982	7,877	7,953	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,190	1,231	1,226	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	928	936	951	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,218	1,179	1,199	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	466	462	469	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	753	717	730	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,023	1,046	1,059	1,097	1,096	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	449	448	448	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	519	546	544	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,216	2,093	2,129	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	950	839	868	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	955	845	863	847	816	837	875	873	851	876	910
Iron, steel, and products.....	769	794	796	690	712	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,068	4,938	4,967	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,420	1,361	1,344	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	710	680	666	666	668	653	647	647	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	658	644	668	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	551	530	524	509	513	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	595	603	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	406	410	413	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total....	366	367	362	373	386	375	371	379	390	374	370	380	383
Paper.....	299	303	301	302	307	296	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Percent)												
	1962			1961									
	Jan.	Feb. <sup>1</sup>	Mar. <sup>2</sup>	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	117	118	129	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	158	166	177	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	175	190	191	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	214	207	209	201	184	201	186	203	183	195	213
Electrical goods, total.....	166	176	157	167	191	175	163	174	152	157	150	144	138
Electrical supplies, apparatus.....	158	161	147	156	165	150	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	163	176	212	196	173	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total..	223	231	209	213	222	204	186	212	179	190	176	189	214
Hardware.....	240	239	214	207	226	221	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	216	232	214	228	229	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	162	170	186	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	136	145	171	152	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	183	204	167	172	189	168	152	182	166	174	160	169	184
Iron, steel, and products.....	214	240	196	197	222	198	186	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	81	90	84	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	63	56	59	56	55	56	54	57	57	57	58
General-line groceries.....	79	86	80	82	85	80	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	105	101	118	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	168	159	133	129	150	146	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	128	145	128	128	138	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	149	145	157	148	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total....	98	108	98	101	118	106	102	117	104	102	96	98	104
Paper.....	98	109	98	97	111	101	101	113	98	98	93	96	106

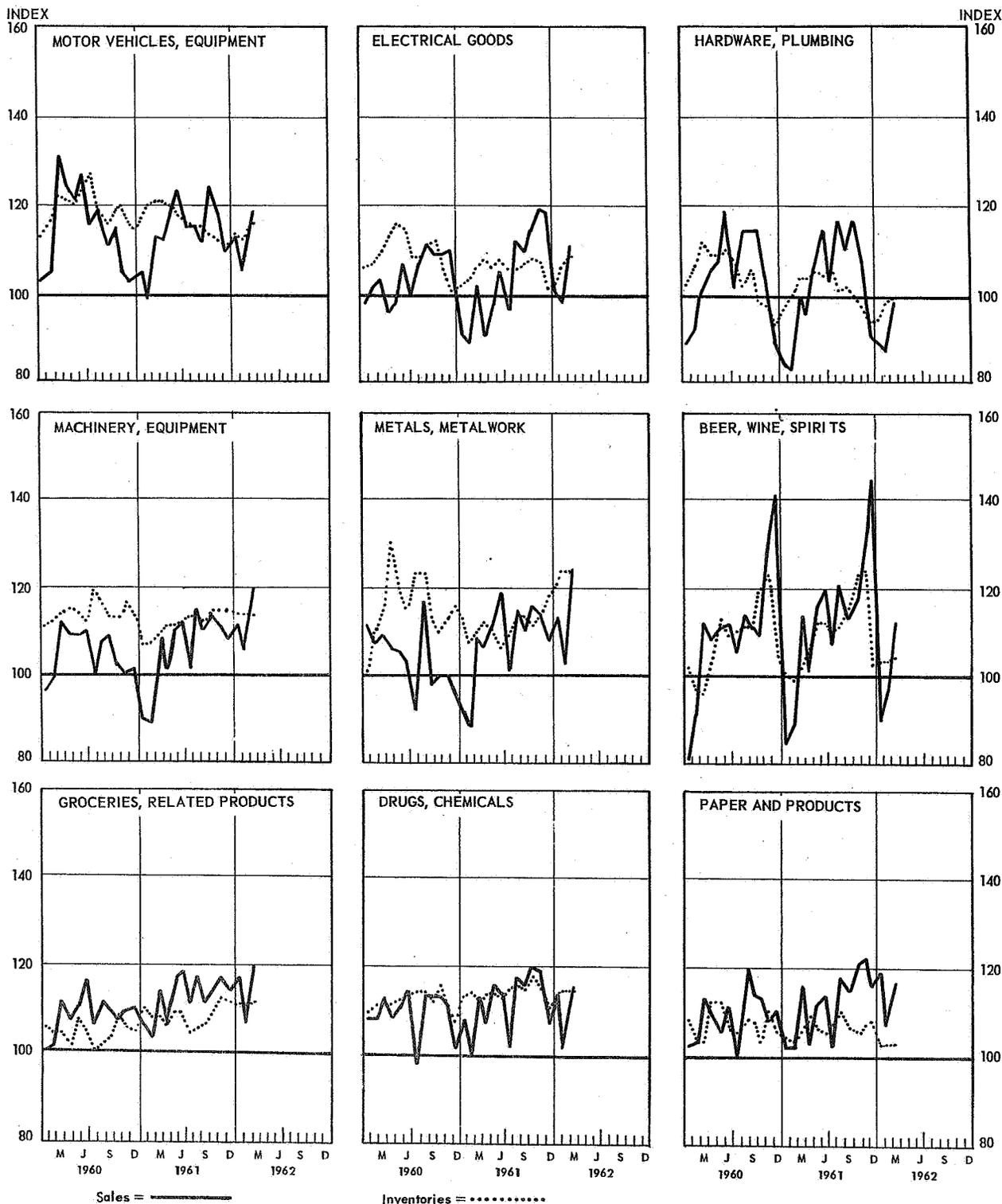
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedure.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

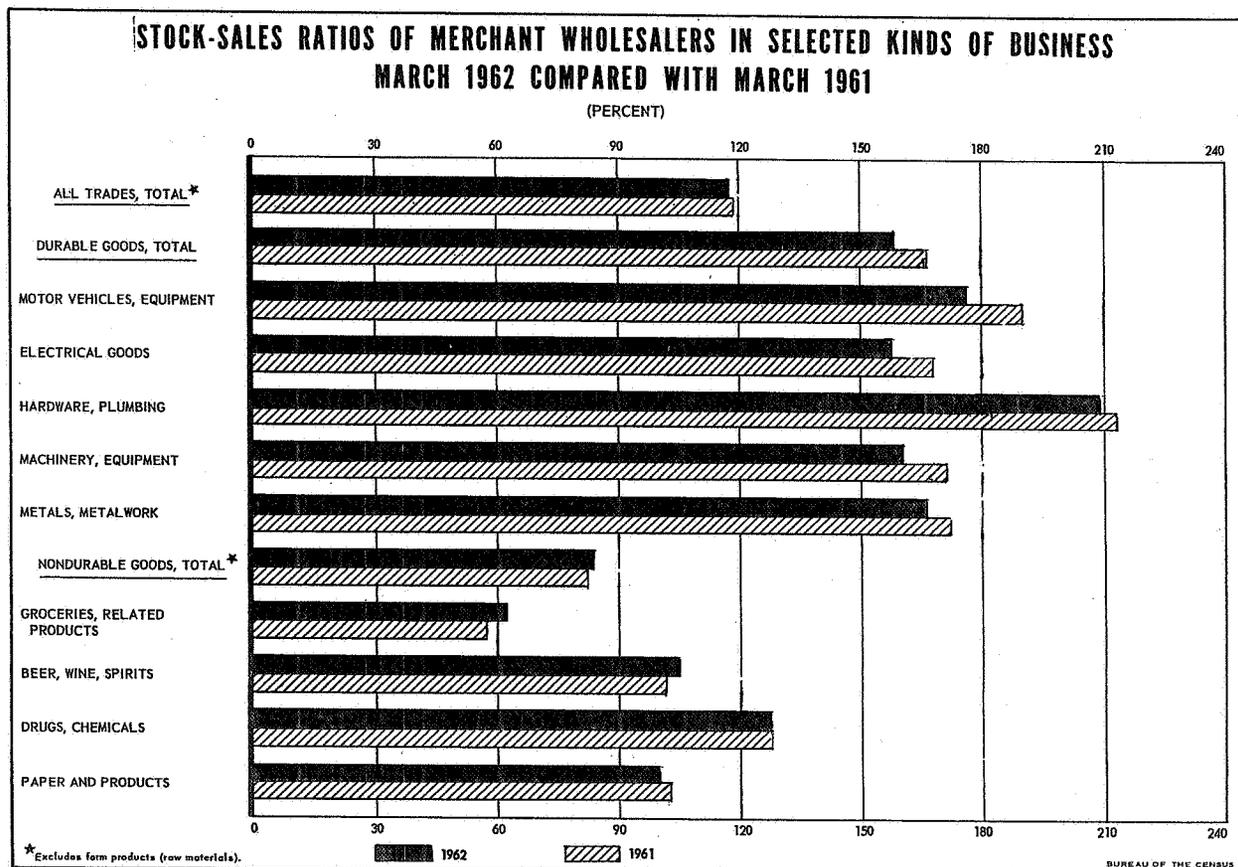


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: MARCH 1962

Kind of business	Sales			Inventories, end-of-month (at cost)	
	March 1962 from--		3 mos. 1962 from 3 mos. 1961	March 1962 from--	
	March 1961	February 1962		March 1961	February 1962
MERCHANT WHOLESALERS, TOTAL.....	+2	+12	+6	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+3	+13	+7	+2	+1
DURABLE GOODS, TOTAL.....	+7	+15	+11	+1	+2
Motor vehicles, automotive equipment, total.....	+5	+11	+7	-4	+2
Automobiles, other motor vehicles.....	+25	+11	+26	-12	+5
Automotive equipment, tires, tubes.....	-4	+11	-2	-1	+1
Electrical goods, total.....	+10	+15	+10	+3	+3
Electrical supplies, apparatus.....	+6	+11	+9	+1	+2
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+13	+19	+11	+5	+3
Furniture, home furnishings, total.....	+2	+15	+10	-2	+1
Furniture-household, office.....	+3	+10	+6	-12	+3
Home furnishings, floor coverings.....	+2	+17	+11	+1	0
Hardware, plumbing, heating equipment, supplies, total.....	-1	+12	+4	-3	+1
Hardware.....	-2	+13	+5	0	+1
Plumbing and heating equipment, supplies.....	+1	+9	+6	-5	+1
Air conditioning, refrigeration equipment, supplies.....	-8	+18	-6	-12	+4
Lumber, construction materials, total.....	-1	+19	+5	-10	+2
Lumber, millwork.....	-1	+18	+5	-15	+2
Construction materials.....	+1	+21	+5	0	+2
Machinery, equipment, supplies, total.....	+11	+15	+16	+6	+3
Commercial, industrial machinery, equipment, supplies.....	+20	+15	+23	+6	+3
Commercial machines, equipment.....	0	+11	+3	+5	-1
Construction machinery, equipment.....	+26	+24	+17	-4	-1
Industrial machinery, equipment, supplies.....	+21	+13	+29	+13	+5
Professional equipment, supplies.....	+5	+8	+10	+13	+1
Surgical, medical, hospital supplies.....	+14	+5	+17	+27	+1
Service-establishment equipment, supplies.....	+8	+20	+9	+12	+5
Metals, metalwork (except scrap), total.....	+16	+22	+18	+13	0
Iron, steel, and products.....	+16	+23	+19	+15	0
Nonferrous metals.....	+16	+20	+15	+2	-2
Scrap, waste materials, total.....	-1	+3	+11	-9	-4
Iron, steel scrap.....	-3	-3	+16	-15	-3
Waste materials.....	+1	+11	+5	+2	-4
Jewelry.....	+1	+16	+5	+3	0
NONDURABLE GOODS, TOTAL.....	-1	+11	+3	(X)	(X)
TOTAL (excluding farm products, raw materials).....	0	+12	+4	+3	0
Groceries and related products, total.....	+5	+13	+6	+4	+1
General-line groceries.....	+7	+8	+7	+4	+1
Voluntary groups.....	+3	+8	+3	+3	+1
Retailer cooperatives.....	+14	+8	+11	+4	0
Nonaffiliated.....	+4	+9	+9	+6	+2
Specialty-line groceries.....	+3	+17	+3	+6	0
Confectionery.....	+19	+30	+6	-2	-4
Meats, meat products.....	+12	+10	+15	+12	+2
Poultry, poultry products.....	-17	+5	-10	-14	+5
Fresh fruits, vegetables.....	+8	+23	+7	-7	+1
Beer, wine, distilled alcoholic beverages, total.....	-2	+17	+5	+2	+1
Beer.....	-4	+16	0	-1	+9
Wine, distilled spirits.....	0	+18	+9	+3	-1
Drugs, chemicals, allied products, total.....	+3	+14	+4	+2	0
Drugs, drug proprietaries, druggists' supplies.....	-4	+10	-1	-1	0
General-line drugs.....	-2	+7	+3	0	0
Paints, varnishes.....	+5	+30	+8	-4	+1
Other chemicals, allied products.....	+15	+19	+13	+13	+3
Tobacco, tobacco products.....	+2	+10	+6	+6	+3
Dry goods, apparel, total.....	-2	+14	+4	-2	0
Apparel and accessories, hosiery, lingerie, footwear.....	-4	+15	+3	+6	0
Dry goods, notions.....	0	+15	+4	-7	-1
Piece goods converters.....	+1	+10	+8	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	0	+9	+6	-4	-1
Paper.....	-1	+11	+5	-1	-1
Stationery, office supplies.....	(X)	(X)	+13	(X)	(X)
Farm products, raw materials.....	-8	+2	0	(X)	(X)
Cotton.....	-21	-8	-7	(X)	(X)
Grain.....	-1	+9	+3	(X)	(X)
Other nondurable goods, total.....	-10	+8	-5	+6	0
Amusement, sporting goods.....	+3	+16	+11	+6	+3
Books, magazines, newspapers.....	+8	+12	+5	+6	+9
Coal.....	+3	+1	-1	-36	-22
Farm supplies.....	-10	+27	-2	+8	-5

R Revised since Advance Release dated May 1, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
MARCH 1962

Kind of business and geographic division (see map page 6)	Sales			Inventories, end-of-month (at cost)	
	March 1962		3 months 1962 from 3 months 1961	March 1962	
	March 1961	February 1962		March 1961	February 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+2	+12	+6	+2	+1
New England.....	+2	+13	+9	+2	+3
Middle Atlantic.....	0	+13	+6	+1	+1
East North Central.....	+3	+11	+8	+4	0
West North Central.....	+1	+13	+2	0	+1
South Atlantic.....	+8	+13	+12	+6	+1
East South Central.....	-2	+10	-2	-4	-1
West South Central.....	-1	+9	+1	-5	+1
Mountain.....	+5	+11	+3	+5	0
Pacific.....	+3	+15	+8	+5	+4
Automotive equipment, tire, tube wholesalers.....	-4	+11	-2	-1	+1
New England.....	(X)	+24	(X)	(X)	0
Middle Atlantic.....	-14	+10	-11	+12	+2
East North Central.....	+1	+21	-1	(X)	+1
West North Central.....	(X)	-8	-6	+1	+1
South Atlantic.....	0	+9	+1	(X)	-3
East South Central.....	(X)	+8	+3	-4	0
West South Central.....	-14	-2	-2	-15	(X)
Mountain.....	(X)	+15	(X)	(X)	-1
Pacific.....	+5	+14	+2	+5	+2
Electrical apparatus, supplies distributors.....	+6	+11	+9	+1	+2
New England.....	(X)	+12	(X)	+30	+6
Middle Atlantic.....	+5	+18	+13	-5	+2
East North Central.....	+12	+12	+8	+2	0
West North Central.....	(X)	-7	-5	-3	+2
South Atlantic.....	+16	+11	+10	-6	+3
East South Central.....	+19	+8	+13	+25	0
West South Central.....	+5	+10	+6	-1	+1
Mountain.....	+1	+6	+10	+5	+1
Pacific.....	-3	+12	+8	-3	+4
Electrical appliances, TV, radio sets, electronic parts distributors.....	+13	+19	+11	+5	+3
New England.....	+21	+27	+16	(X)	+1
Middle Atlantic.....	+17	+18	+16	+7	+3
East North Central.....	(X)	+8	(X)	+10	+1
West North Central.....	+15	(X)	+8	(X)	+5
South Atlantic.....	+22	+23	+21	(X)	+2
East South Central.....	(X)	+36	+5	-13	0
West South Central.....	-2	+18	+11	-21	-2
Mountain.....	(X)	+20	(X)	(X)	+4
Pacific.....	+12	+26	+11	+9	+11
Furniture, home furnishings wholesalers.....	+2	+15	+10	-2	+1
New England.....	(X)	+32	(X)	(X)	(X)
Middle Atlantic.....	+2	+13	+6	(X)	(X)
East North Central.....	-1	+16	+14	-6	-1
West North Central.....	(X)	+16	(X)	(X)	+1
South Atlantic.....	(X)	+13	(X)	(X)	+2
East South Central.....	(X)	+21	(X)	(X)	+4
West South Central.....	(X)	+10	(X)	(X)	+1
Mountain.....	(X)	+15	(X)	-9	-1
Pacific.....	+7	+14	+12	-11	(X)
Hardware wholesalers.....	-2	+13	+5	0	+1
New England.....	(X)	(X)	+27	+9	+1
Middle Atlantic.....	-7	+20	-3	+1	+1
East North Central.....	-8	+10	-1	-13	-1
West North Central.....	-24	(X)	-13	-14	0
South Atlantic.....	(X)	+5	+24	+16	+1
East South Central.....	(X)	+9	(X)	0	+1
West South Central.....	(X)	+16	+31	+7	-1
Pacific.....	+7	+10	+14	+14	+6
Plumbing, heating equipment, supplies distributors.....	+1	+9	+6	-5	+1
New England.....	(X)	+5	-3	+4	+3
Middle Atlantic.....	+3	+8	+10	-11	+2
East North Central.....	-2	+12	-1	+5	+2
West North Central.....	(X)	+5	(X)	-4	+1
South Atlantic.....	+5	+2	+21	-6	+1
East South Central.....	(X)	+13	(X)	(X)	+1
West South Central.....	+15	+14	+18	(X)	-8
Mountain.....	(X)	+19	(X)	(X)	-4
Pacific.....	+8	+11	+15	+12	+3
Lumber, construction materials distributors.....	-1	+19	+5	-10	+2
New England.....	(X)	+34	(X)	(X)	+11
Middle Atlantic.....	(X)	+18	+13	-8	+2
East North Central.....	-22	+16	-4	-5	+1
West North Central.....	-12	(X)	-15	-7	+2
South Atlantic.....	(X)	+16	+11	(X)	+3
West South Central.....	(X)	+21	-1	(X)	-1
Pacific.....	+12	+15	+13	-13	+3

See footnotes at end of table, page 9.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued  
MARCH 1962

Kind of business and geographic division (see map page 6)	Sales			Inventories, end-of-month (at cost)	
	March 1962		3 months 1962 from 3 months 1961	March 1962	
	March 1961	February 1962		March 1961	February 1962
Industrial machinery, equipment supplies distributors.....	+21	+13	+29	+13	+5
Middle Atlantic.....	(X)	+10	+8	(X)	(X)
East North Central.....	+36	+9	+46	+4	+2
South Atlantic.....	(X)	+23	(X)	(X)	+3
East South Central.....	(X)	(X)	+1	(X)	+4
West South Central.....	+39	(X)	+29	+19	+5
Mountain.....	(X)	+15	(X)	(X)	+1
Pacific.....	(X)	+11	+25	+26	+6
General-line grocery wholesalers.....	+7	+8	+7	+4	+1
New England.....	-1	+8	-5	-4	(X)
Middle Atlantic.....	-2	+8	-5	+4	+1
East North Central.....	+17	+6	+12	+4	-1
West North Central.....	+4	+5	+7	+5	+2
South Atlantic.....	+14	+10	+22	(X)	(X)
East South Central.....	-8	+11	-1	-3	+1
West South Central.....	+1	+7	+9	-3	+3
Mountain.....	+3	-8	+8	+7	-3
Pacific.....	+12	+16	+10	+7	+4
Specialty-line grocery wholesalers.....	+3	+17	+3	+6	0
New England.....	(X)	+11	(X)	(X)	(X)
Middle Atlantic.....	-5	+18	+3	+2	0
East North Central.....	-4	+19	0	-13	0
West North Central.....	(X)	+19	+4	+10	+3
South Atlantic.....	(X)	(X)	+10	(X)	+3
West South Central.....	(X)	+10	+1	+6	-3
Mountain.....	(X)	+7	(X)	(X)	(X)
Pacific.....	+10	+25	0	(X)	-2
Fresh fruit, vegetable wholesalers.....	+8	+23	+7	-7	+1
New England.....	(X)	+20	(X)	(X)	-1
Middle Atlantic.....	-11	+8	+3	(X)	-10
East North Central.....	-7	+19	+1	(X)	+4
West North Central.....	+5	+14	-3	-22	+1
East South Central.....	(X)	+21	(X)	(X)	-1
West South Central.....	+14	+8	+11	(X)	+5
Mountain.....	(X)	+11	(X)	(X)	-1
Pacific.....	(X)	+17	(X)	(X)	+8
Drug wholesalers (general and specialty lines).....	-4	+10	-1	-1	0
New England.....	(X)	+9	-19	-18	(X)
Middle Atlantic.....	+11	+16	-2	+8	(X)
East North Central.....	-4	+3	+10	+1	-2
West North Central.....	-10	+10	+1	-12	0
South Atlantic.....	-10	+7	-4	+7	+1
East South Central.....	+15	+7	+21	+1	-2
West South Central.....	-8	+6	-5	-15	(X)
Mountain.....	(X)	+6	-8	(X)	(X)
Pacific.....	-5	+13	+3	+5	0
Tobacco distributors.....	+2	+10	+6	+6	+3
New England.....	-1	+11	+4	-8	(X)
Middle Atlantic.....	+5	+5	+6	+12	(X)
East North Central.....	-5	+10	-2	+6	+5
West North Central.....	-2	+11	+6	-3	+3
South Atlantic.....	+4	+12	+7	+14	0
East South Central.....	-1	+10	+1	-6	+3
West South Central.....	-7	+12	-1	-6	+1
Mountain.....	(X)	+9	+25	(X)	0
Pacific.....	+10	+15	+22	+11	+12
Dry goods, apparel wholesalers.....	-1	+14	+5	-2	0
New England.....	(X)	+27	(X)	(X)	(X)
Middle Atlantic.....	0	+15	+6	-5	(X)
East North Central.....	(X)	(X)	+18	+3	(X)
West North Central.....	(X)	+23	(X)	(X)	0
South Atlantic.....	(X)	+17	+9	(X)	(X)
West South Central.....	-5	(X)	+4	(X)	(X)

X Withheld due to extreme variability of reported data or a high nonresponse rate.

1 Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

11

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials).....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	493	184
Service-establishment equipment, supplies.....	139	96	Paper, paper products, excluding wallpaper, total.....	537	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	801	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	526	369	594	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group. Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the ratio of current month to year-ago sales and inventories have not been computed for 1961 but are being computed beginning with January 1962. Generally the sampling error of the current month to a year-ago ratio will be higher than the sampling error of the current to previous month ratio and will approximate the sampling error shown for the monthly dollar estimates. Table 8 shows the current month to year-ago sampling errors for January and February 1962. These are somewhat higher than expected in future months because data in the first four months of 1961--when the revised sample was being introduced--were subject to greater variability than in later months.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects, the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 12 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1961. The published estimate is \$4,915 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$4,915 million by .01; we obtain \$49 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,866 and \$4,964 million. Doubling the given median sampling error gives us the limits, \$4,817 to \$5,013 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1961 to May 1961 for all durable goods. This ratio of change, obtained by dividing \$4,915 million by \$4,494 million, is 1.094 (it can also be expressed as a 9% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.094 by .006 we obtain .007 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.087 to 1.101 (that is, that the April to May change was between a 9% and 10% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.080 to 1.108.

Table 8. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Jan. 1962	Feb. 1962			Range	Median	Jan. 1962	Feb. 1962
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	1.1	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.7	0.5	0.9	1.0	0.6-0.8	0.7	0.1-0.8	0.2	1.1	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.7	1.7	-	-	0.2-0.5	0.3	1.1	1.7
Motor vehicles, automotive equipment, total...	2-3	3	1-3	2	5	5	2-4	3	0.3-0.9	0.6	3	2
Automobiles, other motor vehicles.....	4-6	5	3-6	4	9	9	-	-	1.0-2.3	1.5	4	4
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	5	4	3-4	4	0.3-1.0	0.7	3	3
Electrical goods, total.....	2-4	3	1-2	1	NA	NA	2-3	2	0.4-1.2	0.5	3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	NA	NA	2-3	3	0.4-0.8	0.6	4	2
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	6	4	3-3	3	0.5-5.9	0.8	3	3
Furniture, home furnishings, total.....	3-4	3	1-3	2	3	5	-	-	0.6-2.1	1.0	5	3
Furniture-household, office.....	3-6	5	2-5	4	4	3	-	-	0.8-1.5	1.2	5	3
Home furnishings, floor coverings.....	3-5	4	2-4	2	5	6	-	-	0.6-2.7	1.3	6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	3	3	2-3	2	0.3-0.6	0.5	3	2
Hardware.....	3-4	3	1-3	2	4	4	2-3	2	0.5-1.4	0.6	4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	4	4	4-4	4	0.3-1.0	0.7	4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	6	11	8	-	-	0.8-1.7	1.1	6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	6	3	-	-	0.6-3.0	1.0	8	6
Lumber, millwork.....	3-5	4	1-4	2	7	3	-	-	0.7-2.6	1.3	7	8
Construction materials.....	3-4	4	2-4	3	9	6	-	-	0.7-6.5	0.9	12	5
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	NA	4	1-2	2	0.3-1.1	0.6	3	2
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	NA	-	-	NA	NA	NA	NA
Commercial machines, equipment.....	-	-	3-7	5	NA	8	-	-	0.6-2.1	1.3	6	6
Construction machinery, equipment.....	5-8	7	2-6	5	NA	6	-	-	0.4-1.9	0.9	3	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	NA	8	2-4	3	0.6-1.9	0.8	7	5
Professional equipment, supplies.....	3-5	4	2-3	3	5	4	-	-	0.4-1.1	0.7	5	4
Surgical, medical, hospital supplies.....	-	-	3-5	4	9	5	-	-	0.6-1.6	0.8	7	4
Service establishment equipment, supplies.....	4-7	6	2-4	3	5	3	-	-	0.5-3.3	1.2	5	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	6	3	2-5	4	0.4-3.3	0.5	4	3
Iron, steel and products.....	4-5	5	2-5	3	8	4	2-5	4	0.4-3.9	0.6	4	3
Nonferrous metals.....	2-4	3	2-4	2	4	5	-	-	0.5-1.3	0.9	5	4
Scrap, waste materials, total.....	3-4	4	2-5	3	4	3	-	-	0.7-3.8	1.3	6	4
Iron, steel scrap.....	4-6	5	2-6	4	8	4	-	-	0.9-5.4	1.9	7	7
Waste materials.....	5-8	6	2-5	3	8	5	-	-	0.8-3.6	1.5	8	5
Jewelry.....	-	-	2-6	4	7	7	-	-	0.4-1.9	1.1	5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	1.4	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	1.0	0.8	-	-	0.2-0.5	0.4	1.7	1.3
Groceries and related products, total.....	2-2	2	1-2	1	3	2	2-4	3	0.4-1.5	0.7	3	1
General-line groceries.....	2-3	3	1-1	1	3	2	2-3	3	0.4-1.2	0.6	3	2
Voluntary groups.....	-	-	1-1	1	4	3	-	-	0.5-1.3	0.7	4	4
Retailer-cooperatives.....	-	-	1-2	1	4	3	-	-	1.0-1.2	1.0	7	3
Nonaffiliated.....	-	-	1-2	2	5	3	-	-	1.1-1.3	1.2	3	3
Specialty-line groceries.....	3-4	3	1-3	2	4	3	-	-	0.6-2.2	1.0	6	5
Confectionery.....	4-5	4	1-3	2	8	7	-	-	0.6-1.9	1.3	7	NA
Meat, meat products.....	5-10	6	1-4	2	3	4	-	-	1.8-18.0	4.5	10	3
Poultry, poultry products.....	4-6	5	1-6	2	6	5	-	-	1.7-4.9	2.7	11	9
Fresh fruit, vegetable.....	3-8	4	2-6	2	9	6	-	-	1.0-4.6	2.2	12	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	4	4	5-7	6	0.8-1.8	1.1	7	6
Beer.....	2-5	3	1-2	1	4	2	-	-	1.4-3.3	2.2	4	5
Wine, distilled spirits.....	4-6	5	1-2	2	5	5	7-8	7	0.9-2.3	1.3	8	6
Drugs, chemicals, allied products, total.....	2-3	2	1-2	1	2	2	2-3	2	0.4-1.0	0.5	2	1
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	3	3	2-3	2	0.3-0.9	0.5	3	2
General-line drugs.....	-	-	1-1	-	2	1	-	-	0.1-0.4	0.3	2	2
Paints, varnishes.....	3-8	4	1-3	2	8	5	-	-	0.5-1.9	0.8	3	3
Other chemicals, allied products.....	3-6	4	2-3	2	6	10	-	-	0.5-3.8	1.1	17	NA
Tobacco, tobacco products.....	2-4	3	1-1	1	3	2	-	-	0.6-2.7	0.8	4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	3	2	-	-	0.4-1.4	0.8	4	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	7	5	-	-	1.0-2.2	1.3	7	7
Dry goods, notions.....	4-5	4	2-4	3	5	5	-	-	0.5-1.9	0.9	7	4
Piece goods converters.....	-	-	1-3	2	5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-3	3	1-3	2	3	4	3-5	4	0.4-2.8	0.6	4	3
Paper.....	2-3	3	1-2	2	4	3	3-4	4	0.6-1.3	0.7	2	3
Stationery, office supplies.....	-	-	4-16	7	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	NA	5	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	NA	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	NA	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	4	4	-	-	0.4-1.6	1.0	6	4
Amusement, sporting goods.....	3-6	4	2-4	4	5	5	-	-	0.8-2.2	1.2	4	4
Books, magazines, newspapers.....	3-4	3	1-4	2	3	3	-	-	0.2-2.0	0.8	8	5
Coal.....	2-6	3	1-3	2	4	4	-	-	0.9-4.2	1.7	12	11
Farm supplies.....	4-11	5	2-9	3	7	7	-	-	1.1-5.4	2.1	10	8

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 10 measurements from March through December 1961.  
NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

**DURABLE GOODS****Motor Vehicles, Automotive Equipment  
(SIC 501)**

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

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

**Electrical Goods  
(SIC 506)**

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

**Furniture, Home Furnishings  
(Part of SIC 509)**

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

**Lumber, Construction Materials  
(Part of SIC 509)**

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

**Machinery, Equipment, Supplies  
(SIC 508)**

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco  
(Part of SIC 509)**

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel  
(SIC 503)**

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

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

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

**Paper, Paper Products, Except Wallpaper  
(Part of SIC 509)**

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials  
(SIC 505)**

Cotton (part of SIC 505)--Establishments primarily engaged in wholesale distribution of raw cotton and cotton lint.

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

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

**Other Nondurable Goods  
(Part of SIC 509)**

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

APRIL 1962

BW-62-4

## SALES AND INVENTORIES

FOR RELEASE  
JUNE 8, 1962<sup>1</sup>

### SALES

April 1962 sales of merchant wholesalers, estimated at \$11.8 billion, dropped 2 percent below March sales but were 9 percent above April sales a year ago. Cumulative sales for the first four months of 1962 totaled \$46.1 billion, an increase of 7 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$5.1 billion in April, were up 2 percent over the March level and 14 percent above April 1961 sales. Non-durable goods sales, at \$6.7 billion, dropped 5 percent below their previous month sales level but were 5 percent above sales a year ago. For the first four months of 1962, the durable goods trades showed an 11 percent gain over sales in the comparable 1961 period, while the nondurable goods trades indicated a 4 percent increase.

The number of trades reporting decreases from March sales was somewhat larger than the number reporting increases. However, the more substantial changes occurred among the trades reporting increases. Large gains over March sales were registered by construction machinery, equipment distributors (34%), construction materials wholesalers (18%), and air conditioning, refrigeration equipment distributors (17%). Sharp declines during this period were recorded by cotton merchants (27%), jewelry wholesalers (15%), and nonferrous metals distributors (13%). Almost all trades indicated gains over a year ago, the largest increases being reported by construction machinery, equipment distributors (40%) and industrial machinery, equipment distributors (39%). Cotton merchants, with sales down 23 percent, and iron, steel scrap dealers, with sales off 21 percent, showed the sharpest declines from a year ago.

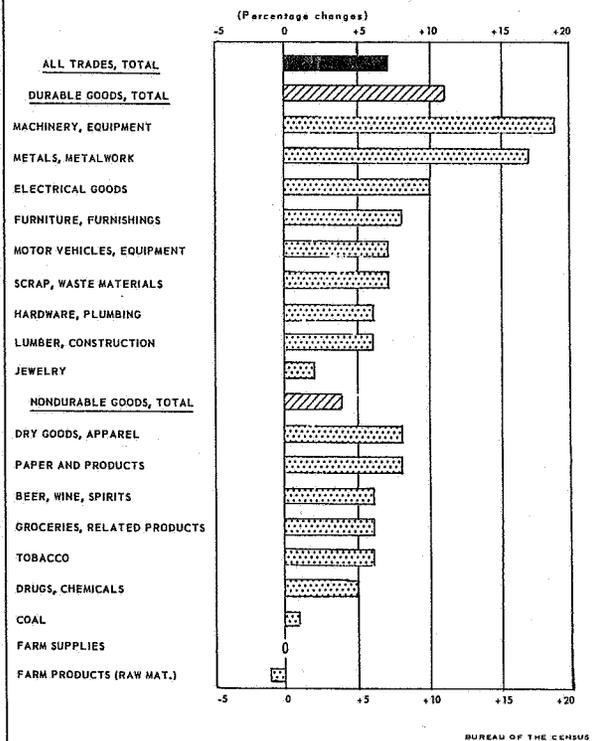
Five geographic divisions experienced sales declines from the previous month, three indicated gains and one—New England—showed no change from March sales. Compared with a year ago, sales gains ranging from 3 to 14 percent were reported in all geographic divisions except the West South Central Division, which experienced a slight (1%) decline.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.1 billion at the end of April, were unchanged from the previous month level but were slightly (1%) above stocks on hand a year ago. Stocks in the durable goods trades were also unchanged during the month but indicated a 2 percent increase over their year-ago level. Nondurable goods stocks declined slightly (1%) below the level of March stocks but were up 1 percent over last April.

Small changes from previous month inventory levels were reported by most trades. Coal wholesalers, with inventories down 19 percent, indicated the sharpest

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—  
FOUR MONTHS 1962 COMPARED WITH FOUR MONTHS 1961



decline for the fourth consecutive month. The principal increase over year-ago stocks was recorded by surgical, medical, hospital supplies distributors (up 23 percent); the sharpest decline by coal wholesalers (down 38 percent).

The April 1962 stock-sales ratio for merchant wholesalers was 119 percent, up 1 point over March 1962 but down 10 points from the April 1961 stock-sales ratio. The April 1962 stock-sales ratio of durable goods wholesalers was 158 percent (down 19 points from April of a year ago) compared with the nondurable goods ratio of 85 percent (down 5 points from April of a year ago).

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 12. These data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: APRIL 1962

Kind of business	(Millions of dollars)												Total		
	1962					1961							4 mos.		
	Jan.	Feb.	Mar. <sup>1</sup>	Apr. <sup>2</sup>	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,845	10,891	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	46,121	43,197
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	11,007	10,031	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	42,430	39,482
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,112	4,494	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	19,138	17,174
Motor vehicles, automotive equipment, total.	643	614	684	694	643	674	705	659	660	638	712	674	623	2,635	2,460
Automobiles, other motor vehicles.....	207	221	251	242	188	197	200	197	166	179	217	216	204	923	724
Automotive equipment, tires, tubes.....	434	392	433	452	455	477	504	462	495	459	495	458	419	1,712	1,737
Electrical goods, total.....	699	674	755	710	629	677	726	671	776	760	800	822	820	2,838	2,578
Electrical supplies, apparatus.....	290	285	317	324	285	314	314	299	340	311	342	343	335	1,216	1,103
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	344	363	412	372	436	449	458	479	486	1,622	1,475
Furniture, home furnishings, total.....	234	230	256	249	232	249	244	213	273	250	285	272	248	968	896
Furniture-household, office.....	63	64	68	67	67	72	77	62	80	69	79	71	70	262	253
Home furnishings, floor coverings.....	171	166	188	181	166	177	167	150	193	180	206	201	178	706	643
Hardware, plumbing, heating equipment, supplies, total.....	459	454	507	547	494	544	591	527	598	567	600	549	467	1,968	1,857
Hardware.....	181	186	208	217	198	206	212	188	217	215	234	212	183	794	748
Plumbing and heating equipment, supplies..	233	222	245	268	238	273	303	274	312	290	308	285	236	968	896
Lumber, construction materials, total.....	458	440	525	583	531	614	625	569	640	585	622	571	452	2,004	1,884
Lumber, millwork.....	316	300	355	382	364	415	418	364	406	380	404	372	302	1,430	1,287
Construction materials.....	143	140	170	201	167	199	206	205	233	205	218	199	149	573	597
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,463	1,145	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	5,249	4,407
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,049	777	878	883	795	930	888	901	897	890	3,781	3,003
Construction machinery, equipment.....	151	154	180	241	172	207	186	167	192	191	175	170	155	725	596
Industrial machinery, equipment, supplies.....	669	617	695	705	508	567	596	539	632	594	624	630	627	2,687	2,051
Professional equipment, supplies.....	141	131	144	142	122	131	139	136	152	153	147	142	137	558	499
Service-establishment equipment, supplies..	106	99	115	119	102	107	110	104	114	109	121	115	105	439	460
Metals, metalwork (except scrap), total.....	508	468	572	528	456	507	543	461	527	502	531	519	493	2,074	1,768
Iron, steel, and products.....	359	331	407	385	321	355	375	312	364	342	364	354	330	1,482	1,242
Nonferrous metals.....	148	137	165	143	135	152	168	150	163	160	167	164	164	592	526
Scrap, waste materials, total.....	286	277	289	271	292	317	317	285	305	289	328	296	257	1,123	1,052
Iron, steel scrap.....	170	165	162	146	185	201	198	183	188	180	208	182	155	643	610
Waste materials.....	116	112	127	125	106	116	119	101	117	109	120	114	102	480	441
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,733	6,397	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	26,983	26,023
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,895	5,537	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	23,292	22,308
Groceries and related products, total.....	2,495	2,256	2,542	2,426	2,266	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	9,719	9,135
General-line groceries.....	876	816	884	846	779	835	857	801	865	838	864	880	839	3,421	3,177
Specialty-line groceries.....	759	662	756	700	699	753	743	714	758	713	716	735	726	2,878	2,822
Confectionery.....	68	66	80	76	66	71	74	67	74	71	79	73	73	290	273
Meats, meat products.....	422	371	407	404	349	391	387	368	404	389	419	417	399	1,605	1,396
Poultry, poultry products.....	112	102	109	112	111	119	120	109	114	97	112	126	116	435	466
Fresh fruits, vegetables.....	258	239	306	288	262	319	328	306	278	248	242	255	268	1,091	1,002
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	602	567	653	675	601	676	635	661	748	811	2,299	2,177
Beer.....	203	201	235	248	225	275	307	294	309	267	247	241	241	887	866
Wine, distilled spirits.....	327	334	396	354	342	378	369	308	367	368	414	507	570	1,412	1,301
Drugs, chemicals, allied products, total....	472	418	474	463	436	474	468	419	483	473	491	487	438	1,827	1,748
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	263	263	275	272	247	282	283	292	300	272	1,075	1,078
Paints, varnishes.....	24	23	28	31	29	32	33	29	34	30	31	28	22	106	100
Other chemicals, allied products.....	158	147	171	169	144	167	163	143	168	160	167	159	143	645	570
Tobacco, tobacco products.....	346	330	364	357	328	366	380	356	382	365	368	368	380	1,397	1,313
Dry goods, apparel, total.....	550	545	625	598	514	549	561	510	638	583	655	649	533	2,318	2,156
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	246	198	218	213	227	291	262	287	293	241	952	883
Dry goods, notions.....	197	187	220	206	188	205	215	186	221	199	221	215	172	809	765
Paper, paper products, excluding wallpaper, total.....	374	340	372	373	328	355	364	324	376	365	385	388	368	1,459	1,353
Paper.....	305	278	311	307	277	294	307	271	312	300	318	319	295	1,202	1,130
Amusement, sporting goods.....	104	103	125	127	112	125	135	130	151	154	167	168	158	459	405
Books, magazines, newspapers.....	79	74	81	72	69	72	77	77	83	81	84	82	82	307	295
Coal.....	71	65	67	63	59	59	60	56	64	65	71	68	68	266	264
Farm supplies.....	162	168	217	218	214	203	182	143	147	141	142	132	136	764	767

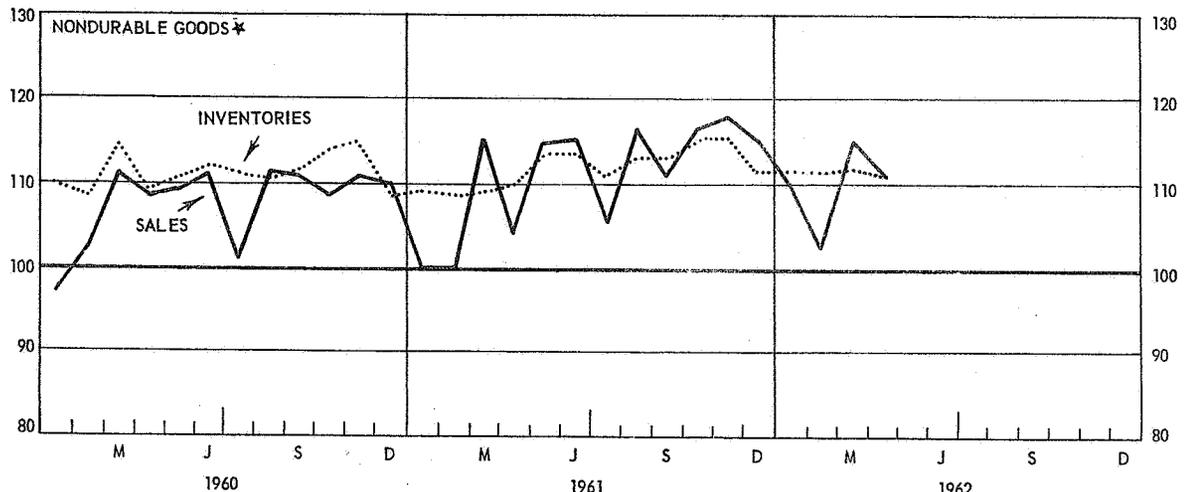
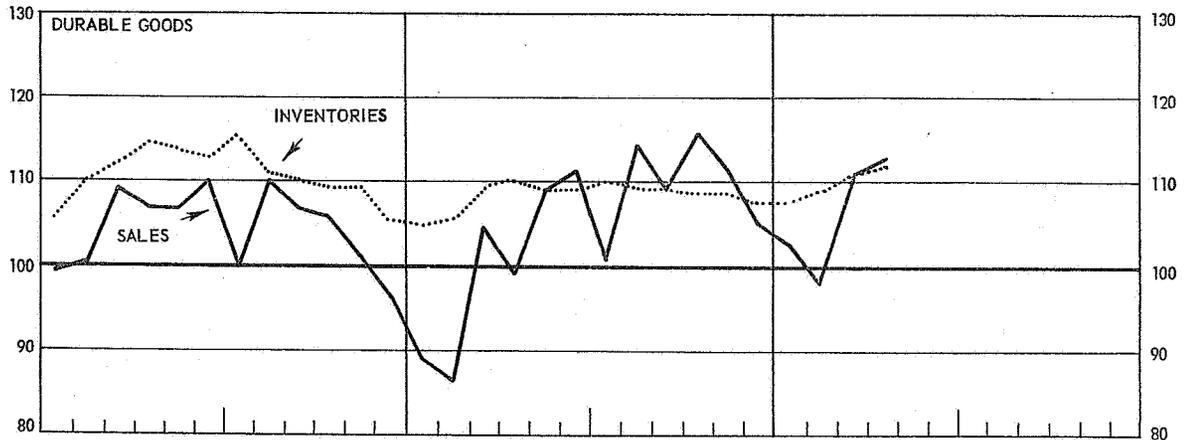
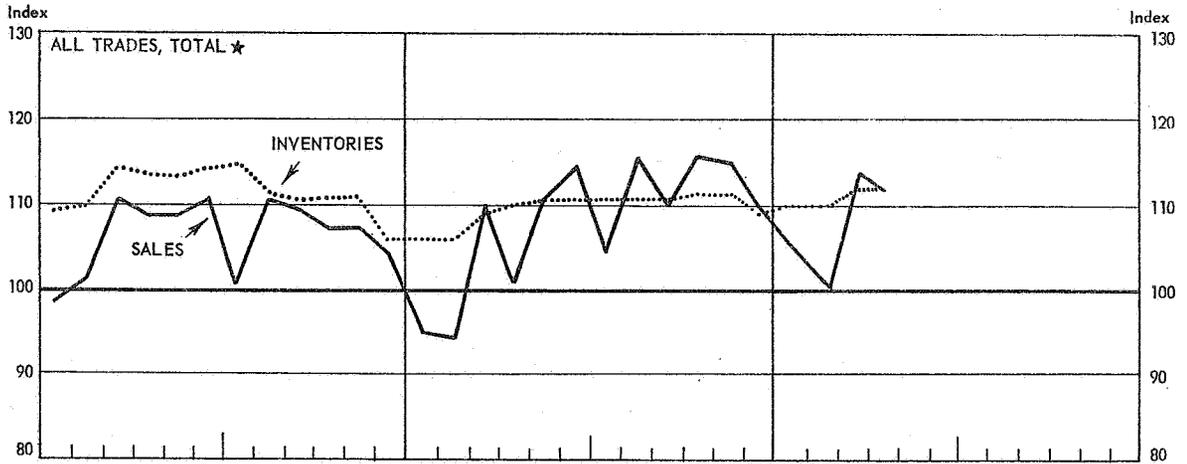
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedures.

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

### SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Millions of dollars)												
	1962				1961								
	Jan.	Feb.	Mar. <sup>1</sup>	Apr. <sup>2</sup>	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,109	12,920	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,087	7,953	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,189	1,226	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	922	951	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,209	1,199	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	475	469	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	734	730	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,023	1,046	1,067	1,073	1,096	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	447	448	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	535	544	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,274	2,129	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	966	868	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	963	979	863	847	816	837	875	873	851	876	910
Iron, steel, and products.....	769	794	804	816	712	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,022	4,967	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,368	1,344	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	700	661	666	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	688	668	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	551	530	529	542	513	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	611	603	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	411	413	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total....	366	367	376	386	386	375	371	379	390	374	370	380	383
Paper.....	299	303	311	319	307	296	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

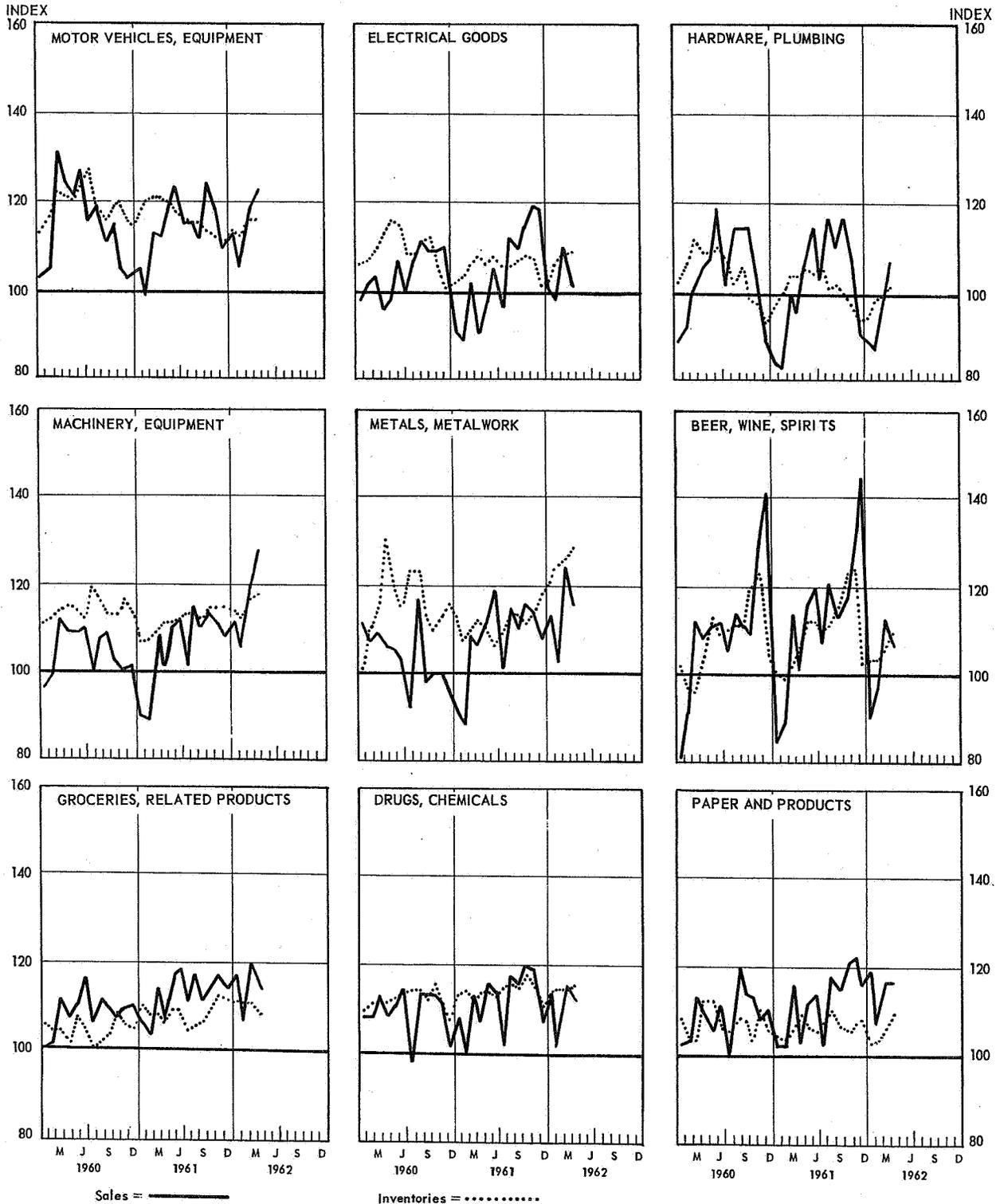
Kind of business	(Percent)												
	1962				1961								
	Jan.	Feb.	Mar. <sup>1</sup>	Apr. <sup>2</sup>	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	119	129	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	158	177	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	171	191	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	203	209	201	184	201	186	203	183	195	213
Electrical goods, total.....	166	176	159	170	191	175	163	174	152	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	147	165	150	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	190	212	196	173	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total..	223	231	210	196	222	204	186	212	179	190	176	189	214
Hardware.....	240	239	216	206	226	221	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	200	229	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	155	186	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	137	171	152	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	183	204	168	185	189	168	152	182	166	174	160	169	184
Iron, steel, and products.....	214	240	198	212	222	198	186	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	85	90	84	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	55	56	59	56	55	56	54	57	57	57	58
General-line groceries.....	79	86	81	83	85	80	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total....	127	122	106	114	118	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	168	159	134	153	150	146	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	128	145	128	132	138	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	156	157	148	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total....	98	108	101	104	118	106	102	117	104	102	96	98	104
Paper.....	98	109	100	104	111	101	101	113	98	98	93	96	106

<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate. See page 12, Estimating Procedure.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

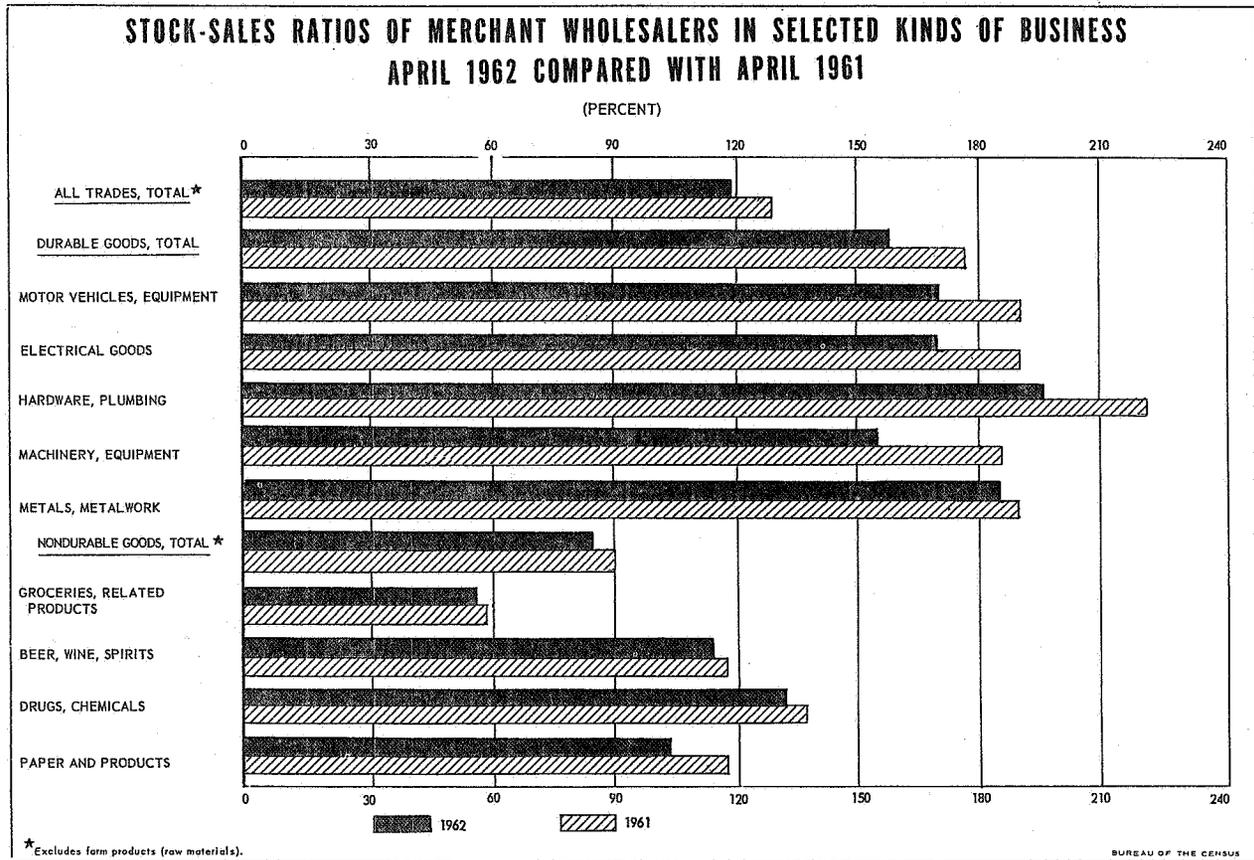
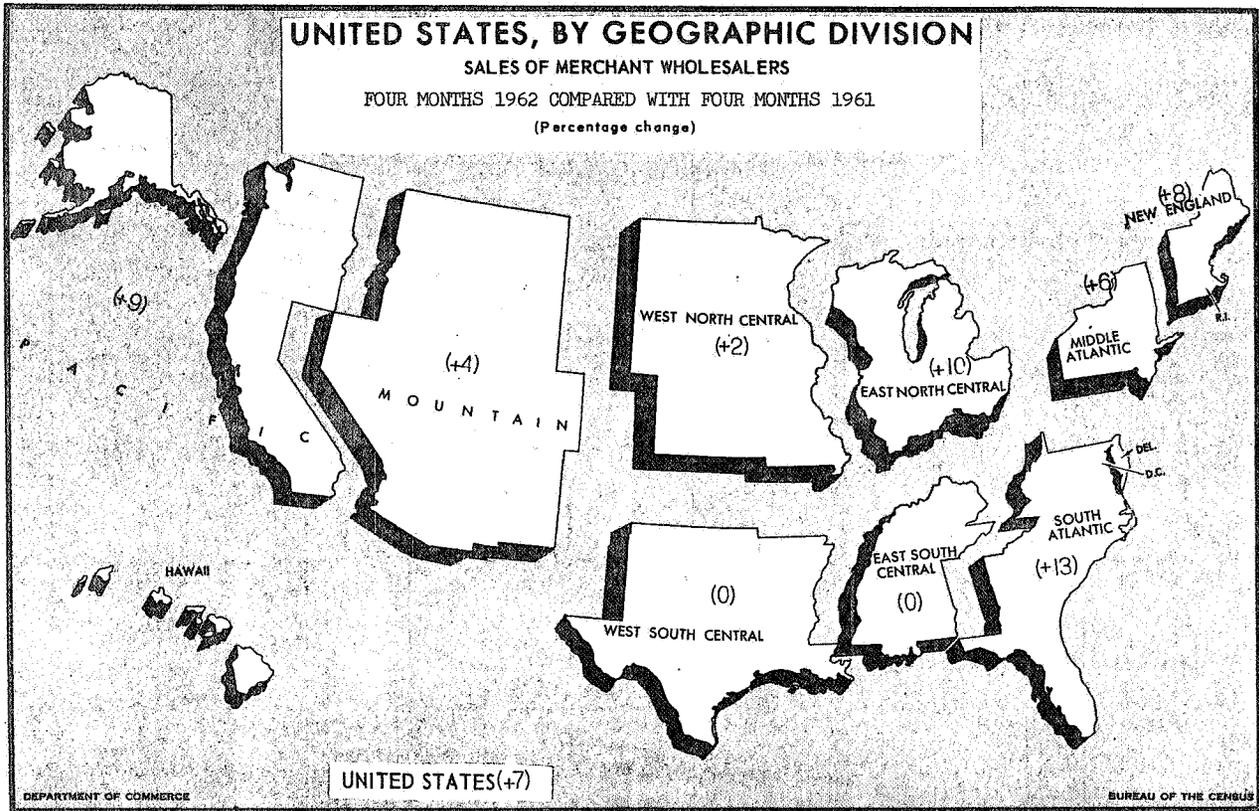


Table 4 PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: APRIL 1962

Kind of business	Sales			Inventories, end-of-month (at cost)	
	April 1962 from--		4 mos. 1962 from 4 mos. 1961	April 1962 from--	
	April 1961	March 1962		April 1961	March 1962
MERCHANT WHOLESALERS, TOTAL.....	+9	-2	+7	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+10	-1	+7	+1	0
DURABLE GOODS, TOTAL.....	+14	+2	+11	+2	0
Motor vehicles, automotive equipment, total.....	+8	+2	+7	-3	0
Automobiles, other motor vehicles.....	+29	-3	+28	-4	0
Automotive equipment, tires, tubes.....	-1	+4	-1	-3	0
Electrical goods, total.....	+13	-6	+10	+1	0
Electrical supplies, apparatus.....	+14	+2	+10	+1	+1
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+12	-12	+10	+1	0
Furniture, home furnishings, total.....	+7	-3	+8	-3	-4
Furniture-household, office.....	+1	-1	+4	-14	-2
Home furnishings, floor coverings.....	+9	-3	+10	0	-4
Hardware, plumbing, heating equipment, supplies, total.....	+11	+8	+6	-2	+1
Hardware.....	+10	+4	+6	0	-1
Plumbing and heating equipment, supplies.....	+12	+9	+8	-2	+2
Air conditioning, refrigeration equipment, supplies.....	+7	+17	-3	-14	+1
Lumber, construction materials, total.....	+10	+11	+6	-6	+1
Lumber, millwork.....	+5	+8	+5	-10	+1
Construction materials.....	+20	+18	+9	0	0
Machinery, equipment, supplies, total.....	+28	+8	+19	+7	+1
Commercial, industrial machinery, equipment, supplies.....	+35	+8	+26	+4	+1
Commercial machines, equipment.....	+5	+10	+4	0	0
Construction machinery, equipment.....	+40	+34	+22	-7	+2
Industrial machinery, equipment, supplies.....	+39	+2	+31	+11	0
Professional equipment, supplies.....	+17	-1	+12	+11	+3
Surgical, medical, hospital supplies.....	+9	-7	+15	+23	+2
Service-establishment equipment, supplies.....	+16	+3	+10	+17	-2
Metals, metalwork (except scrap), total.....	+16	-8	+17	+13	+2
Iron, steel, and products.....	+20	-5	+19	+15	+2
Nonferrous metals.....	+6	-13	+13	+8	+2
Scrap, waste materials, total.....	-7	-6	+7	-10	+1
Iron, steel scrap.....	-21	-9	+5	-17	0
Waste materials.....	+17	-2	+9	+5	+2
Jewelry.....	-7	-15	+2	+2	+1
NONDURABLE GOODS, TOTAL.....	+5	-5	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+6	-4	+4	+1	-1
Groceries and related products, total.....	+7	-5	+6	+2	-3
General-line groceries.....	+9	-4	+8	+6	-2
Voluntary groups.....	+6	0	+4	+7	-1
Retailer cooperatives.....	+10	-8	+11	+5	-2
Nonaffiliated.....	+10	-5	+9	+6	-4
Specialty-line groceries.....	0	-7	+2	+1	-3
Confectionery.....	+15	-5	+6	0	+1
Meats, meat products.....	+16	-1	+15	-6	-8
Poultry, poultry products.....	+1	+2	-7	-12	-4
Fresh fruits, vegetables.....	+10	-6	+9	-17	-5
Beer, wine, distilled alcoholic beverages, total.....	+6	-5	+6	+3	+3
Beer.....	+10	+6	+2	-6	+5
Wine, distilled spirits.....	+3	-11	+8	+6	+2
Drugs, chemicals, allied products, total.....	+6	-2	+5	+1	0
Drugs, drug proprietaries, druggists' supplies.....	0	-4	0	-1	0
General-line drugs.....	+2	-3	+3	0	0
Paints, varnishes.....	+8	+11	+6	-6	+2
Other chemicals, allied products.....	+17	-1	+13	+9	+1
Tobacco, tobacco products.....	+9	-2	+6	+3	0
Dry goods, apparel, total.....	+16	-4	+8	-6	-3
Apparel and accessories, hosiery, lingerie, footwear.....	+24	-6	+8	-3	-6
Dry goods, notions.....	+9	-6	+6	-11	-1
Piece goods converters.....	+14	+1	+10	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+13	0	+8	0	+3
Paper.....	+10	-1	+6	+3	+3
Stationery, office supplies.....	(X)	(X)	+15	(X)	(X)
Farm products, raw materials.....	-3	-10	-1	(X)	(X)
Cotton.....	-23	-27	-11	(X)	(X)
Grain.....	+4	-8	+3	(X)	(X)
Other nondurable goods, total.....	-2	-4	-3	+5	-2
Amusement, sporting goods.....	+13	+2	+13	+6	+5
Books, magazines, newspapers.....	+5	-11	+4	+3	+1
Coal.....	+6	-7	+1	-38	-19
Farm supplies.....	+2	0	0	+5	-10

<sup>r</sup> Revised since Advance Release dated May 31, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
APRIL 1962

Kind of business and geographic division (see map page 6)	Sales			Inventories, end-of-month (at cost)	
	April 1962 from--		4 months 1962 from 4 months 1961	April 1962 from--	
	April 1961	March 1962		April 1961	March 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+9	-2	+7	+1	0
New England.....	+7	0	+8	+6	+1
Middle Atlantic.....	+6	-4	+6	0	0
East North Central.....	+14	+1	+10	+2	-1
West North Central.....	+3	+3	+2	0	-2
South Atlantic.....	+14	-4	+13	+7	+1
East South Central.....	+5	-4	0	-6	-1
West South Central.....	-1	-7	0	-6	0
Mountain.....	+10	+4	+4	+1	+1
Pacific.....	+11	-3	+9	+5	+1
Automotive equipment, tire, tube wholesalers.....	-1	+4	-1	-3	0
Middle Atlantic.....	(X)	+6	-9	+11	-1
East North Central.....	(X)	+5	-2	(X)	-1
West North Central.....	(X)	+7	-10	(X)	0
South Atlantic.....	(X)	+2	-1	(X)	(X)
East South Central.....	(X)	(X)	+1	(X)	-2
West South Central.....	+8	+2	+6	(X)	(X)
Mountain.....	(X)	+5	(X)	(X)	(X)
Pacific.....	-3	+7	-1	(X)	0
Electrical apparatus, supplies distributors.....	+14	+2	+10	+1	+1
New England.....	(X)	-2	(X)	(X)	0
Middle Atlantic.....	+9	-7	+13	+3	-1
East North Central.....	+10	+3	+7	-5	+1
West North Central.....	+5	+11	-3	+1	0
South Atlantic.....	+13	+3	+9	-15	+4
East South Central.....	(X)	(X)	+12	+16	+1
West South Central.....	(X)	+7	+8	+2	+2
Mountain.....	(X)	+3	+13	(X)	+1
Pacific.....	+30	+8	+17	+13	0
Electrical appliances, TV, radio sets, electronic parts distributors.....	+12	-12	+10	+1	0
New England.....	(X)	-9	(X)	(X)	(X)
Middle Atlantic.....	+21	-12	+16	+5	+3
East North Central.....	-5	-10	(X)	-13	-3
West North Central.....	(X)	-5	(X)	(X)	-5
South Atlantic.....	+15	-10	+17	(X)	-1
East South Central.....	(X)	-12	(X)	(X)	+2
West South Central.....	(X)	-16	+6	(X)	+1
Pacific.....	+23	-13	+13	+19	+1
Furniture, home furnishings wholesalers.....	+7	-3	+8	-3	-4
New England.....	(X)	-12	(X)	(X)	-1
Middle Atlantic.....	+4	-5	+4	(X)	(X)
East North Central.....	(X)	-13	+6	(X)	(X)
South Atlantic.....	(X)	0	(X)	(X)	+1
Mountain.....	(X)	+1	(X)	(X)	+5
Pacific.....	+20	+8	+14	(X)	-2
Hardware wholesalers.....	+10	-4	+6	0	-1
New England.....	(X)	+18	(X)	(X)	-2
Middle Atlantic.....	(X)	+1	-4	(X)	(X)
East North Central.....	+5	0	+2	-6	+1
West North Central.....	-11	+5	-11	(X)	-1
South Atlantic.....	(X)	+10	(X)	(X)	(X)
East South Central.....	-2	+6	(X)	+2	+4
West South Central.....	(X)	-2	+24	-13	-3
Mountain.....	(X)	+4	(X)	(X)	+3
Pacific.....	+20	+6	+16	+12	-2
Plumbing, heating equipment, supplies distributors.....	+12	+9	+8	-2	+2
New England.....	(X)	(X)	-1	(X)	-1
Middle Atlantic.....	+9	+6	+10	-6	+1
East North Central.....	+14	+7	+2	+13	+2
West North Central.....	(X)	+24	(X)	0	-1
South Atlantic.....	+20	+4	+23	-1	+3
East South Central.....	(X)	+7	-6	(X)	+2
West South Central.....	(X)	+4	(X)	(X)	+7
Pacific.....	+12	+14	+12	-1	-1
Lumber, construction materials distributors.....	+10	+11	+6	-6	+1
Middle Atlantic.....	+5	+7	+10	(X)	+3
East North Central.....	(X)	+19	-2	(X)	-2
West North Central.....	-10	+14	-14	+5	+1
South Atlantic.....	-5	(X)	+8	-7	0
East South Central.....	(X)	+5	(X)	(X)	-1
West South Central.....	(X)	+14	(X)	(X)	+5
Pacific.....	(X)	(X)	+22	(X)	+2

See footnotes at end of table.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued  
APRIL 1962

Kind of business and geographic division (see map page 6)	Sales			Inventories, end-of-month (at cost)	
	April 1962 from--		4 months 1962 from 4 months 1961	April 1962 from--	
	April 1961	March 1962		April 1961	March 1962
Industrial machinery, equipment supplies distributors.....	+39	+2	+31	+11	0
Middle Atlantic.....	+24	-4	+28	+13	-1
East North Central.....	+71	+4	+50	(X)	+3
East South Central.....	(X)	+2	(X)	(X)	-6
West South Central.....	+33	-7	+28	+12	0
Mountain.....	(X)	0	(X)	(X)	0
Pacific.....	(X)	+3	(X)	(X)	+2
General-line grocery wholesalers.....	+9	-4	+8	+6	-2
New England.....	(X)	-7	-9	(X)	0
Middle Atlantic.....	-6	-7	-7	-2	-2
East North Central.....	+9	-4	+11	-7	-9
West North Central.....	+7	-1	+7	+9	-2
South Atlantic.....	+30	-4	+23	+34	-2
East South Central.....	(X)	-3	(X)	(X)	+3
West South Central.....	+20	0	+14	+13	-2
Mountain.....	+14	+3	+10	+21	+8
Pacific.....	+9	-10	+9	+6	-2
Specialty-line grocery wholesalers.....	0	-7	+2	+1	-3
Middle Atlantic.....	-1	-7	+2	+2	-1
East North Central.....	+6	-3	+2	(X)	-5
West North Central.....	(X)	0	-2	+2	-10
South Atlantic.....	(X)	-14	+12	(X)	(X)
East South Central.....	(X)	-9	(X)	(X)	-6
West South Central.....	-1	-10	-1	(X)	-2
Pacific.....	-6	-11	-4	(X)	-3
Fresh fruit, vegetable wholesalers.....	+10	-6	+9	-17	-5
New England.....	(X)	+2	(X)	(X)	(X)
Middle Atlantic.....	+9	-1	+8	(X)	-10
East North Central.....	+26	+6	+12	(X)	+1
West North Central.....	(X)	-6	-8	(X)	+1
West South Central.....	(X)	-9	+6	(X)	+1
Drug wholesalers (general and specialty lines).....	0	-4	0	-1	0
New England.....	(X)	0	-19	(X)	+1
Middle Atlantic.....	-8	-7	-4	(X)	(X)
East North Central.....	+18	-3	+13	+20	-1
West North Central.....	+1	+1	+1	-11	+2
South Atlantic.....	+1	-5	-2	+7	+1
East South Central.....	+21	-4	+20	+2	+1
West South Central.....	-5	-8	-4	-4	0
Mountain.....	-13	(X)	-8	(X)	(X)
Pacific.....	+6	-2	+4	+4	+1
Tobacco distributors.....	+9	-2	+6	+3	0
New England.....	(X)	-8	+4	(X)	(X)
Middle Atlantic.....	+15	-1	+8	(X)	(X)
East North Central.....	+2	0	-1	+6	0
West North Central.....	(X)	-1	+13	(X)	-2
South Atlantic.....	(X)	-3	+4	+2	0
East South Central.....	(X)	-1	(X)	(X)	+1
West South Central.....	-4	-2	0	(X)	-2
Mountain.....	(X)	0	+25	(X)	-1
Pacific.....	(X)	-2	+22	(X)	0
Dry goods, apparel wholesalers.....	+16	-4	+8	-6	-3
New England.....	(X)	-7	(X)	(X)	(X)
Middle Atlantic.....	+20	-3	+10	(X)	(X)
East North Central.....	(X)	+2	+23	-8	-6
South Atlantic.....	(X)	(X)	+11	(X)	-8
West South Central.....	(X)	-9	-13	(X)	-6
Pacific.....	(X)	-10	(X)	(X)	-2

X Withheld due to extreme variability of reported data or a high nonresponse rate.

<sup>1</sup> Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

### 1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

### 2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

### 3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

### 4. Currently Published Data

**Sales.**--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

**Inventories.**--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

**Stock-sales ratios.**--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

### 5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143			
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware.....	156	166	Beer.....	183	196
Plumbing and heating equipment, supplies.....	203	212	Wine, distilled spirits.....	286	274
Lumber, construction materials, total.....	460	426	Drugs, chemicals, allied products, total.....	383	440
Lumber, millwork.....	261	290	Drugs, drug proprietaries, druggists' sundries.....	245	276
Construction materials.....	2 <sup>199</sup>	135	Paints, varnishes.....	24	21
Machinery, equipment, supplies, total.....	991	1,020	Other chemicals, allied products.....	139	143
Construction machinery, equipment.....	NA	138	Tobacco, tobacco products.....	304	317
Industrial machinery, equipment supplies.....	447	3,481			
Professional equipment, supplies.....	109	120	Dry goods, apparel, total.....	459	487
Service-establishment equipment, supplies.....	3 <sup>139</sup>	96	Apparel and accessories, hosiery, lingerie, footwear.....	155	4 <sup>189</sup>
Metals, metalwork (except scrap), total.....	382	418	Dry goods, notions.....	4 <sup>193</sup>	184
Iron, steel, and products.....	272	295	Paper, paper products, excluding wallpaper, total.....	5 <sup>347</sup>	323
Nonferrous metals.....	110	123	Paper.....	301	270
Scrap, waste materials, total.....	232	237	Coal.....	75	72
Iron, steel scrap.....	120	127	Farm supplies.....	133	147
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	298	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	3 <sup>812</sup>	185	3 <sup>169</sup>
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5 <sup>326</sup>	369	5 <sup>94</sup>	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the ratio of current month to year-ago sales and inventories have not been computed for 1961 but are being computed beginning with January 1962. Generally the sampling error of the current month to a year-ago ratio will be higher than the sampling error of the current to previous month ratio and will approximate the sampling error shown for the monthly dollar estimates. Table 8 shows the current month to year-ago sampling errors for January and February 1962. These are somewhat higher than expected in future months because data in the first four months of 1961--when the revised sample was being introduced--were subject to greater variability than in later months.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from non-sampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1961. The published estimate is \$4,915 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$4,915 million by .01; we obtain \$49 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,866 and \$4,964 million. Doubling the given median sampling error gives us the limits, \$4,817 to \$5,013 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1961 to May 1961 for all durable goods. This ratio of change, obtained by dividing \$4,915 million by \$4,494 million, is 1.094 (it can also be expressed as a 9% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.094 by .006 we obtain .007 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.087 to 1.101 (that is, that the April to May change was between a 9% and 10% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.080 to 1.108.

Table 8. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Jan. 1962	Feb. 1962			Range	Median	Jan. 1962	Feb. 1962
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	1.1	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.7	0.5	0.9	1.0	0.6-0.8	0.7	0.1-0.8	0.2	1.1	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.7	1.7	-	-	0.2-0.5	0.3	1.1	1.7
Motor vehicles, automotive equipment, total...	2-3	3	1-3	2	5	5	2-4	3	0.3-0.9	0.6	3	2
Automobiles, other motor vehicles.....	4-6	5	3-6	4	9	9	-	-	1.0-2.3	1.5	4	4
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	5	4	3-4	4	0.3-1.0	0.7	3	3
Electrical goods, total.....	2-4	3	1-2	1	NA	NA	2-3	2	0.4-1.2	0.5	3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	NA	NA	2-3	3	0.4-0.8	0.6	4	2
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	6	4	3-3	3	0.5-5.9	0.8	3	3
Furniture, home furnishings, total.....	3-4	3	1-3	2	3	5	-	-	0.6-2.1	1.0	5	3
Furniture-household, office.....	3-6	5	2-5	4	4	3	-	-	0.8-1.5	1.2	5	3
Home furnishings, floor coverings.....	3-5	4	2-4	2	5	6	-	-	0.6-2.7	1.3	6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	3	3	2-3	2	0.3-0.6	0.5	3	2
Hardware.....	3-4	3	1-3	2	4	4	2-3	2	0.5-1.4	0.6	4	2
Plumbing and heating equipment, supplies....	3-4	3	1-3	2	4	4	4-4	4	0.3-1.0	0.7	4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	6	11	8	-	-	0.8-1.7	1.1	6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	6	3	-	-	0.6-3.0	1.0	8	6
Lumber, millwork.....	3-5	4	1-4	2	7	3	-	-	0.7-2.6	1.3	7	8
Construction materials.....	3-4	4	2-4	3	9	6	-	-	0.7-6.5	0.9	12	5
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	NA	4	1-2	2	0.3-1.1	0.6	3	2
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	NA	-	-	NA	NA	NA	NA
Commercial machines, equipment.....	-	-	3-7	5	NA	8	-	-	0.6-2.1	1.3	6	6
Construction machinery, equipment.....	5-8	7	2-6	5	NA	6	-	-	0.4-1.9	0.9	3	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	NA	8	2-4	3	0.6-1.9	0.8	7	5
Professional equipment, supplies.....	3-5	4	2-3	3	5	4	-	-	0.4-1.1	0.7	5	4
Surgical, medical, hospital supplies.....	-	-	3-5	4	9	5	-	-	0.6-1.6	0.8	7	4
Service establishment equipment, supplies.....	4-7	6	2-4	3	5	3	-	-	0.5-3.3	1.2	5	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	6	3	2-5	4	0.4-3.3	0.5	4	3
Iron, steel and products.....	4-5	5	2-5	3	8	4	2-5	4	0.4-3.9	0.6	4	3
Nonferrous metals.....	2-4	3	2-4	2	4	5	-	-	0.5-1.3	0.9	5	4
Scrap, waste materials, total.....	3-4	4	2-5	3	4	3	-	-	0.7-3.8	1.3	6	4
Iron, steel scrap.....	4-6	5	2-6	4	8	4	-	-	0.9-5.4	1.9	7	7
Waste materials.....	5-8	6	2-5	3	8	5	-	-	0.8-3.6	1.5	8	5
Jewelry.....	-	-	2-6	4	7	7	-	-	0.4-1.9	1.1	5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	1.4	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	1.0	0.8	-	-	0.2-0.5	0.4	1.7	1.3
Groceries and related products, total.....	2-2	2	1-2	1	3	2	2-4	3	0.4-1.5	0.7	3	1
General-line groceries.....	2-3	3	1-1	1	3	2	2-3	3	0.4-1.2	0.6	3	2
Voluntary groups.....	-	-	1-1	1	4	3	-	-	0.5-1.3	0.7	4	4
Retailer-cooperatives.....	-	-	1-2	1	4	3	-	-	1.0-1.2	1.0	7	3
Nonaffiliated.....	-	-	1-2	2	5	3	-	-	1.1-1.3	1.2	3	3
Specialty-line groceries.....	3-4	3	1-3	2	4	3	-	-	0.6-2.2	1.0	6	5
Confectionery.....	4-5	4	1-3	2	8	7	-	-	0.6-1.9	1.3	7	NA
Meat, meat products.....	5-10	6	1-4	2	3	4	-	-	1.8-18.0	4.5	10	3
Poultry, poultry products.....	4-6	5	1-6	2	6	5	-	-	1.7-4.9	2.7	11	9
Fresh fruit, vegetable.....	3-8	4	2-6	2	9	6	-	-	1.0-4.6	2.2	12	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	4	4	5-7	6	0.8-1.8	1.1	7	6
Beer.....	2-5	3	1-2	1	4	4	-	-	1.4-3.3	2.2	4	5
Wine, distilled spirits.....	4-6	5	1-2	2	5	5	7-8	7	0.9-2.3	1.3	8	6
Drugs, chemicals, allied products, total.....	2-3	2	1-2	1	2	2	2-3	2	0.4-1.0	0.5	2	1
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	3	3	2-3	2	0.3-0.9	0.5	3	2
General-line drugs.....	-	-	1-1	-	2	1	-	-	0.1-0.4	0.3	2	2
Paints, varnishes.....	3-8	4	1-3	2	8	5	-	-	0.5-1.9	0.8	3	3
Other chemicals, allied products.....	3-6	4	2-3	2	6	10	-	-	0.5-3.8	1.1	17	NA
Tobacco, tobacco products.....	2-4	3	1-1	1	3	2	-	-	0.6-2.7	0.8	4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	3	2	-	-	0.4-1.4	0.8	4	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	7	5	-	-	1.0-2.2	1.3	7	7
Dry goods, notions.....	4-5	4	2-4	3	5	5	-	-	0.5-1.9	0.9	7	4
Piece goods converters.....	-	-	1-3	2	5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-3	3	1-3	2	3	4	3-5	4	0.4-2.8	0.6	4	3
Paper.....	2-3	3	1-2	2	4	3	3-4	4	0.6-1.3	0.7	2	3
Stationery, office supplies.....	-	-	4-16	7	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	NA	5	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	NA	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	NA	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	4	4	-	-	0.4-1.6	1.0	6	4
Amusement, sporting goods.....	3-6	4	2-7	4	5	5	-	-	0.8-2.2	1.2	4	4
Books, magazines, newspapers.....	3-4	3	1-4	2	3	3	-	-	0.2-2.0	0.8	8	5
Coal.....	2-6	3	1-3	2	4	4	-	-	0.9-4.2	1.7	12	11
Farm supplies.....	4-11	5	2-9	3	7	7	-	-	1.1-5.4	2.1	10	8

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 10 measurements from March through December 1961.  
NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)**  
(Part of SIC 509)

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials**  
(Part of SIC 509)

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

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

**Jewelry**  
(Part of SIC 509)

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

**NONDURABLE GOODS**

**Groceries and Related Products**  
(SIC 504)

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages**  
(Part of SIC 509)

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

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

**Drugs, Chemicals, Allied Products**  
(SIC 502)

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco  
(Part of SIC 509)**

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel  
(SIC 503)**

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

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

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

**Paper, Paper Products, Except Wallpaper  
(Part of SIC 509)**

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials  
(SIC 505)**

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

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

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

**Other Nondurable Goods  
(Part of SIC 509)**

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

MAY 1962

BW-62-5

## SALES AND INVENTORIES

FOR RELEASE  
JULY 10, 1962<sup>1</sup>

### SALES

May 1962 sales of merchant wholesalers, estimated at \$12.6 billion, were up 7 percent over April sales and were also 7 percent over May sales a year ago. (The increase from April to May was due primarily to the larger number of trading days in May.) Cumulative sales for the first five months of 1962 totaled \$58.7 billion, an increase of 7 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$5.3 billion in May, were up 6 percent over the April level and 9 percent over May 1961 sales. The nondurable goods trades, with sales of \$7.3 billion in May, showed an increase of 8 percent over April activity as well as a 5 percent increase over sales a year ago. Over the 5 month period, sales in the durable goods trades were up 11 percent over the comparable 1961 period while sales in the nondurable goods trades were up 4 percent.

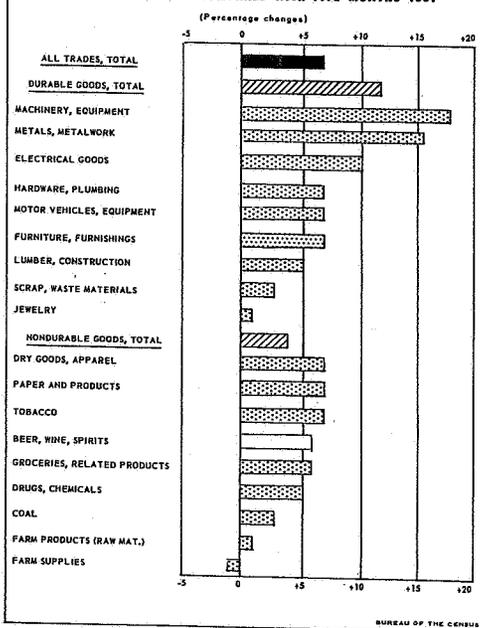
Most trades reported May sales above April 1962 and May 1961 levels. Substantial gains over previous month sales were recorded by air conditioning, refrigeration equipment distributors (22%), beer wholesalers (19%), grain merchants (17%), and meats, meat products distributors (16%). Farm supplies wholesalers, with sales off 10 percent from April, accounted for the sharpest decline. Principal gains over year-ago sales were indicated by industrial machinery and equipment distributors (26%), construction machinery and equipment distributors (25%), air conditioning, refrigeration equipment distributors (21%), meats, meat products distributors (19%), and automobiles, other motor vehicle distributors (18%). Iron, steel scrap dealers, with sales down 26 percent, showed the sharpest decline from a year ago for the second consecutive month.

All geographic divisions showed gains over previous month as well as year-ago levels. Increases over April sales ranged from 4 percent in the Mountain Division to 9 percent in the Middle Atlantic Division. Gains over year-ago sales varied from 3 percent in the West South Central and Pacific Divisions to 11 percent in the West North Central Division.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.2 billion at the end of May, were unchanged from the previous month level but were slightly (1%) above stocks on hand a year ago. Stocks in the durable goods trades increased only slightly (1%) during the month but were up 3 percent over their year-ago level. Nondurable goods stocks remained unchanged from their April level but declined slightly (1%) below year-ago stocks.

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—  
FIVE MONTHS 1962 COMPARED WITH FIVE MONTHS 1961



Most trades continued to indicate relatively small changes from their previous month inventory levels. However, changes from year-ago stocks were more substantial. The largest increases were reported by service establishment supply houses (17%), and metals, metalwork distributors (16%); the sharpest declines by coal wholesalers (22%), poultry products distributors (22%), and iron, steel scrap dealers (21%).

The May 1962 stock-sales ratio for merchant wholesalers was 113 percent, down 7 points from April 1962 and 6 points below the May 1961 stock-sales ratio. The May 1962 stock-sales ratio of durable goods wholesalers was 152 percent compared with the nondurable goods ratio of 80 percent.

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 11. These data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

<sup>1</sup> For sale by the Bureau of the Census; Single copy--10¢, annual subscription--\$1.00  
An advance release of May 1962 data was issued on June 29, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: MAY 1962

(Millions of dollars)

Kind of business	1962					1961								Total 5 mos.	
	Jan.	Feb.	Mar.	Apr. <sup>1</sup>	May <sup>2</sup>	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,634	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	58,686	55,056
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,680	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	54,034	50,451
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,347	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	24,423	22,091
Motor vehicles, automotive equipment, total.															
Automobiles, other motor vehicles.....	643	614	684	695	715	674	705	659	660	638	712	674	623	3,351	3,135
Automotive equipment, tires, tubes.....	209	221	251	237	232	197	200	197	166	179	217	216	204	1,150	921
Electrical goods, total.....	434	392	433	459	483	477	504	462	495	459	495	458	419	2,201	2,214
Electrical supplies, apparatus.....	699	674	755	705	747	677	726	671	776	760	800	822	820	3,580	3,254
Electrical appliances, TV, radio sets, electronic parts, equipment.....	290	285	317	319	347	314	314	299	340	311	342	343	335	1,558	1,417
Furniture, home furnishings, total.....	409	389	438	386	400	363	412	372	436	449	458	479	486	2,022	1,838
Furniture-household, office.....	234	230	256	252	249	249	244	213	273	250	285	272	248	1,221	1,145
Home furnishings, floor coverings.....	63	64	68	68	75	72	77	62	80	69	79	71	70	338	325
Hardware, plumbing, heating, equipment, supplies, total.....	171	166	188	183	174	177	167	150	193	180	206	201	178	882	821
Hardware.....	459	454	507	542	602	544	591	527	598	567	600	549	467	2,565	2,401
Plumbing and heating equipment, supplies..	181	186	208	212	223	206	212	188	217	215	234	212	183	1,011	953
Lumber, construction materials, total.....	233	222	245	266	299	273	303	274	312	290	308	285	236	1,265	1,169
Lumber, millwork.....	458	440	525	562	631	614	625	569	640	585	622	571	452	2,614	2,498
Construction materials.....	316	300	355	369	417	415	418	364	406	380	404	372	302	1,754	1,702
Machinery, equipment, supplies, total.....	143	140	170	193	214	199	206	205	233	205	218	199	149	860	797
Commercial, industrial, machinery equipment, supplies.....	1,250	1,182	1,354	1,412	1,495	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	6,695	5,665
Construction machinery, equipment.....	911	854	967	1,009	1,075	878	883	795	930	888	901	897	890	4,817	3,882
Industrial machinery, equipment, supplies.....	151	154	180	234	299	207	186	167	192	191	175	170	155	976	803
Professional equipment, supplies.....	669	617	695	674	712	567	596	539	632	594	624	630	627	3,367	2,618
Service-establishment equipment, supplies..	141	131	144	138	141	131	139	136	152	153	147	142	137	695	629
Metals, metalwork (except scrap), total.....	106	99	115	116	119	107	110	104	114	109	121	115	105	556	507
Iron, steel, and products.....	508	468	572	533	561	507	543	461	527	502	531	519	493	2,641	2,276
Nonferrous metals.....	359	331	407	384	398	355	375	312	364	342	364	354	330	1,879	1,598
Scrap, waste materials, total.....	148	137	165	149	163	152	168	150	163	160	167	164	164	762	678
Iron, steel scrap.....	286	277	289	280	275	317	317	285	305	289	328	296	257	1,406	1,369
Waste materials.....	170	165	162	152	149	201	198	183	188	180	208	182	155	797	812
NONDURABLE GOODS, TOTAL.....	116	112	127	128	125	116	119	101	117	109	120	114	102	609	597
TOTAL (excluding farm products, raw materials).....	6,840	6,355	7,064	6,728	7,286	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	34,224	32,965
Groceries and related products, total.....	5,837	5,438	6,130	5,884	6,333	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	29,611	28,360
General-line groceries.....	2,495	2,256	2,542	2,410	2,672	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	12,375	11,621
Specialty-line groceries.....	876	816	884	834	890	835	857	801	865	838	864	880	839	4,299	4,012
Confectionery.....	759	662	756	704	788	753	743	714	758	713	716	735	726	3,669	3,875
Meats, meat products.....	68	66	80	74	80	71	74	67	74	71	79	73	73	368	344
Poultry, poultry products.....	422	371	407	399	464	391	387	368	404	389	419	417	399	2,063	1,786
Fresh fruits, vegetables.....	112	102	109	111	120	119	120	109	114	97	112	126	116	554	584
Beer, wine, distilled alcoholic beverages, total.....	258	239	306	289	331	319	328	306	278	248	242	255	268	1,422	1,320
Beer.....	529	535	631	606	688	653	675	601	676	635	661	748	811	2,990	2,829
Wine, distilled spirits.....	203	201	235	250	297	275	307	294	309	267	247	241	241	1,186	1,141
Drugs, chemicals, allied products, total.....	327	334	396	356	391	378	369	308	367	368	414	507	570	1,804	1,689
Drugs, drug proprietaries, druggists' sundries.....	472	418	474	469	491	474	468	419	483	473	491	487	438	2,324	2,222
Paints, varnishes.....	291	248	274	269	279	275	272	247	282	283	292	300	272	1,360	1,353
Other chemicals, allied products.....	24	23	28	31	34	32	33	29	34	30	31	28	22	139	132
Tobacco, tobacco products.....	158	147	171	169	179	167	163	143	168	160	167	159	143	824	737
Dry goods, apparel, total.....	346	330	364	359	397	366	380	356	382	365	368	368	380	1,796	1,680
Apparel and accessories, hosiery, lingerie, footwear.....	550	545	625	587	582	549	561	510	638	583	655	649	533	2,889	2,704
Dry goods, notions.....	217	227	262	243	233	218	213	227	291	262	287	293	241	1,181	1,101
Paper, paper products, excluding wallpaper, total.....	197	187	220	201	208	205	215	186	221	199	221	215	172	1,012	970
Paper.....	374	340	372	371	383	355	364	324	376	365	385	388	368	1,838	1,710
Amusement, sporting goods.....	305	278	311	309	316	294	307	271	312	300	318	319	295	1,521	1,426
Books, magazines, newspapers.....	104	103	125	122	139	125	135	130	151	154	167	168	158	593	530
Coal.....	79	74	81	73	72	72	77	77	83	81	84	82	82	380	367
Farm supplies.....	71	65	67	63	66	59	60	56	64	65	71	68	68	332	323
	162	168	217	217	194	203	182	143	147	141	142	132	136	958	969

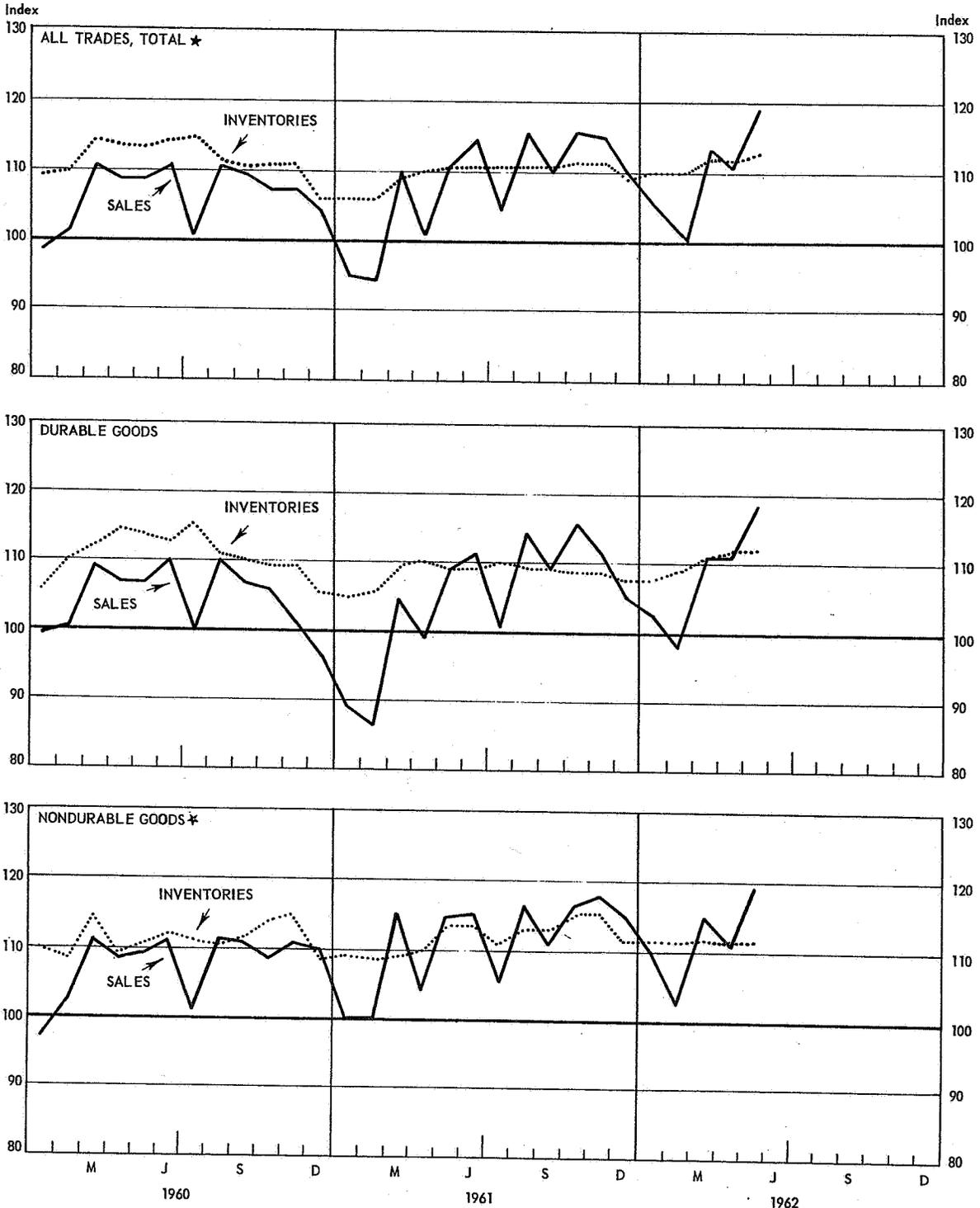
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedures.

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

### SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

(Millions of dollars)

Kind of business	1962						1961						
	Jan.	Feb.	Mar.	Apr. <sup>1</sup>	May <sup>2</sup>	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,180	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,125	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,181	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	915	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,217	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	464	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	752	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,023	1,046	1,067	1,065	1,076	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	444	445	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	538	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,295	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,202
Industrial machinery, equipment, supplies.....	905	903	964	958	974	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	985	847	816	837	875	873	851	876	910
Iron, steel, and products.....	769	794	804	820	819	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,055	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,430	1,371	1,375	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	690	666	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	694	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	551	530	529	551	540	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	617	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	414	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total....	366	367	376	398	409	375	371	379	390	374	370	380	383
Paper.....	299	303	311	324	334	296	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

(Percent)

Kind of business	1962						1961						
	Jan.	Feb.	Mar.	Apr. <sup>1</sup>	May <sup>2</sup>	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	113	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	152	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	165	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	190	201	184	201	186	203	183	195	213
Electrical goods, total.....	166	176	159	173	163	175	163	174	152	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	134	150	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	188	196	173	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total..	223	231	210	197	179	204	186	212	179	190	176	189	214
Hardware.....	240	239	216	210	199	221	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	180	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	153	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	137	152	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	183	204	168	186	176	168	152	182	166	174	160	169	184
Iron, steel, and products.....	214	240	198	213	206	198	186	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	55	57	52	56	55	56	54	57	57	57	58
General-line groceries.....	79	86	81	83	78	80	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	101	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	168	159	134	155	138	146	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	148	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total....	98	108	101	107	107	106	102	117	104	102	96	98	104
Paper.....	98	109	101	105	105	101	101	113	98	98	93	96	106

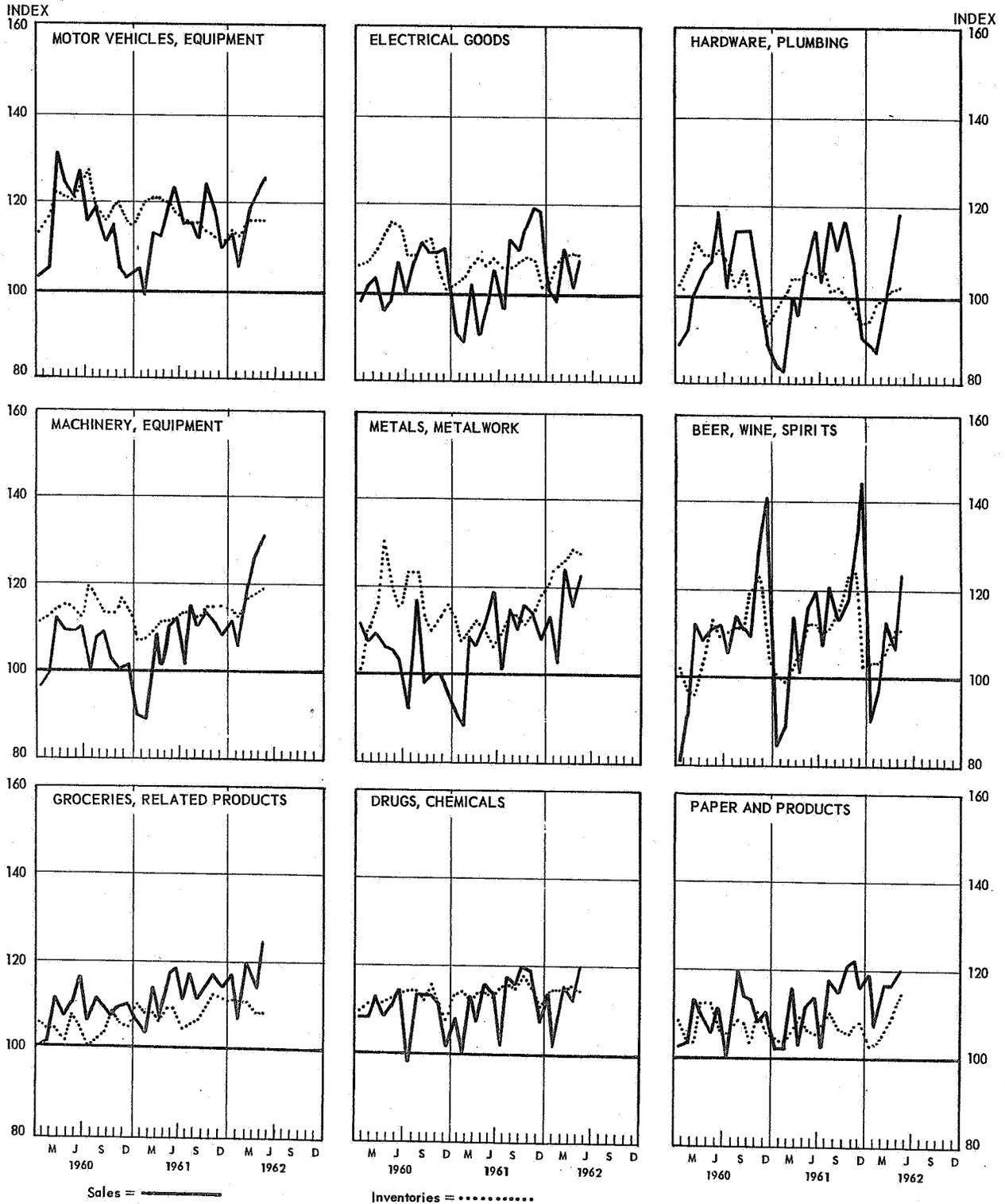
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedure.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

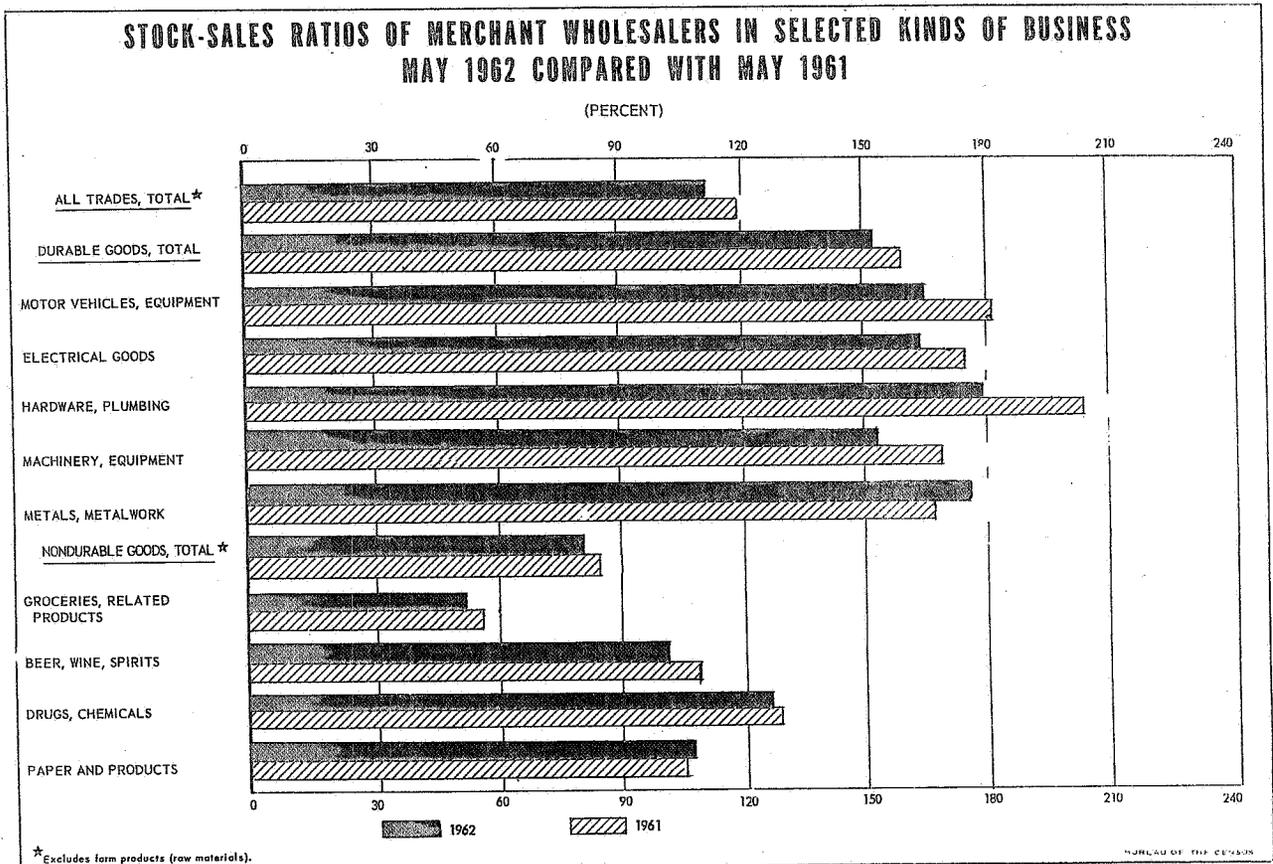
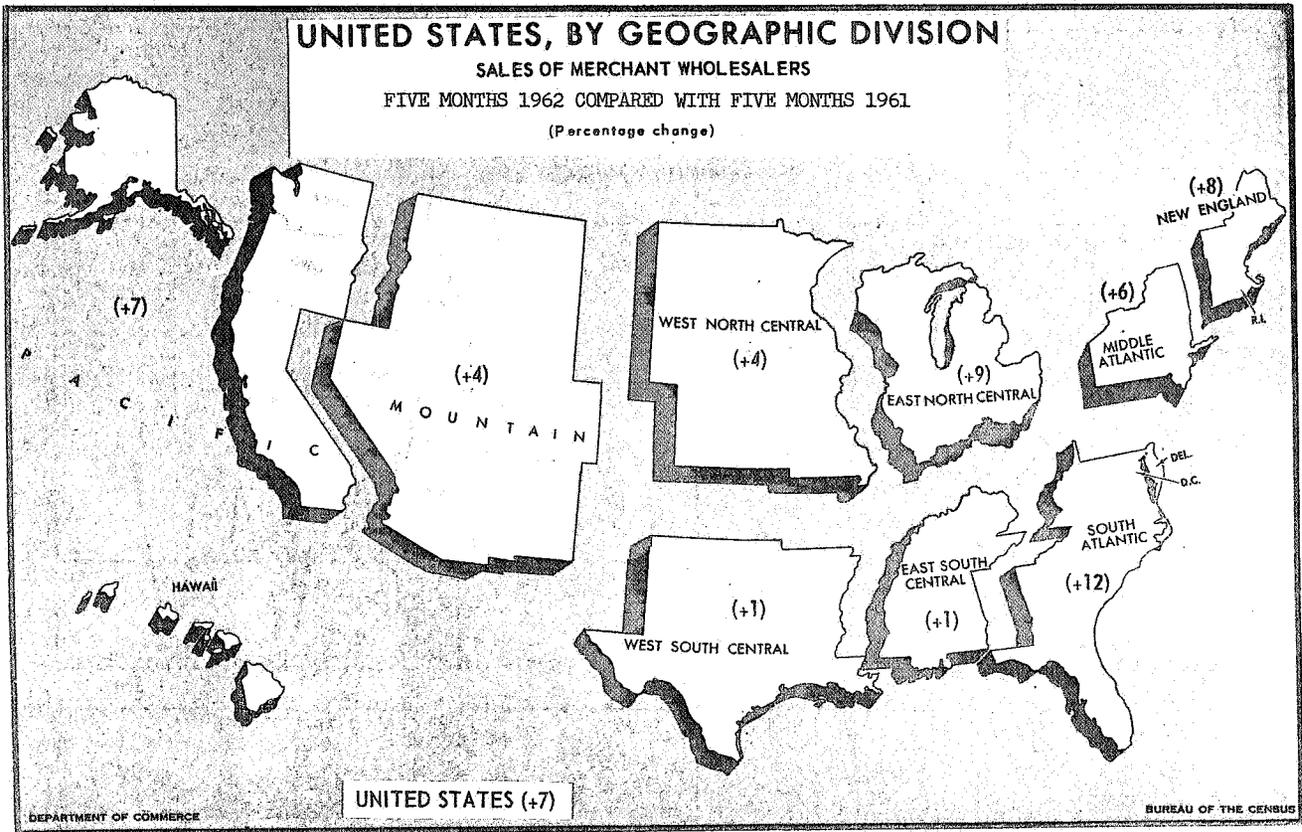


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: MAY 1962

Kind of business	Sales			Inventories end-of-month (at cost)	
	May 1962 from--		5 mos. 1962 from 5 mos. 1961	May 1962 from--	
	May 1961	April 1962		May 1961	April 1962
MERCHANT WHOLESALERS, TOTAL.....	<sup>r</sup> +7	+7	+7	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+6	<sup>r</sup> +7	+7	+1	0
DURABLE GOODS, TOTAL.....	+9	+6	+11	+3	+1
Motor vehicles, automotive equipment, total.....	+6	+3	+7	-3	0
Automobiles, other motor vehicles.....	+18	-2	+25	0	+2
Automotive equipment, tires, tubes.....	+1	+5	-1	-5	0
Electrical goods, total.....	+10	+6	+10	+3	0
Electrical supplies, apparatus.....	+11	+9	+10	-1	0
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+10	+3	+10	+6	+1
Furniture, home furnishings, total.....	0	-1	<sup>r</sup> +7	+2	0
Furniture-household, office.....	<sup>r</sup> +4	<sup>r</sup> +10	+4	-1	0
Home furnishings, floor coverings.....	-2	-5	+8	+2	0
Hardware, plumbing, heating equipment, supplies, total.....	+11	+11	+7	-3	+1
Hardware.....	+8	+6	+6	-2	0
Plumbing and heating equipment, supplies.....	+10	<sup>r</sup> +13	<sup>r</sup> +8	-3	+2
Air conditioning, refrigeration equipment, supplies.....	+21	<sup>r</sup> +22	<sup>r</sup> +4	-11	+1
Lumber, construction materials, total.....	+3	+12	+5	-3	+1
Lumber, millwork.....	0	+13	+3	-6	+1
Construction materials.....	+7	+11	+8	+1	+1
Machinery, equipment, supplies, total.....	+19	+6	+18	+8	+2
Commercial, industrial machinery, equipment, supplies.....	+22	+7	+24	+6	+2
Commercial machines, equipment.....	0	+3	+3	-1	+2
Construction machinery, equipment.....	+25	+11	+22	-2	+4
Industrial machinery, equipment, supplies.....	+26	+6	+29	+13	+2
Professional equipment, supplies.....	+8	+2	+10	+5	+2
Surgical, medical, hospital supplies.....	+11	+4	+13	+8	+5
Service-establishment equipment, supplies.....	+11	+3	+10	+17	+2
Metals, metalwork (except scrap), total.....	+10	+5	+16	+16	-1
Iron, steel, and products.....	+12	+3	+18	+16	0
Nonferrous metals.....	+7	+9	+12	+16	-2
Scrap, waste materials, total.....	-13	-2	+3	-15	-4
Iron, steel scrap.....	-26	-1	-2	-21	-3
Waste materials.....	+8	-2	+9	-1	-5
Jewelry.....	-3	+9	+1	+6	+3
NONDURABLE GOODS, TOTAL.....	<sup>r</sup> +5	+8	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	<sup>r</sup> +5	<sup>r</sup> +8	+4	-1	0
Groceries and related products, total.....	<sup>r</sup> +7	<sup>r</sup> +11	+6	-1	0
General-line groceries.....	+7	+7	+7	+4	0
Voluntary groups.....	+5	+4	+4	+5	0
Retailer cooperatives.....	+11	+10	+11	+6	+1
Nonaffiliated.....	<sup>r</sup> +5	+7	<sup>r</sup> +8	+1	-1
Specialty-line groceries.....	<sup>r</sup> +5	<sup>r</sup> +12	+3	-2	+2
Confectionery.....	+13	+8	+7	-1	-1
Meats, meat products.....	+19	+16	+16	-9	-3
Poultry, poultry products.....	+1	+8	-5	-22	+1
Fresh fruits, vegetables.....	+4	+15	+8	-12	+1
Beer, wine, distilled alcoholic beverages, total.....	+5	+14	+6	-3	0
Beer.....	+8	+19	+4	-5	+6
Wine, distilled spirits.....	+3	+10	+7	-2	-2
Drugs, chemicals, allied products, total.....	+4	+5	+5	+2	-1
Drugs, drug proprietaries, druggists' supplies.....	+1	+4	+1	+2	0
General-line drugs.....	-2	+1	+2	-2	0
Paints, varnishes.....	+3	+9	+5	+2	0
Other chemicals, allied products.....	+7	+6	+12	+2	-2
Tobacco, tobacco products.....	+8	+11	+7	+2	-2
Dry goods, apparel, total.....	+6	-1	+7	-8	-3
Apparel and accessories, hosiery, lingerie, footwear.....	+7	-4	+7	-11	-5
Dry goods, notions.....	+1	+4	+4	-8	-1
Piece goods converters.....	+13	-1	+10	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+7	+3	+7	+9	+3
Paper.....	+7	+2	+7	+12	+3
Stationery, office supplies.....	(X)	(X)	+12	(X)	(X)
Farm products, raw materials.....	+7	+13	+1	(X)	(X)
Cotton.....	-10	+9	-10	(X)	(X)
Grain.....	+14	+17	+5	(X)	(X)
Other nondurable goods, total.....	-4	+3	-3	0	0
Amusement, sporting goods.....	+11	+14	+12	+7	+4
Books, magazines, newspapers.....	+1	-1	+4	7	-3
Coal.....	+11	+5	+3	-22	+9
Farm supplies.....	-4	-10	-1	+5	-7

<sup>r</sup> Revised since Advance Release dated June 29, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
MAY 1962

Kind of business and geographic division (see map page 6)	Sales			Inventories end-of-month (at cost)	
	May 1962 from--		5 months 1962 from 5 months 1961	May 1962 from--	
	May 1961	April 1962		May 1961	April 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+7	+7	+7	+1	0
New England.....	+9	+6	+8	+4	+1
Middle Atlantic.....	+7	+9	+6	0	0
East North Central.....	+7	+8	+9	0	0
West North Central.....	+11	+7	+4	+1	0
South Atlantic.....	+10	+5	+12	+10	0
East South Central.....	+6	+8	+1	-5	-1
West South Central.....	+3	+8	+1	-4	0
Mountain.....	+4	+4	+4	0	+1
Pacific.....	+3	+5	+7	+5	+1
Automotive equipment, tire, tube wholesalers.....	+1	+5	-1	-5	0
Middle Atlantic.....	+5	+9	-6	-4	(X)
East North Central.....	(X)	+2	-3	(X)	+1
West North Central.....	-4	+11	-7	-7	0
South Atlantic.....	+6	+6	+2	+8	+3
East South Central.....	-6	+9	+1	(X)	-1
West South Central.....	(X)	+4	+3	(X)	0
Mountain.....	(X)	-3	+6	(X)	0
Pacific.....	(X)	+5	+2	(X)	+2
Electrical supplies, apparatus distributors.....	+11	+9	+10	-1	0
New England.....	(X)	+11	(X)	+9	(X)
Middle Atlantic.....	+12	+11	+12	-3	-1
East North Central.....	+13	+7	+9	+5	+2
West North Central.....	-3	+6	-3	-9	-1
South Atlantic.....	-2	+3	+6	-17	-1
East South Central.....	+26	(X)	+15	+1	-4
West South Central.....	+30	+19	+13	(X)	-1
Mountain.....	(X)	+11	+8	(X)	0
Pacific.....	+6	+4	+12	+6	-1
Electrical appliances, TV, radio sets, electronic parts distributors.....	+10	+3	+10	+5	0
New England.....	(X)	-8	+12	(X)	+1
Middle Atlantic.....	+9	+3	+14	+4	0
East North Central.....	+9	+6	(X)	+2	0
West North Central.....	(X)	+14	+9	-4	0
South Atlantic.....	+25	+12	+19	(X)	+1
East South Central.....	(X)	(X)	+10	(X)	-4
West South Central.....	+13	+2	+8	+2	-5
Pacific.....	(X)	-8	+8	(X)	+3
Furniture, home furnishings wholesalers.....	0	-1	+7	+2	0
New England.....	(X)	+8	(X)	(X)	(X)
Middle Atlantic.....	-3	+1	+2	-2	(X)
East North Central.....	-15	0	+2	(X)	-1
West North Central.....	(X)	-2	(X)	(X)	-1
Mountain.....	(X)	0	-4	(X)	-2
Pacific.....	+31	-2	+19	+8	0
Hardware wholesalers.....	+8	+6	+6	-2	0
Middle Atlantic.....	+6	+4	-2	-4	-3
East North Central.....	+3	+3	+2	-4	-5
West North Central.....	+12	+6	-5	+1	0
South Atlantic.....	+18	+8	+20	(X)	+1
East South Central.....	+3	+11	(X)	-8	+10
West South Central.....	+5	+12	+19	(X)	+1
Mountain.....	(X)	+12	(X)	(X)	+7
Pacific.....	+3	0	+12	+1	+1
Plumbing, heating equipment, supplies distributors.....	+10	+13	+8	-3	+2
New England.....	(X)	+7	-4	(X)	0
Middle Atlantic.....	+14	+13	+10	-6	+1
East North Central.....	-2	+10	+1	-8	+1
West North Central.....	-3	+15	-8	-8	+1
South Atlantic.....	+12	+14	+19	+9	+2
East South Central.....	(X)	(X)	-5	(X)	(X)
West South Central.....	+24	+20	+20	(X)	+4
Pacific.....	+25	+6	+16	+11	+5
Lumber, construction materials distributors.....	+3	+12	+5	-3	+1
Middle Atlantic.....	(X)	+14	+10	-3	+3
East North Central.....	-7	+12	-5	+4	(X)
West North Central.....	-16	+10	-16	(X)	(X)
South Atlantic.....	-16	+12	+1	-1	-1
East South Central.....	(X)	+17	(X)	(X)	(X)
West South Central.....	(X)	+7	+3	-8	-1
Mountain.....	(X)	+10	(X)	(X)	-2
Pacific.....	+16	+11	+18	(X)	+1

See footnotes at end of table.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS—Continued  
MAY 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	May 1962 from--		5 months 1962 from 5 months 1961	May 1962 from--	
	May 1961	April 1962		May 1961	April 1962
Industrial machinery, equipment supplies distributors.....	+26	+6	+29	+13	+2
New England.....	(X)	+7	(X)	(X)	+1
Middle Atlantic.....	(X)	(X)	+26	+29	+8
East North Central.....	+39	(X)	+45	(X)	-1
South Atlantic.....	(X)	+9	+22	(X)	+2
East South Central.....	(X)	(X)	+6	(X)	-1
West South Central.....	+24	(X)	+27	+11	+2
Pacific.....	(X)	(X)	+29	(X)	-3
General-line grocery wholesalers.....	+7	+7	+7	+4	0
New England.....	(X)	+13	-3	+2	+2
Middle Atlantic.....	-13	+8	-8	-13	-1
East North Central.....	+3	+6	+9	-5	0
West North Central.....	+13	+2	+9	+16	-1
South Atlantic.....	+10	+3	+17	+8	-2
East South Central.....	(X)	+15	+8	+19	-2
West South Central.....	+25	+8	+15	+15	0
Mountain.....	+12	+5	+10	+15	-4
Pacific.....	+4	+7	+8	+1	+3
Specialty-line grocery wholesalers.....	0	+7	+2	-2	+2
New England.....	(X)	-1	(X)	(X)	+2
Middle Atlantic.....	+2	+8	+2	+13	+2
East North Central.....	(X)	+9	+3	-2	+6
West North Central.....	(X)	(X)	+2	(X)	+6
South Atlantic.....	(X)	(X)	+12	(X)	+4
East South Central.....	(X)	+4	-5	(X)	-4
West South Central.....	(X)	+7	-7	(X)	-3
Fresh fruit, vegetable wholesalers.....	+4	+15	+8	-12	+1
New England.....	(X)	(X)	+1	(X)	-4
Middle Atlantic.....	+4	+17	+7	(X)	+7
East North Central.....	+6	+16	+7	(X)	0
West North Central.....	(X)	+15	-5	0	+1
East South Central.....	(X)	+5	(X)	(X)	+9
West South Central.....	(X)	(X)	+4	(X)	+2
Mountain.....	(X)	(X)	-9	-3	-4
Pacific.....	(X)	+14	(X)	(X)	+3
Drug wholesalers (general and specialty lines).....	+1	+4	+1	+2	0
New England.....	-3	+9	-14	-11	+3
Middle Atlantic.....	+1	0	-2	+4	(X)
East North Central.....	+4	+7	+10	0	-2
West North Central.....	-3	+4	-1	-12	0
South Atlantic.....	-8	+1	-4	+7	0
East South Central.....	+11	+1	+18	+7	-2
West South Central.....	(X)	(X)	0	+7	+1
Mountain.....	-4	(X)	-4	+10	0
Pacific.....	+4	+4	+4	+3	-1
Tobacco distributors.....	+8	+11	+7	+2	-2
New England.....	(X)	+12	+4	(X)	(X)
Middle Atlantic.....	+5	+11	+7	0	(X)
East North Central.....	0	+15	-1	-6	0
West North Central.....	(X)	+17	+18	(X)	-2
South Atlantic.....	+14	+6	+6	+5	-5
East South Central.....	+11	+8	+5	(X)	-4
West South Central.....	+5	+7	+4	+14	-1
Mountain.....	(X)	+6	+19	(X)	-3
Pacific.....	+13	+7	+19	+23	0
Dry goods, apparel wholesalers.....	+6	-1	+7	-8	-3
New England.....	(X)	(X)	(X)	+18	(X)
Middle Atlantic.....	+9	0	+9	-12	-5
East North Central.....	+10	-1	+18	-12	-2
West North Central.....	(X)	-2	(X)	(X)	-1
South Atlantic.....	(X)	(X)	+10	(X)	+2
Pacific.....	(X)	(X)	-1	(X)	-1

X Withheld due to extreme variability of reported data or a high nonresponse rate.

1 Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	<sup>2</sup> 199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	<sup>3</sup> 481	Apparel and accessories, hosiery, lingerie, footwear.....	155	<sup>4</sup> 189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	<sup>4</sup> 193	184
Service-establishment equipment, supplies.....	<sup>2</sup> 139	96	Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	<sup>2</sup> 812	185	<sup>3</sup> 169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 326	369	<sup>5</sup> 94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the ratio of current month to year-ago sales and inventories have not been computed for 1961 but are being computed beginning with January 1962. Generally the sampling error of the current month to a year-ago ratio will be higher than the sampling error of the current to previous month ratio and will approximate the sampling error shown for the monthly dollar estimates. Table 8 shows the current month to year-ago sampling errors for January and February 1962. These are somewhat higher than expected in future months because data in the first four months of 1961--when the revised sample was being introduced--were subject to greater variability than in later months.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1961. The published estimate is \$4,915 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$4,915 million by .01; we obtain \$49 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,866 and \$4,964 million. Doubling the given median sampling error gives us the limits, \$4,817 to \$5,013 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1961 to May 1961 for all durable goods. This ratio of change, obtained by dividing \$4,915 million by \$4,494 million, is 1.094 (it can also be expressed as a 9% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.094 by .006 we obtain .007 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.087 to 1.101 (that is, that the April to May change was between a 9% and 10% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.080 to 1.108.

Table 8. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Jan. 1962	Feb. 1962			Range	Median	Jan. 1962	Feb. 1962
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	1.1	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.7	0.5	0.9	1.0	0.6-0.8	0.7	0.1-0.8	0.2	1.1	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.7	1.7	-	-	0.2-0.5	0.3	1.1	1.7
Motor vehicles, automotive equipment, total...	2-3	3	1-3	2	5	5	2-4	3	0.3-0.9	0.6	3	2
Automobiles, other motor vehicles.....	4-6	5	3-6	4	9	9	-	-	1.0-2.3	1.5	4	4
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	5	4	3-4	4	0.3-1.0	0.7	3	3
Electrical goods, total.....	2-4	3	1-2	1	NA	NA	2-3	2	0.4-1.2	0.5	3	2
Electrical appliances, apparatus.....	2-3	2	1-2	1	NA	NA	2-3	3	0.4-0.8	0.6	4	2
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	6	4	3-3	3	0.5-5.9	0.8	3	3
Furniture, home furnishings, total.....	3-4	3	1-3	2	3	5	-	-	0.6-2.1	1.0	5	3
Furniture-household, office.....	3-6	5	2-5	4	4	3	-	-	0.8-1.5	1.2	5	3
Home furnishings, floor coverings.....	3-5	4	2-4	2	5	6	-	-	0.6-2.7	1.3	6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	3	3	2-3	2	0.3-0.6	0.5	3	2
Hardware.....	3-4	3	1-3	2	4	4	2-3	2	0.5-1.4	0.6	4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	4	4	4-4	4	0.3-1.0	0.7	4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	6	11	8	-	-	0.8-1.7	1.1	6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	6	3	-	-	0.6-3.0	1.0	8	6
Lumber, millwork.....	3-5	4	1-4	2	7	3	-	-	0.7-2.6	1.3	7	8
Construction materials.....	3-4	4	2-4	3	9	6	-	-	0.7-6.5	0.9	12	5
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	NA	4	1-2	2	0.3-1.1	0.6	3	2
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	NA	-	-	NA	NA	NA	NA
Commercial machines, equipment.....	-	-	3-7	5	NA	8	-	-	0.6-2.1	1.3	6	6
Construction machinery, equipment.....	5-8	7	2-6	5	NA	8	-	-	0.4-1.9	0.9	3	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	NA	8	2-4	3	0.6-1.9	0.8	7	5
Professional equipment, supplies.....	3-5	4	2-3	3	5	4	-	-	0.4-1.1	0.7	5	4
Surgical, medical, hospital supplies.....	-	-	3-5	4	9	5	-	-	0.6-1.6	0.8	7	4
Service establishment equipment, supplies.....	4-7	6	2-4	3	5	3	-	-	0.5-3.3	1.2	5	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	6	3	2-5	4	0.4-3.3	0.5	4	3
Iron, steel and products.....	4-5	5	2-5	3	8	4	2-5	4	0.4-3.9	0.6	4	3
Nonferrous metals.....	2-4	3	2-4	2	4	5	-	-	0.5-1.3	0.9	5	4
Scrap, waste materials, total.....	3-4	4	2-5	3	4	3	-	-	0.7-3.8	1.3	6	4
Iron, steel scrap.....	4-6	5	2-6	4	8	4	-	-	0.9-5.4	1.9	7	7
Waste materials.....	5-8	6	2-5	3	8	5	-	-	0.8-3.6	1.5	8	5
Jewelry.....	-	-	2-6	4	7	7	-	-	0.4-1.9	1.1	5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	1.4	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	1.0	0.8	-	-	0.2-0.5	0.4	1.7	1.3
Groceries and related products, total.....	2-2	2	1-2	1	3	2	2-4	3	0.4-1.5	0.7	3	1
General-line groceries.....	2-3	3	1-1	1	3	2	2-3	3	0.4-1.2	0.6	3	2
Voluntary groups.....	-	-	1-1	1	4	3	-	-	0.5-1.3	0.7	4	4
Retailer-cooperatives.....	-	-	1-2	1	4	3	-	-	1.0-1.2	1.0	7	3
Nonaffiliated.....	-	-	1-2	2	5	3	-	-	1.1-1.3	1.2	3	3
Specialty-line groceries.....	3-4	3	1-3	2	4	3	-	-	0.6-2.2	1.0	6	5
Confectionery.....	4-5	4	1-3	2	8	7	-	-	0.6-1.9	1.3	7	NA
Meat, meat products.....	5-10	6	1-4	2	3	4	-	-	1.8-18.0	4.5	10	3
Poultry, poultry products.....	4-6	5	1-6	2	6	5	-	-	1.7-4.9	2.7	11	9
Fresh fruit, vegetable.....	3-8	4	2-6	2	9	6	-	-	1.0-4.6	2.2	12	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	4	4	5-7	6	0.8-1.8	1.1	7	6
Beer.....	2-5	3	1-2	1	4	2	-	-	1.4-3.3	2.2	4	5
Wine, distilled spirits.....	4-6	5	1-2	2	5	5	7-8	7	0.9-2.3	1.3	8	6
Drugs, chemicals, allied products, total.....	2-3	2	1-2	1	2	2	2-3	2	0.4-1.0	0.5	2	1
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	3	3	2-3	2	0.3-0.9	0.5	3	2
General-line drugs.....	-	-	1-1	-	2	1	-	-	0.1-0.4	0.3	2	2
Paints, varnishes.....	3-8	4	1-3	2	8	5	-	-	0.5-1.9	0.8	3	3
Other chemicals, allied products.....	3-6	4	2-3	2	6	10	-	-	0.5-3.8	1.1	17	NA
Tobacco, tobacco products.....	2-4	3	1-1	1	3	2	-	-	0.6-2.7	0.8	4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	3	2	-	-	0.4-1.4	0.8	4	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	7	5	-	-	1.0-2.2	1.3	7	7
Dry goods, notions.....	4-5	4	2-4	3	5	5	-	-	0.5-1.9	0.9	7	4
Piece goods converters.....	-	-	1-3	2	5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-3	3	1-3	2	3	4	3-5	4	0.4-2.8	0.6	4	3
Paper.....	2-3	3	1-2	2	4	3	3-4	4	0.6-1.3	0.7	2	3
Stationery, office supplies.....	-	-	4-16	7	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	NA	5	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	NA	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	NA	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	4	4	-	-	-	-	-	-
Amusement, sporting goods.....	3-6	4	2-7	4	5	5	-	-	0.4-1.6	1.0	6	4
Books, magazines, newspapers.....	3-4	3	1-4	2	3	3	-	-	0.8-2.2	1.2	4	4
Coal.....	2-6	3	1-3	2	4	4	-	-	0.2-2.0	0.8	8	5
Farm supplies.....	4-11	5	2-9	3	7	7	-	-	0.9-4.2	1.7	12	11
									1.1-5.4	2.1	10	8

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 10 measurements from March through December 1961.  
NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquors.

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIC 5094)---Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)---Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

JUNE 1962

BW-62-6

## SALES AND INVENTORIES

FOR RELEASE  
August 8, 1962<sup>1</sup>

### SALES

June 1962 sales of merchant wholesalers, estimated at \$12.3 billion, were down 2 percent from May sales but were up 3 percent over June sales a year ago. (The decline from May sales was due mainly to the fewer trading days in June.) Cumulative sales for the first six months of 1962 totaled \$71.0 billion, up 6 percent over sales in the same period of 1961.

Sales in the durable goods trades, totaling \$5.2 billion in June, dropped slightly (-1%) from the May level but were 3 percent higher than June 1961 sales. The nondurable goods trades, with sales of \$7.1 billion, declined 3 percent below the May level but were 3 percent over sales a year ago. First half 1962 sales in the durable goods trades were up 9 percent over first half 1961, while sales in the nondurable goods trades were up 3 percent.

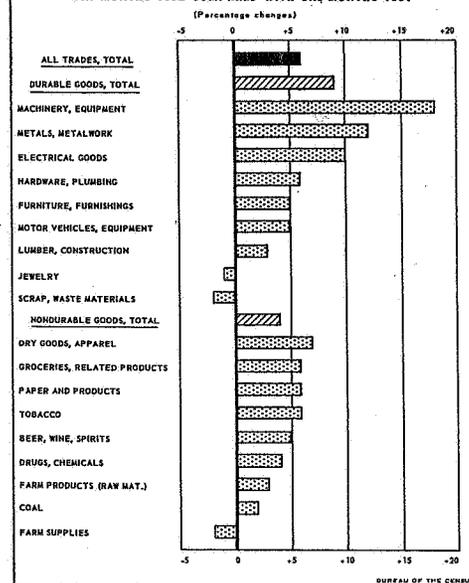
Most trades reported June sales below May levels, with the sharpest declines experienced by jewelry wholesalers (-14%), iron, steel scrap dealers (-14%), and farm supplies wholesalers (-13%). Among the trades showing increases, the larger gains were reported by construction machinery, equipment distributors (11%), furniture wholesalers (10%), and electrical appliance distributors (10%). Compared with sales a year ago, construction machinery, equipment distributors (up 49%) and grain merchants (up 21%) registered the principal gains; iron, steel scrap dealers (down 36%) reported the sharpest decline for the third consecutive month. Over the 6 month period, most trades indicated moderate gains. However, substantial increases were reported by distributors of construction machinery, equipment (26%), industrial machinery, equipment (26%), and automobiles, and other motor vehicles (22%); iron, steel scrap dealers (down 9%) experienced the sharpest decline.

Seven geographic divisions reported declines of 1 to 4 percent from previous month sales. The Pacific Division showed no change from May sales while the South Atlantic Division indicated a slight (1%) increase. Compared with sales a year ago, gains were reported in all divisions except the Mountain and the Pacific, which showed no change.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.3 billion at the end of June, rose slightly (1%) during the month and were 3 percent above stocks on hand a year ago. Stocks in the durable goods trades remained unchanged during the month, but stocks of nondurable goods increased slightly (1%). Compared with year-ago levels, durable goods stocks were up 4 percent while nondurable goods stocks increased slightly (1%).

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—  
SIX MONTHS 1962 COMPARED WITH SIX MONTHS 1961



While most trades reported only small changes from previous month inventory levels, coal wholesalers indicated a substantial increase (28%). Compared with stocks a year ago, the largest increases were recorded by distributors of nonferrous metals (18%), iron, steel, and products (17%), and by service establishment supply houses (16%); the sharpest declines by poultry products distributors (-31%) and iron, steel scrap dealers (-27%).

The June 1962 stock-sales ratio for merchant wholesalers was 117 percent, up 3 points from May and 1 point above the June 1961 stock-sales ratio. The June 1962 stock-sales ratio of durable goods wholesalers was 157 percent compared with the nondurable goods ratio of 83 percent.

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 12. These data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

<sup>1</sup>An advance release of June 1962 data was issued on July 31, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962

Kind of business	(Millions of dollars)												Total		
	1962						1961						6 months		
	Jan.	Feb.	Mar.	Apr.	May <sup>1</sup>	June <sup>2</sup>	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,314	11,963	11,052	12,444	11,767	12,717	12,652	11,916	70,978	67,021
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,432	11,185	10,203	11,390	10,835	11,466	11,345	10,791	65,437	61,639
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,232	5,093	4,593	5,181	4,929	5,272	5,059	4,691	29,604	27,184
Motor vehicles, automotive equipment, total.....	643	614	684	695	708	699	705	659	660	638	712	674	623	4,043	3,840
Automobiles, other motor vehicles.....	209	221	231	237	226	224	200	197	166	179	217	216	204	1,367	1,122
Automotive equipment, tires, tubes.....	434	392	453	459	483	475	504	462	493	459	495	458	419	2,676	2,718
Electrical goods, total.....	699	674	755	705	744	791	726	671	776	760	800	822	820	4,368	3,980
Electrical supplies, apparatus.....	290	285	317	319	346	351	314	299	340	311	342	343	335	1,907	1,730
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	440	412	372	436	449	458	479	486	2,461	2,250
Furniture, home furnishings, total.....	234	230	256	252	247	243	244	213	273	250	285	272	248	1,461	1,390
Furniture-household, office.....	63	64	68	68	73	80	77	62	80	69	79	71	70	416	402
Home furnishings, floor coverings.....	171	166	188	183	174	163	167	150	193	180	206	201	178	1,045	988
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	591	527	598	567	600	549	467	3,160	2,992
Hardware.....	181	186	208	212	225	208	212	188	217	215	234	212	183	1,220	1,166
Plumbing and heating equipment, supplies.....	233	222	245	266	302	296	303	274	312	290	308	285	236	1,940	1,826
Lumber, construction materials, total.....	458	440	525	562	622	599	625	569	640	585	622	571	452	3,263	3,123
Lumber, millwork.....	316	300	355	369	410	398	418	364	406	380	404	372	302	2,345	2,120
Construction materials.....	143	140	170	193	212	201	206	205	233	205	218	199	149	1,059	1,003
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,484	1,270	1,148	1,310	1,252	1,286	1,249	1,225	8,154	6,935
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,069	883	795	930	888	901	897	890	5,864	4,765
Construction machinery, equipment.....	151	154	180	234	249	277	186	167	192	191	175	170	155	1,245	990
Industrial machinery, equipment, supplies.....	669	617	695	674	695	690	596	539	632	594	624	630	627	4,040	3,213
Professional equipment, supplies.....	141	131	144	138	141	143	139	136	152	153	147	142	137	839	769
Service-establishment equipment, supplies.....	106	99	115	116	120	123	110	104	114	109	121	115	105	680	618
Metals, metalwork (except scrap), total.....	508	468	572	533	553	519	543	461	527	502	531	519	493	3,152	2,818
Iron, steel, and products.....	359	331	407	384	388	360	375	312	364	342	364	354	330	2,230	1,972
Nonferrous metals.....	148	137	165	149	165	159	168	150	163	160	167	164	164	922	845
Scrap, waste materials, total.....	286	277	289	280	272	243	317	285	305	289	328	296	257	1,647	1,687
Iron, steel scrap.....	170	165	162	152	146	126	198	183	188	180	208	182	155	920	1,010
Waste materials.....	116	112	127	128	126	117	119	101	117	109	120	114	102	727	677
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,081	6,870	6,459	7,263	6,838	7,446	7,593	7,225	41,375	39,838
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,199	6,092	5,610	6,209	5,907	6,194	6,286	6,100	35,833	34,456
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,569	2,509	2,365	2,493	2,356	2,432	2,485	2,422	14,939	14,130
General-line groceries.....	876	816	884	834	888	878	857	801	865	838	864	880	839	5,176	4,869
Specialty-line groceries.....	759	662	756	704	782	739	743	714	758	713	716	735	726	4,402	4,318
Confectionery.....	68	66	80	74	76	74	74	67	74	71	79	73	73	439	418
Meats, meat products.....	422	371	407	399	466	437	387	368	404	389	419	417	399	2,502	2,173
Poultry, poultry products.....	112	102	109	111	119	106	120	109	114	97	112	126	116	659	704
Fresh fruits, vegetables.....	258	239	306	289	335	335	328	306	278	248	242	255	268	1,761	1,648
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	683	675	601	676	635	661	748	811	3,686	3,505
Beer.....	203	201	235	250	299	303	307	294	309	267	247	241	241	1,490	1,447
Wine, distilled spirits.....	327	334	396	356	402	381	369	308	367	368	414	507	570	2,196	2,057
Drugs, chemicals, allied products, total.....	472	418	474	469	487	483	468	419	483	473	491	487	438	2,803	2,691
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	275	272	247	282	283	292	300	272	1,632	1,625
Paints, varnishes.....	24	23	28	31	33	32	33	29	34	30	31	28	22	171	166
Other chemicals, allied products.....	158	147	171	169	179	176	163	143	168	160	167	159	143	1,000	900
Tobacco, tobacco products.....	346	330	364	359	393	398	380	356	382	365	368	368	380	2,189	2,060
Dry goods, apparel, total.....	550	545	625	587	592	593	561	510	638	583	655	649	533	3,492	3,265
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	232	213	227	291	262	287	293	241	1,422	1,314
Dry goods, notions.....	197	187	220	201	204	214	215	186	221	199	221	215	172	1,222	1,185
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	370	364	324	376	365	385	388	368	2,203	2,078
Paper.....	305	278	311	309	315	308	307	271	312	300	318	319	295	1,828	1,736
Amusement, sporting goods.....	104	103	125	122	139	138	135	130	151	154	167	168	158	731	665
Books, magazines, newspapers.....	79	74	81	73	72	72	77	77	83	81	84	82	82	452	444
Coal.....	71	65	67	63	65	60	60	56	64	65	71	68	68	392	384
Farm supplies.....	162	168	217	217	194	169	182	143	147	141	142	132	136	1,127	1,151

<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate.

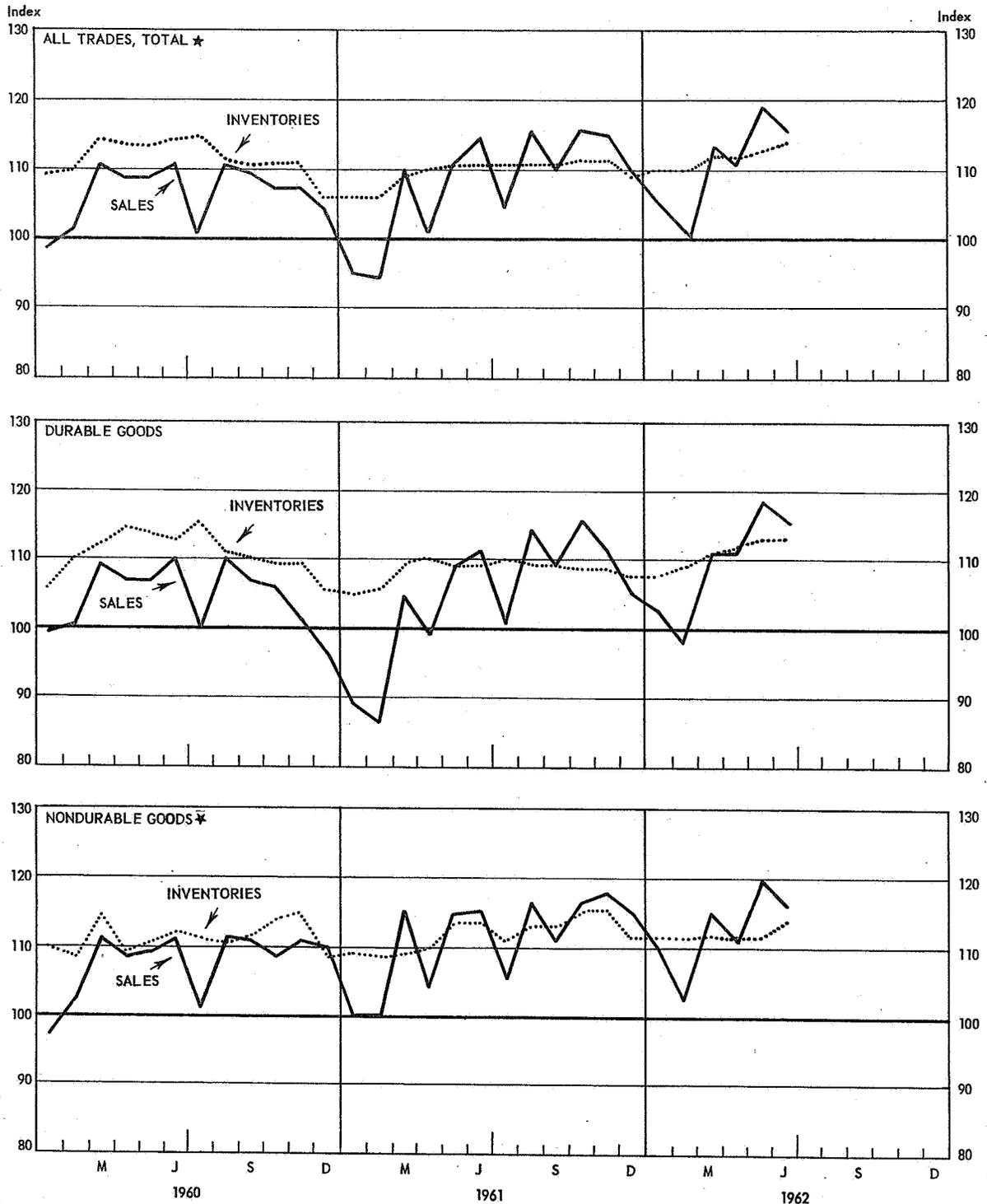
} See page 12, Estimating Procedures.

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

### SALES AND INVENTORIES OF MERCHANT WHOLESALERS

1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Millions of dollars)												
	1962						1961						
	Jan.	Feb.	Mar.	Apr.	May <sup>1</sup>	June <sup>2</sup>	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,344	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,198	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,201	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	936	929	928	920	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,262	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	470	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	792	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total.....	1,023	1,046	1,067	1,065	1,082	1,088	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	444	449	445	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,326	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	996	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	978	957	816	837	875	873	851	876	910
Iron, steel, and products.....	769	794	804	820	813	799	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,146	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,375	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	691	684	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	725	710	699	705	733	780	783	650
Wine, distilled spirits.....	551	530	529	551	547	509	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	616	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	412	411	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total.....	366	367	376	398	391	399	371	379	390	374	370	380	383
Paper.....	299	303	311	324	319	329	297	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

Kind of business	(Percent)												
	1962						1961						
	Jan.	Feb.	Mar.	Apr.	May <sup>1</sup>	June <sup>2</sup>	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	117	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	172	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	197	184	201	186	203	183	195	213
Electrical goods, total.....	166	176	159	173	167	160	166	174	152	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	134	148	157	135	154	139	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	179	187	165	159	158	147	142
Hardware, plumbing, heating equip., supplies, total.....	223	231	210	197	179	184	186	212	179	190	176	189	214
Hardware.....	240	239	216	210	200	214	212	239	202	204	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	185	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	157	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	144	147	169	143	151	144	147	141
Metals, metalwork (except scrap), total.....	183	204	168	186	177	184	150	182	166	174	160	169	184
Iron, steel, and products.....	214	240	198	213	209	222	182	220	199	212	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	83	84	90	82	87	85	84	83
Groceries and related products, total.....	56	62	55	57	52	54	55	56	54	57	57	57	58
General-line groceries.....	79	86	81	83	78	78	78	82	75	79	82	82	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	100	106	105	116	104	115	118	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	148	172	152	159	152	127	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	127	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	149	149	170	149	148	146	140	148
Paper, paper products, excluding wallpaper, total.....	98	108	101	107	103	108	102	117	104	102	96	98	104
Paper.....	98	109	100	105	101	107	97	113	98	98	93	96	106

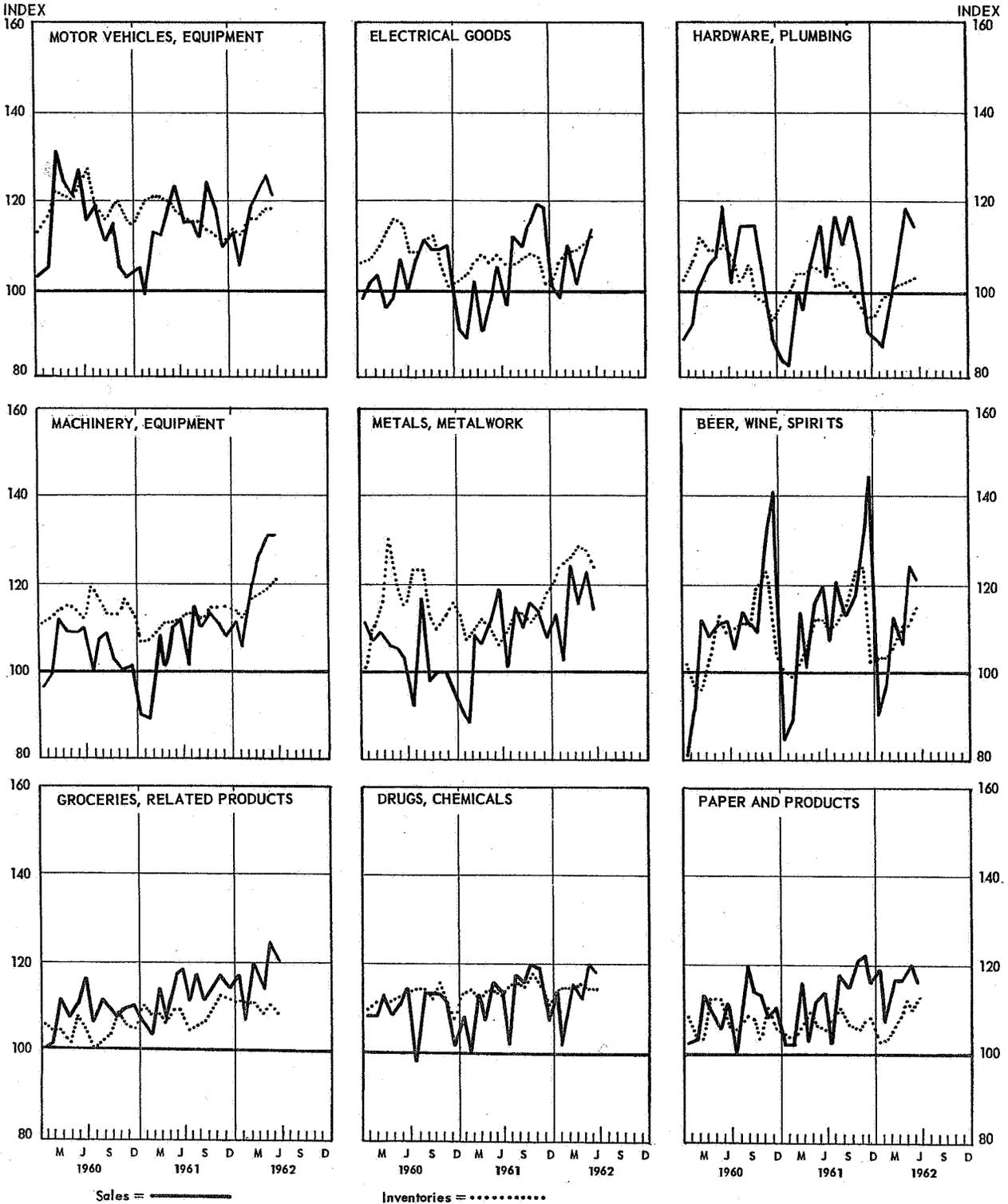
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedure.

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

### SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

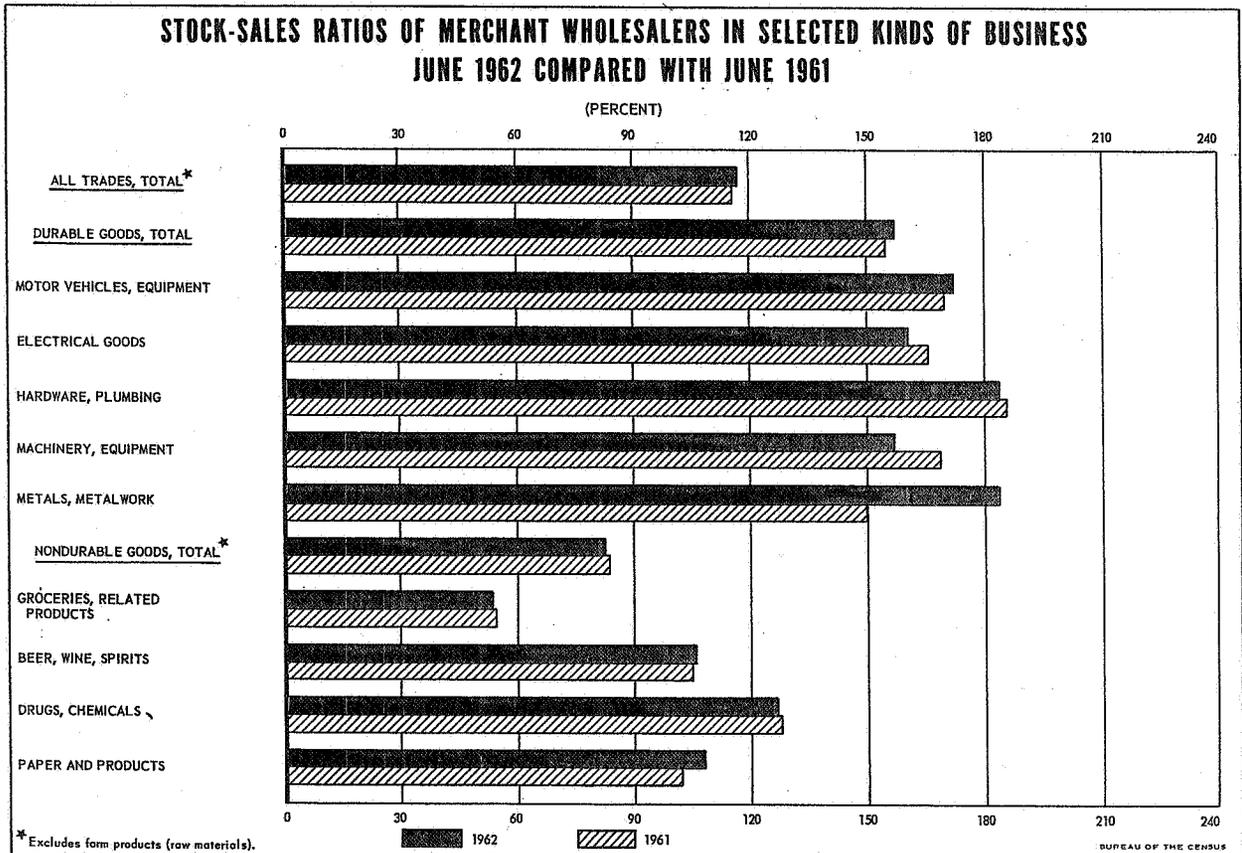
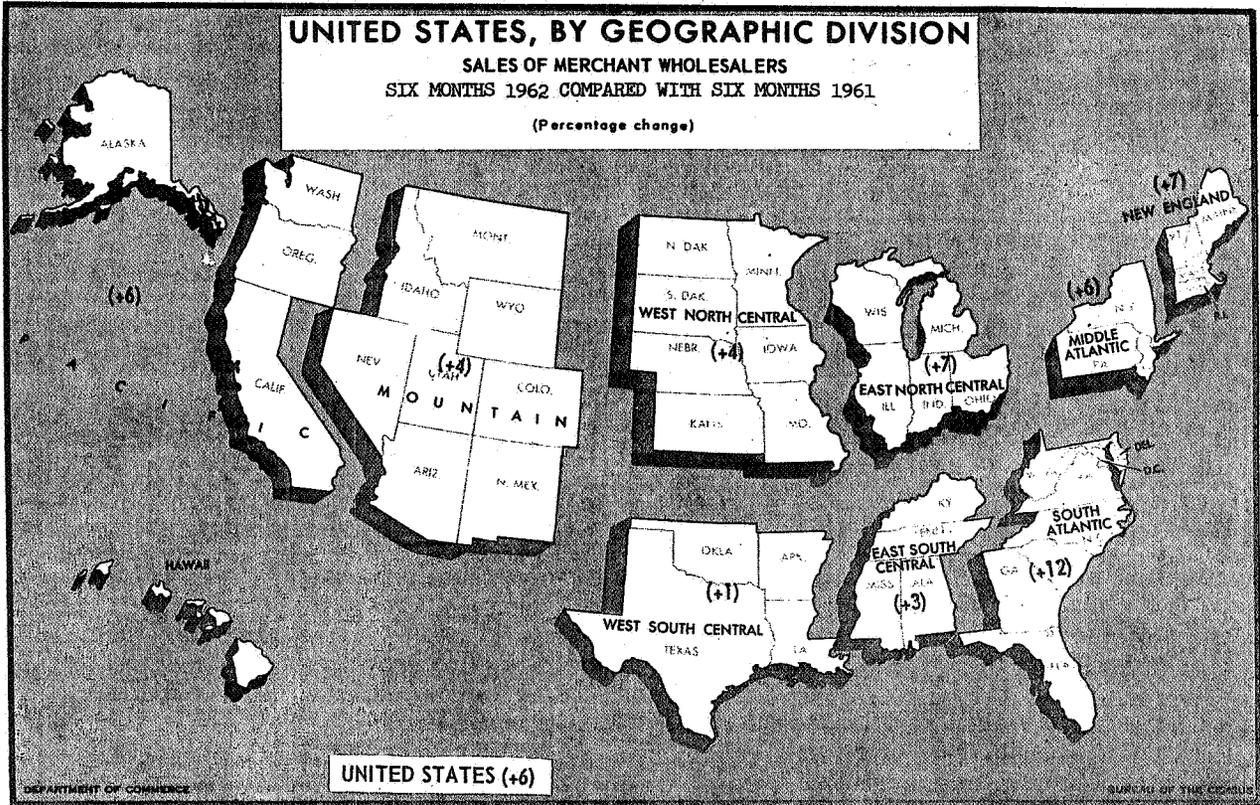


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: JUNE 1962

Kind of business	Sales			Inventories, end-of-month (at cost)	
	June 1962 from—		6 mos. 1962 from 6 mos. 1961	June 1962 from—	
	June 1961	May 1962		June 1961	May 1962
MERCHANT WHOLESALERS, TOTAL.....	+3	-2	+6	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+2	-2	+6	+3	+1
DURABLE GOODS, TOTAL.....	+3	-1	+9	+4	0
Motor vehicles, automotive equipment, total.....	-1	-1	+5	0	0
Automobiles, other motor vehicles.....	+11	-1	+22	-2	+1
Automotive equipment, tires, tubes.....	-6	-2	-2	+1	0
Electrical goods, total.....	+9	+6	+10	+5	+1
Electrical supplies, apparatus.....	+12	+2	+10	+1	0
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+7	+10	+9	+7	+2
Furniture, home furnishings, total.....	-1	-2	+5	+1	+1
Furniture-household, office.....	+4	+10	+4	-4	-2
Home furnishings, floor coverings.....	-3	-6	+6	+2	+2
Hardware, plumbing, heating equipment, supplies, total.....	0	-2	+6	-1	+1
Hardware.....	-2	-7	+5	-1	-1
Plumbing and heating equipment, supplies.....	-2	-2	+6	-1	+1
Air conditioning, refrigeration equipment, supplies.....	+15	+9	+6	-7	+3
Lumber, construction materials, total.....	-4	-4	+3	-2	0
Lumber, millwork.....	-5	-3	+1	-4	+2
Construction materials.....	-3	-5	+6	0	-2
Machinery, equipment, supplies, total.....	+17	+1	+18	+8	+1
Commercial, industrial machinery, equipment, supplies.....	+21	+2	+23	+8	+2
Commercial machines, equipment.....	+1	-7	+3	+9	+2
Construction machinery, equipment.....	+49	+11	+26	-3	+1
Industrial machinery, equipment, supplies.....	+16	-1	+26	+14	+2
Professional equipment, supplies.....	+3	+1	+9	+5	+2
Surgical, medical, hospital supplies.....	+8	-1	+13	+8	0
Service-establishment equipment, supplies.....	+12	+2	+10	+16	-1
Metals, metalwork (except scrap), total.....	-4	-6	+12	+17	-2
Iron, steel, and products.....	-4	-7	+13	+17	-2
Nonferrous metals.....	-5	-4	+9	+18	-5
Scrap, waste materials, total.....	-23	-11	-2	-20	0
Iron, steel scrap.....	-36	-14	-9	-27	-2
Waste materials.....	-2	-7	+7	-5	+2
Jewelry.....	-13	-14	-1	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+3	-3	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+2	-2	+4	+1	+1
Groceries and related products, total.....	+2	-4	+6	0	-1
General-line groceries.....	+3	-1	+6	+2	-1
Voluntary groups.....	+3	+1	+3	+2	0
Retailer cooperatives.....	+4	-1	+9	+2	-5
Nonaffiliated.....	+1	-3	+7	+2	0
Specialty-line groceries.....	-1	-5	+2	0	+1
Confectionery.....	0	-3	+5	-3	+5
Meats, meat products.....	+13	-6	+15	-6	-10
Poultry, poultry products.....	-12	-11	-6	-31	+3
Fresh fruits, vegetables.....	+2	0	+7	-6	-5
Beer, wine, distilled alcoholic beverages, total.....	+1	-2	+5	+2	+4
Beer.....	-1	+1	+3	-5	+3
Wine, distilled spirits.....	+3	-5	+7	+4	+4
Drugs, chemicals, allied products, total.....	+3	-1	+4	+2	0
Drugs, drug proprietaries, druggists' supplies.....	+1	0	0	+2	0
General-line drugs.....	-1	-2	+2	+2	+1
Paints, varnishes.....	-3	-2	+3	-2	-1
Other chemicals, allied products.....	+8	-1	+11	+6	+2
Tobacco, tobacco products.....	+5	+1	+6	+1	-1
Dry goods, apparel, total.....	+6	0	+7	-4	+1
Apparel and accessories, hosiery, lingerie, footwear.....	+9	-4	+8	(X)	(X)
Dry goods, notions.....	-1	+5	+3	(X)	(X)
Piece goods converters.....	+11	+2	+11	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+1	-2	+6	+9	+2
Paper.....	-1	-2	+5	+12	+3
Stationery, office supplies.....	(X)	(X)	+10	(X)	(X)
Farm products, raw materials.....	+13	-8	+3	(X)	(X)
Cotton.....	+18	-7	-7	(X)	(X)
Grain.....	+21	-11	+8	(X)	(X)
Other nondurable goods, total.....	-3	-3	-3	0	+2
Amusement, sporting goods.....	-7	-1	+10	+8	+1
Books, magazines, newspapers.....	-7	-1	+2	0	+5
Coal.....	-1	-8	+2	-13	+28
Farm supplies.....	-7	-13	-2	-7	-4

r Revised since Advance Release dated July 31, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
JUNE 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	June 1962 from--		6 months from 6 months 1961	June 1962 from--	
	June 1961	May 1962		June 1961	May 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+3	-2	+6	+3	+1
New England.....	+1	-1	+7	+6	+2
Middle Atlantic.....	+3	-3	+6	+2	0
East North Central.....	+2	-3	+7	+3	+2
West North Central.....	+2	-4	+4	-5	0
South Atlantic.....	+10	+1	+12	+10	0
East South Central.....	+11	-3	+3	-2	+1
West South Central.....	+1	-4	+1	0	+1
Mountain.....	0	-1	+4	+2	+1
Pacific.....	0	0	+6	+5	0
Automotive equipment, tire, tube wholesalers.....	-6	-2	-2	+2	0
New England.....	(X)	+1	(X)	(X)	(X)
Middle Atlantic.....	-4	0	-6	(X)	(X)
East North Central.....	(X)	-2	-5	(X)	+1
West North Central.....	-12	0	-8	-1	0
South Atlantic.....	+4	(X)	+3	+7	-1
East South Central.....	+2	+7	+2	+2	+2
West South Central.....	(X)	-9	+1	(X)	-1
Mountain.....	(X)	-3	+6	-2	0
Pacific.....	0	-5	+1	-9	0
Electrical supplies, apparatus distributors.....	+12	+2	+10	+1	0
New England.....	(X)	+4	+18	+15	-1
Middle Atlantic.....	+5	+5	+10	-8	-1
East North Central.....	+11	+3	+9	-1	-3
West North Central.....	-5	-9	-2	0	0
South Atlantic.....	+3	+1	+7	-9	0
East South Central.....	+7	(X)	+12	+10	+5
West South Central.....	+55	(X)	+19	+15	0
Mountain.....	+2	-6	+8	+7	+3
Pacific.....	+14	0	+12	+8	+3
Electrical appliances, TV, radio sets, electronic parts distributors.....	+7	+10	+9	+7	+2
New England.....	(X)	+21	+10	+1	+1
Middle Atlantic.....	+26	+3	+17	+10	+1
East North Central.....	-6	(X)	-3	-4	+3
South Atlantic.....	(X)	(X)	+21	+9	-3
East South Central.....	(X)	+1	+12	(X)	(X)
West South Central.....	+11	+13	+7	(X)	-1
Mountain.....	(X)	+12	(X)	(X)	+1
Pacific.....	(X)	+10	(X)	(X)	+10
Furniture, home furnishings wholesalers.....	-1	-2	+5	+1	+1
Middle Atlantic.....	+1	-2	+3	(X)	(X)
East North Central.....	-6	+1	+1	-12	+1
West North Central.....	(X)	-2	(X)	+4	-2
South Atlantic.....	(X)	-8	0	+8	0
East South Central.....	(X)	-2	(X)	(X)	(X)
West South Central.....	(X)	+6	+3	(X)	(X)
Mountain.....	(X)	+5	+15	(X)	(X)
Pacific.....	(X)	(X)	(X)	(X)	(X)
Hardware wholesalers.....	-2	-7	+5	-1	-1
New England.....	(X)	-4	+24	+3	-2
Middle Atlantic.....	-5	-5	-3	(X)	(X)
East North Central.....	-2	-8	+1	-6	-3
West North Central.....	-7	-11	-6	0	0
South Atlantic.....	(X)	(X)	+16	+3	0
East South Central.....	-4	-12	(X)	-1	+1
West South Central.....	-15	-14	+13	-12	+1
Pacific.....	+2	+1	+11	+10	+1
Plumbing, heating equipment, supplies distributors.....	-2	-2	+6	-1	+1
New England.....	-3	(X)	-3	(X)	(X)
Middle Atlantic.....	-3	+2	+8	-5	+2
East North Central.....	0	-1	+3	+4	+3
West North Central.....	(X)	(X)	-8	+3	+3
South Atlantic.....	+9	+1	+18	+5	+1
East South Central.....	(X)	-3	-8	-4	+4
West South Central.....	(X)	-5	+14	(X)	-2
Mountain.....	(X)	+1	(X)	(X)	+1
Pacific.....	(X)	-5	+9	+3	-1
Lumber, construction materials distributors.....	-4	-4	+3	-2	0
New England.....	(X)	+1	-1	(X)	0
Middle Atlantic.....	-7	-3	+6	0	+6
East North Central.....	-24	+1	-10	(X)	+2
West North Central.....	-16	+3	-18	-13	-2
South Atlantic.....	(X)	0	+5	+2	0
East South Central.....	(X)	-5	(X)	(X)	-5
West South Central.....	(X)	(X)	+2	-5	-1
Mountain.....	(X)	+1	(X)	(X)	(X)
Pacific.....	+9	-8	+16	-10	-3

See footnotes at end of table.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS—Continued  
JUNE 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	June 1962 from--		6 months 1962 from 6 months 1961	June 1962 from--	
	June 1961	May 1962		June 1961	May 1962
Industrial machinery, equipment supplies distributors.....	+16	-1	+26	+14	+2
New England.....	(X)	+8	(X)	+14	+10
Middle Atlantic.....	+11	-1	+22	(X)	-5
East North Central.....	(X)	(X)	+40	+5	+7
West North Central.....	(X)	(X)	+10	-2	0
South Atlantic.....	(X)	+7	+22	+37	-1
East South Central.....	(X)	+14	(X)	(X)	(X)
West South Central.....	+5	-11	+23	+29	+5
Mountain.....	(X)	-6	(X)	+5	+2
Pacific.....	+15	+5	+26	+24	+1
General-line grocery wholesalers.....	+3	-1	+6	+2	-1
New England.....	+4	0	-3	-2	0
Middle Atlantic.....	-2	-1	-6	-5	-2
East North Central.....	+17	+1	+11	+2	+2
West North Central.....	-9	-2	+4	-10	-3
South Atlantic.....	-8	-3	+13	(X)	(X)
East South Central.....	(X)	-5	+6	-2	-2
West South Central.....	+4	-6	+12	+10	-2
Mountain.....	-8	-2	+6	+3	-2
Pacific.....	+2	+2	+8	+6	-1
Specialty-line grocery wholesalers.....	-1	-5	+2	0	+1
New England.....	(X)	-10	-1	(X)	+4
Middle Atlantic.....	(X)	-11	+4	0	0
East North Central.....	+6	+1	+3	(X)	+1
West North Central.....	(X)	+3	+2	-11	+2
South Atlantic.....	(X)	+7	+11	(X)	(X)
East South Central.....	(X)	-9	(X)	(X)	(X)
West South Central.....	-14	-4	(X)	(X)	+3
Mountain.....	(X)	-3	(X)	(X)	+6
Pacific.....	(X)	-5	-8	(X)	-2
Fresh fruit, vegetable wholesalers.....	-3	-5	+6	-7	-5
New England.....	(X)	-3	-5	(X)	(X)
Middle Atlantic.....	-2	(X)	+7	(X)	(X)
East North Central.....	-11	+1	+3	(X)	(X)
West North Central.....	-18	-1	-9	-12	-5
East South Central.....	(X)	-10	(X)	(X)	-15
West South Central.....	(X)	-10	+2	(X)	+1
Mountain.....	(X)	(X)	-3	-7	(X)
Pacific.....	(X)	(X)	-14	(X)	-2
Drug wholesalers (general and specialty lines).....	+1	0	0	+2	0
New England.....	-11	-3	-15	-13	-2
Middle Atlantic.....	-2	0	-2	(X)	(X)
East North Central.....	+6	-1	+10	+8	+2
West North Central.....	-5	(X)	-2	-12	-3
South Atlantic.....	-4	-5	-3	+5	-2
East South Central.....	(X)	-7	+11	0	0
West South Central.....	(X)	-7	0	0	+1
Mountain.....	+18	+15	0	+8	0
Pacific.....	+10	+5	+5	+5	0
Tobacco distributors.....	+5	+1	+6	+1	-1
New England.....	+35	+3	+12	(X)	(X)
Middle Atlantic.....	-1	0	+5	0	-2
East North Central.....	+5	+2	+1	+6	+5
West North Central.....	(X)	0	+17	(X)	-7
South Atlantic.....	-8	+2	+2	+1	0
East South Central.....	(X)	+7	+5	-9	0
West South Central.....	+9	0	+3	+4	-2
Mountain.....	(X)	+4	+20	+29	-2
Pacific.....	-11	-4	+11	+6	-4
Dry goods, apparel wholesalers.....	+6	0	+7	-4	+1
Middle Atlantic.....	+9	+3	+10	(X)	(X)
East North Central.....	(X)	-9	+19	-1	+5
West North Central.....	(X)	-11	(X)	+1	+15
South Atlantic.....	(X)	(X)	+10	(X)	(X)
East South Central.....	(X)	+7	(X)	(X)	(X)
West South Central.....	(X)	-4	(X)	(X)	+3
Mountain.....	(X)	-6	-3	(X)	(X)

X Withheld due to extreme variability of reported data or a high nonresponse rate.

<sup>1</sup> Inventory trends for "Merchant Wholesalers, Total" for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

### 1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

### 2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

### 3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6-7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

### 4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

### 5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,257
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	2199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	3481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	193	184
Service-establishment equipment, supplies.....	139	96	Paper, paper products, excluding wallpaper, total.....	5347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5326	369	594	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales—are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for selected months during 1961. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the ratio of current month to year-ago sales and inventories have not been computed for 1961 but are being computed beginning with January 1962. Generally the sampling error of the current month to a year-ago ratio will be higher than the sampling error of the current to previous month ratio and will approximate the sampling error shown for the monthly dollar estimates. Table 8 shows the current month to year-ago sampling errors for January and February 1962. These are somewhat higher than expected in future months because data in the first four months of 1961--when the revised sample was being introduced--were subject to greater variability than in later months.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects, the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 8. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Jan. 1962	Feb. 1962			Range	Median	Jan. 1962	Feb. 1962
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.4-0.7	0.6	1.1	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.8	0.7	0.3-0.7	0.5	0.9	1.0	0.6-0.8	0.7	0.1-0.8	0.2	1.1	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.7	1.7	-	-	0.2-0.5	0.3	1.1	1.7
Motor vehicles, automotive equipment, total...	2-3	3	1-3	2	5	5	2-4	3	0.3-0.9	0.6	3	2
Automobiles, other motor vehicles.....	4-6	5	3-6	4	9	9	-	-	1.0-2.3	1.5	4	4
Automotive equipment, tires, tubes.....	3-4	3	1-3	1	5	4	3-4	4	0.3-1.0	0.7	3	3
Electrical goods, total.....	2-4	3	1-2	1	NA	NA	2-3	2	0.4-1.2	0.5	3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	NA	NA	2-3	3	0.4-0.8	0.6	4	2
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	6	4	3-3	3	0.5-5.9	0.8	3	3
Furniture, home furnishings, total.....	3-4	3	1-3	2	3	5	-	-	0.6-2.1	1.0	5	3
Furniture-household, office.....	3-6	5	2-5	4	4	3	-	-	0.8-1.5	1.2	5	3
Home furnishings, floor coverings.....	3-5	4	2-4	2	5	6	-	-	0.6-2.7	1.3	6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	3	3	2-3	2	0.3-0.6	0.5	3	2
Hardware.....	3-4	3	1-3	2	4	4	2-3	2	0.5-1.4	0.6	4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	4	4	4-4	4	0.3-1.0	0.7	4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-9	6	11	8	-	-	0.8-1.7	1.1	6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	6	3	-	-	0.6-3.0	1.0	8	6
Lumber, millwork.....	3-5	4	1-4	2	7	3	-	-	0.7-2.6	1.3	7	8
Construction materials.....	3-4	4	2-4	3	9	6	-	-	0.7-6.5	0.9	12	5
Machinery, equipment, supplies, total.....	2-3	2	1-2	2	NA	4	1-2	2	0.3-1.1	0.6	3	2
Commercial, industrial machinery, equipment, supplies.....	2-4	3	NA	NA	NA	NA	-	-	NA	NA	NA	NA
Commercial machines, equipment.....	-	-	3-7	5	NA	8	-	-	0.6-2.1	1.3	6	6
Construction machinery, equipment.....	5-8	7	2-6	5	NA	6	-	-	0.4-1.9	0.9	3	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	NA	8	2-4	3	0.6-1.9	0.8	7	5
Professional equipment, supplies.....	3-5	4	2-3	3	5	4	-	-	0.4-1.1	0.7	5	4
Surgical, medical, hospital supplies.....	-	-	3-5	4	9	5	-	-	0.8-1.6	0.8	7	4
Service establishment equipment, supplies.....	4-7	6	2-4	3	5	3	-	-	0.5-3.3	1.2	5	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	6	3	2-5	4	0.4-3.3	0.5	4	3
Iron, steel and products.....	4-5	5	2-5	3	8	4	2-5	4	0.4-3.9	0.6	4	3
Nonferrous metals.....	2-4	3	2-4	2	4	5	-	-	0.5-1.3	0.9	5	4
Scrap, waste materials, total.....	3-4	4	2-5	3	4	3	-	-	0.7-3.8	1.3	6	4
Iron, steel scrap.....	4-6	5	2-6	4	8	4	-	-	0.9-5.4	1.9	7	7
Waste materials.....	5-8	6	2-5	3	8	5	-	-	0.8-3.6	1.5	8	5
Jewelry.....	-	-	2-6	4	7	7	-	-	0.4-1.9	1.1	5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.5-0.9	0.7	1.4	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.1	0.9	0.5-0.7	0.5	1.0	0.8	-	-	0.2-0.5	0.4	1.7	1.3
Groceries and related products, total.....	2-2	2	1-2	1	3	2	2-4	3	0.4-1.5	0.7	3	1
General-line groceries.....	2-3	3	1-1	1	3	2	2-3	3	0.4-1.2	0.6	3	2
Voluntary groups.....	-	-	1-1	1	4	3	-	-	0.5-1.3	0.7	4	4
Retailer-cooperatives.....	-	-	1-2	1	4	3	-	-	1.0-1.2	1.0	7	3
Nonaffiliated.....	-	-	1-2	2	5	3	-	-	1.1-1.3	1.2	3	3
Specialty-line groceries.....	3-4	3	1-3	2	4	3	-	-	0.6-2.2	1.0	6	5
Confectionery.....	4-5	4	1-3	2	8	7	-	-	0.6-1.9	1.3	7	NA
Meat, meat products.....	5-10	6	1-4	2	3	4	-	-	1.8-18.0	4.5	10	3
Poultry, poultry products.....	4-6	5	1-6	2	6	5	-	-	1.7-4.9	2.7	11	9
Fresh fruit, vegetable.....	3-8	4	2-6	2	9	6	-	-	1.0-4.6	2.2	12	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	4	4	5-7	6	0.8-1.8	1.1	7	6
Beer.....	2-5	3	1-2	1	4	2	-	-	1.4-3.3	2.2	4	5
Wine, distilled spirits.....	4-6	5	1-2	2	5	5	7-8	7	0.9-2.3	1.3	8	6
Drugs, chemicals, allied products, total.....	2-3	2	1-2	1	2	2	2-3	2	0.4-1.0	0.5	2	1
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	3	3	-	-	0.3-0.9	0.5	3	2
General-line drugs.....	-	-	1-1	-	2	1	2-3	2	0.1-0.4	0.3	2	2
Paints, varnishes.....	3-8	4	1-3	2	8	5	-	-	0.5-1.9	0.8	3	3
Other chemicals, allied products.....	3-6	4	2-3	2	6	10	-	-	0.5-3.8	1.1	17	NA
Tobacco, tobacco products.....	2-4	3	1-1	1	3	2	-	-	0.6-2.7	0.8	4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	3	2	-	-	0.4-1.4	0.8	4	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	7	5	-	-	1.0-2.2	1.3	7	7
Dry goods, notions.....	4-5	4	2-4	3	5	5	-	-	0.5-1.9	0.9	7	4
Piece goods converters.....	-	-	1-3	2	5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-3	3	1-3	2	3	4	3-5	4	0.4-2.8	0.6	4	3
Paper.....	2-3	3	1-2	2	4	3	3-4	4	0.6-1.3	0.7	2	3
Stationery, office supplies.....	-	-	4-16	7	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	-	3	NA	5	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	NA	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	NA	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	4	4	-	-	0.4-1.6	1.0	6	4
Amusement, sporting goods.....	3-6	4	2-7	4	5	5	-	-	0.8-2.2	1.2	4	4
Books, magazines, newspapers.....	3-4	3	1-4	2	3	3	-	-	0.2-2.0	0.8	8	5
Coal.....	2-6	3	1-3	2	4	4	-	-	0.9-4.2	1.7	12	11
Farm supplies.....	4-11	5	2-9	3	7	7	-	-	1.1-5.4	2.1	10	8

Note: The sampling error of the monthly sales and inventory estimates (final estimates) and of the trend ratios (preliminary current month to final previous month) are based on 10 measurements from March through December 1961.

NA Not available.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco  
(Part of SIC 509)**

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel  
(SIC 503)**

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

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

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

**Paper, Paper Products, Except Wallpaper  
(Part of SIC 509)**

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials  
(SIC 505)**

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

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

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

**Other Nondurable Goods  
(Part of SIC 509)**

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

JULY 1962

BW-62-7

## SALES AND INVENTORIES

FOR RELEASE  
September 11, 1962<sup>1</sup>

### SALES

July 1962 sales of merchant wholesalers, estimated at \$11.8 billion, were 4 percent below June sales but were 7 percent above July sales a year ago. Cumulative sales for the first 7 months of 1962 totaled \$82.7 billion, an increase of 6 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$5.0 billion in July, dropped 4 percent from the June level but were 8 percent above July 1961 sales. Nondurable goods sales, at \$6.8 billion, declined 3 percent from the previous month level but were up 6 percent over sales a year ago. Over the 7 month period, sales in the durable goods trades were up 9 percent over the comparable 1961 period, while sales in the nondurable goods trades were up 4 percent.

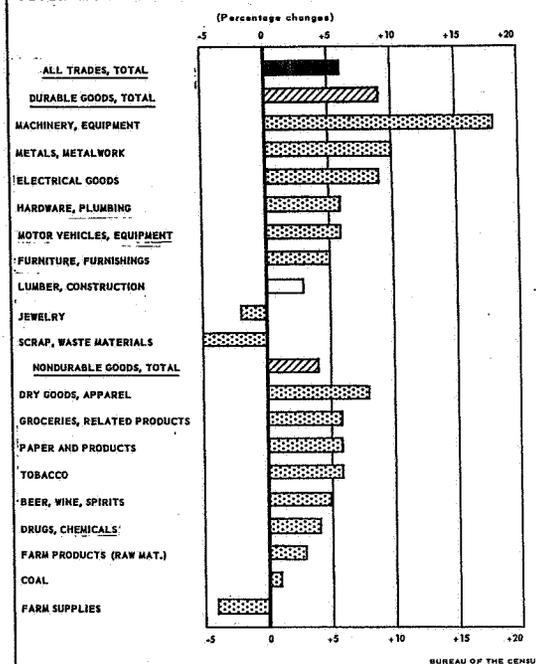
Most trades indicated July sales below June levels, but registered gains over July sales a year ago. Sharp declines (mostly seasonal) from previous month sales were reported by piece goods converters (-25%), farm supplies wholesalers (-24%), and nonferrous metals dealers (-18%). The largest gain among the 10 trades reporting increases was registered by apparel and accessories wholesalers (up 22%). Compared with sales a year ago, substantial increases were shown by construction machinery, equipment distributors (51%), air conditioning, refrigeration equipment distributors (25%), and apparel wholesalers (22%). Among the 7 trades reporting decreases from a year ago, iron, steel scrap dealers (down 36%) experienced the sharpest decline for the fourth consecutive month. Over the 7 month period, most trades reported moderate gains. However, substantial increases were registered by distributors of construction machinery (28%), industrial machinery (25%), and automobiles and other motor vehicles (22%). Iron, steel scrap dealers, with 7 month sales down 13 percent from a year ago, experienced the sharpest decline.

All geographic divisions reported declines from previous month sales, the sharpest drop being shown by the Pacific Division (-8%). However, all divisions experienced gains over year-ago sales levels, ranging from 2 percent in the New England Division to 13 percent in the South Atlantic Division.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.2 billion at the end of July, dropped slightly (1%) below the June 30 level but were 2 percent above stocks on hand a year ago. Stocks of both durable and nondurable goods also declined slightly (1%) from their previous month levels, although both increased 2 percent over their year ago levels.

### SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS—SEVEN MONTHS 1962 COMPARED WITH SEVEN MONTHS 1961



Most trades reported only small changes (mostly downward) from previous month inventory levels. However, changes from year-ago stocks were more substantial. The principal increases over year-ago stocks were recorded by service establishment supply houses (up 15%), commercial machines distributors (up 13%), and medical, hospital supplies distributors (up 12%). Iron, steel scrap dealers, with inventories off 26 percent from year-ago levels, registered the sharpest decline.

The July 1962 stock-sales ratio for merchant wholesalers was 121 percent, up 3 points from June but 6 points below the July 1961 stock-sales ratio. The July 1962 stock-sales ratio of durable goods wholesalers was 163 percent compared with the nondurable goods ratio of 87 percent.

### GENERAL

Data in this report are based on a probability sample, representative of all merchant wholesalers in the country. A description of the sample design, the estimating procedure, and approximate measures of the reliability of the data are included on pages 10 to 12. These data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

<sup>1</sup>An advance release of July 1962 data was issued on August 31, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962

Kind of business	1962							1961					Total 7 months		
	Jan.	Feb.	Mar.	Apr.	May	June <sup>1</sup>	July <sup>2</sup>	July	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961
	MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,252	11,821	11,052	12,444	11,767	12,717	12,652	11,916	82,735
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,369	10,920	10,203	11,390	10,835	11,466	11,345	10,791	76,293	71,846
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,209	4,977	4,593	5,181	4,929	5,272	5,059	4,691	34,558	31,777
Motor vehicles, automotive equipment, total.....	643	614	684	695	708	722	711	659	660	638	712	674	623	4,778	4,500
Automobiles, other motor vehicles.....	209	221	251	237	226	236	229	197	166	179	217	216	204	1,608	1,319
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	462	495	459	495	458	419	3,170	3,181
Electrical goods, total.....	699	674	755	705	744	774	739	671	776	760	800	822	820	5,090	4,652
Electrical supplies, apparatus.....	290	285	317	319	346	337	325	299	340	311	342	343	335	2,219	2,030
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	414	372	436	449	458	479	486	2,871	2,622
Furniture, home furnishings, total.....	234	230	256	252	247	242	228	213	273	250	285	272	248	1,688	1,602
Furniture-household, office.....	63	64	68	68	73	79	71	62	80	69	79	71	70	485	464
Home furnishings, floor coverings.....	171	166	188	183	174	163	158	150	193	180	206	201	178	1,203	1,138
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	576	527	598	567	600	549	467	3,735	3,519
Hardware.....	181	186	208	212	225	211	201	188	217	215	234	212	183	1,425	1,354
Plumbing and heating equipment, supplies..	233	222	245	266	302	294	293	274	312	290	308	285	236	1,854	1,746
Lumber, construction materials, total.....	458	440	525	562	622	608	598	569	640	585	622	571	452	3,811	3,692
Lumber, millwork.....	316	300	355	369	410	405	390	364	406	380	404	372	302	2,542	2,484
Construction materials.....	143	140	170	193	212	203	208	205	233	205	218	199	149	1,269	1,208
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,382	1,148	1,310	1,252	1,286	1,249	1,225	9,504	8,082
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	993	795	930	888	901	897	890	6,829	5,559
Construction machinery, equipment.....	151	154	180	234	249	260	251	167	192	191	175	170	155	1,479	1,156
Industrial machinery, equipment, supplies.....	669	617	695	674	695	679	644	539	632	594	624	630	627	4,672	3,752
Professional equipment, supplies.....	141	131	144	138	141	147	145	136	152	153	147	142	137	988	905
Service-establishment equipment, supplies..	106	99	115	116	120	122	114	104	114	109	121	115	105	794	722
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	466	461	527	502	531	519	493	3,617	3,279
Iron, steel, and products.....	359	331	407	384	388	358	334	312	364	342	364	354	330	2,561	2,284
Nonferrous metals.....	148	137	165	149	165	160	132	150	163	160	167	164	164	1,056	995
Scrap, waste materials, total.....	286	277	289	280	272	241	221	285	305	289	328	296	257	1,866	1,971
Iron, steel scrap.....	170	165	162	152	146	126	117	183	188	180	208	182	155	1,037	1,193
Waste materials.....	116	112	127	128	126	115	104	101	117	109	120	114	102	829	778
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,843	6,459	7,263	6,838	7,446	7,593	7,225	48,177	46,299
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,943	6,610	6,209	5,907	6,194	6,286	6,100	41,735	40,069
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,365	2,493	2,356	2,432	2,485	2,422	17,446	16,495
General-line groceries.....	876	816	884	834	888	882	881	801	865	838	864	880	839	6,061	5,670
Specialty-line groceries.....	759	662	756	704	782	731	743	714	758	713	716	735	726	5,138	5,032
Confectionery.....	68	66	80	74	76	74	73	67	74	71	79	73	73	511	485
Meats, meat products.....	422	371	407	399	466	442	414	368	404	389	419	417	399	2,920	2,541
Poultry, poultry products.....	112	102	109	111	119	106	110	109	114	97	112	126	116	769	813
Fresh fruits, vegetables.....	258	239	306	289	335	312	311	306	278	248	242	255	268	2,047	1,954
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	647	601	676	635	661	748	811	4,328	4,106
Beer.....	203	201	235	250	299	305	310	294	309	267	247	241	241	1,802	1,741
Wine, distilled spirits.....	327	334	396	356	402	373	337	308	367	368	414	507	570	2,526	2,365
Drugs, chemicals, allied products, total....	472	418	474	469	487	478	449	419	483	473	491	487	438	3,247	3,110
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	264	247	282	283	292	300	272	1,890	1,872
Paints, varnishes.....	24	23	28	31	33	32	33	29	34	30	31	28	22	204	195
Other chemicals, allied products.....	158	147	171	169	179	177	153	143	168	160	167	159	143	1,153	1,043
Tobacco, tobacco products.....	346	330	364	359	393	393	381	356	382	365	368	368	380	2,565	2,416
Dry goods, apparel, total.....	550	545	625	587	592	592	587	510	638	583	655	649	533	4,078	3,775
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	277	227	291	262	287	293	241	1,695	1,541
Dry goods, notions.....	197	187	220	201	204	217	198	186	221	199	221	215	172	1,423	1,372
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	348	324	376	365	385	388	368	2,549	2,405
Paper.....	305	278	311	309	315	310	296	271	312	300	318	319	295	2,125	2,011
Amusement, sporting goods.....	104	103	125	122	139	133	132	130	151	154	167	168	158	857	795
Books, magazines, newspapers.....	79	74	81	73	72	73	80	77	83	81	84	82	82	533	521
Coal.....	71	65	67	63	65	61	53	56	64	65	71	68	68	446	439
Farm supplies.....	162	168	217	217	194	162	123	143	147	141	142	132	136	1,243	1,294

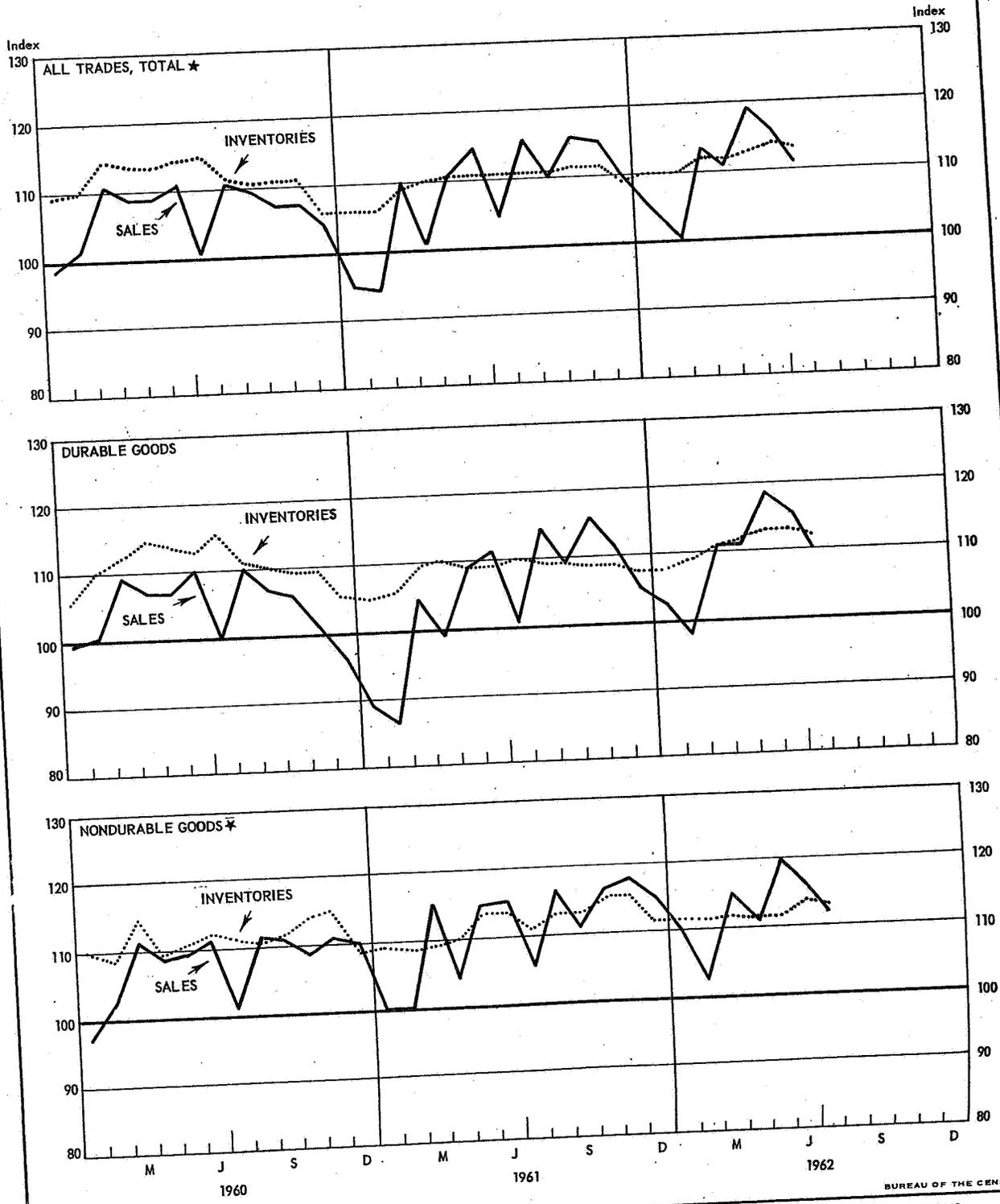
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedures.

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

# SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\* Excludes farm products (raw materials).

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962  
(Millions of dollars)

Kind of business	1962							1961					
	Jan.	Feb.	Mar.	Apr.	May	June <sup>1</sup>	July <sup>2</sup>	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,243	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,100	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,211	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	949	928	920	932	909	893	891
Electrical goods, total.....	1,197	1,187	1,204	1,218	1,244	1,254	1,241	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	467	465	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	776	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total.....	1,023	1,046	1,067	1,065	1,082	1,094	1,086	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	444	449	450	443	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	548	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,281	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	959	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	978	946	920	837	875	873	851	876	910
Iron, steel, and products.....	769	794	804	820	813	785	765	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,143	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,335	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	691	680	675	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	716	689	699	705	733	780	783	650
Wine, distilled spirits.....	551	530	529	551	547	555	535	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	605	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	412	410	409	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total.....	366	367	376	398	391	389	390	379	390	374	370	380	383
Paper.....	299	303	311	324	319	328	329	307	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962  
(Percent)

Kind of business	1962							1961					
	Jan.	Feb.	Mar.	Apr.	May	June <sup>1</sup>	July <sup>2</sup>	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	121	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	163	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	197	201	186	203	184	195	213
Electrical goods, total.....	166	176	159	173	167	162	168	176	153	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	138	143	157	135	154	135	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	188	192	165	159	159	147	142
Hardware, plumbing, heating equip., supplies, total.....	223	231	210	197	179	185	189	212	179	190	176	189	214
Hardware.....	240	239	216	210	200	213	220	239	202	205	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	165	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	149	169	143	151	144	147	145
Metals, metalwork (except scrap), total.....	183	204	168	186	177	182	197	182	166	174	160	169	185
Iron, steel, and products.....	214	240	198	213	209	219	229	220	199	213	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	87	90	82	87	85	84	83
Groceries and related products, total.....	56	62	55	57	52	54	53	56	54	57	57	57	58
General-line groceries.....	79	86	81	83	78	77	77	82	75	79	82	81	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	100	106	107	116	104	115	118	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	159	171	150	159	152	126	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	135	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	152	155	169	149	148	147	140	149
Paper, paper products, excluding wallpaper, total.....	98	108	101	107	103	106	112	117	104	102	96	98	104
Paper.....	98	109	100	105	101	106	111	113	98	99	93	96	106

<sup>1</sup> Final estimates.

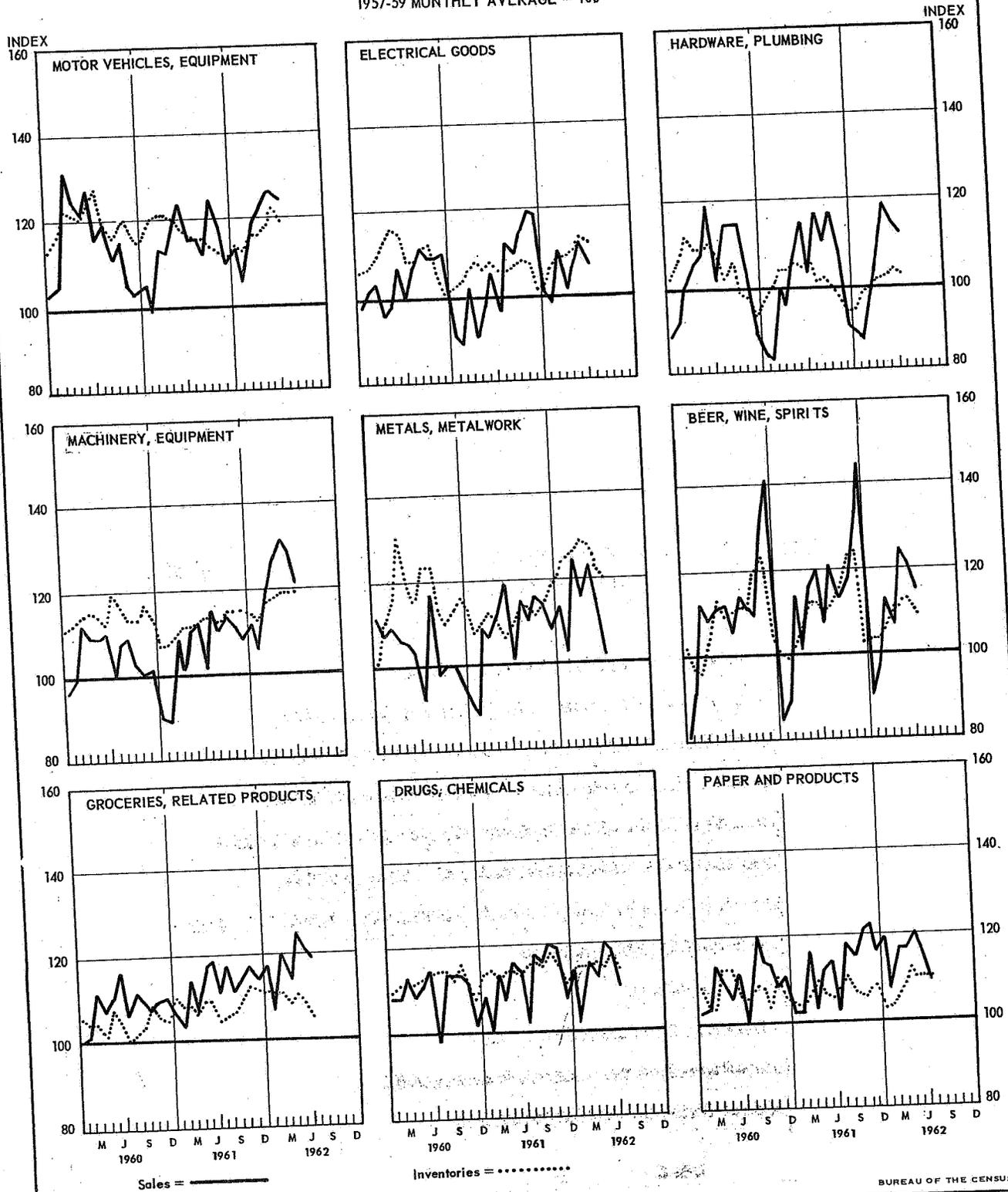
<sup>2</sup> Preliminary estimate.

See page 12, Estimating Procedure.

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

# SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



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

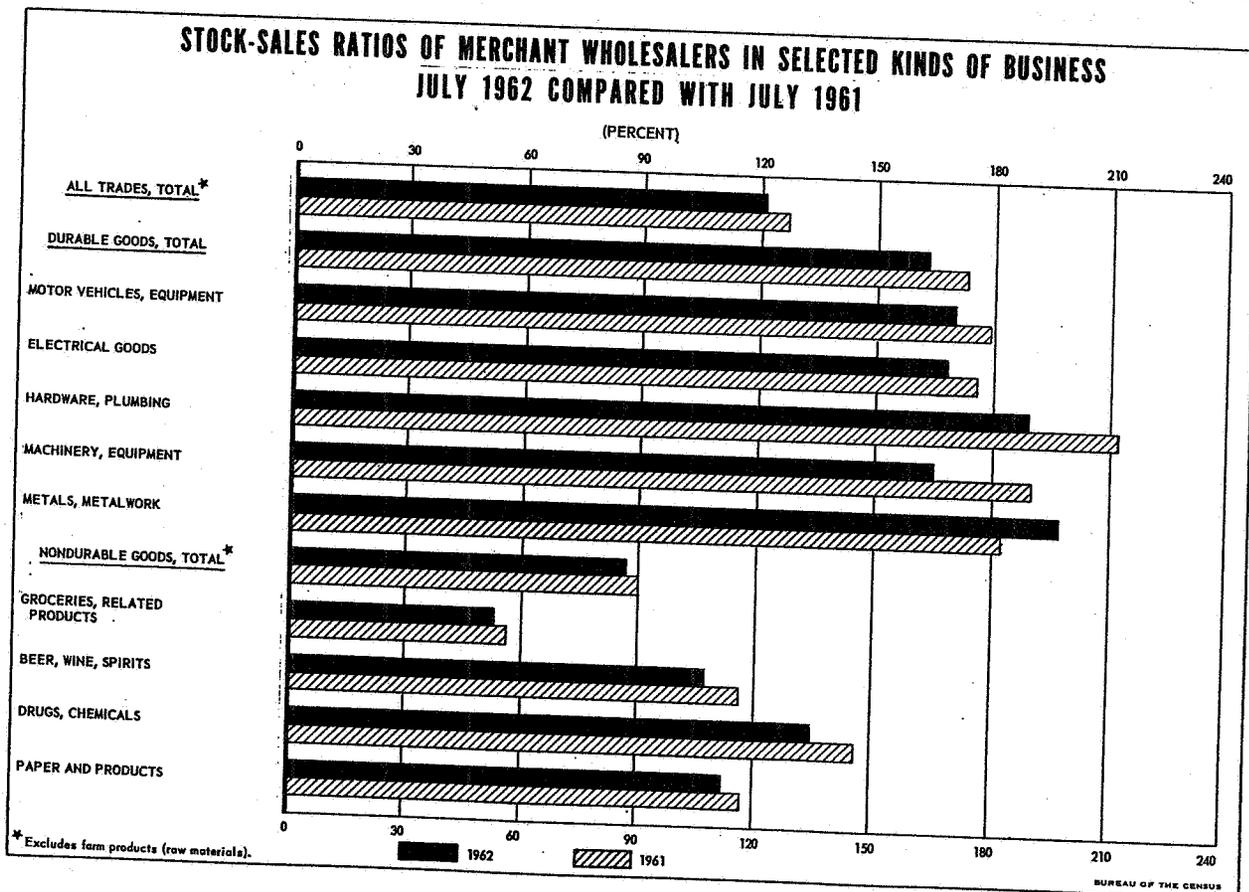
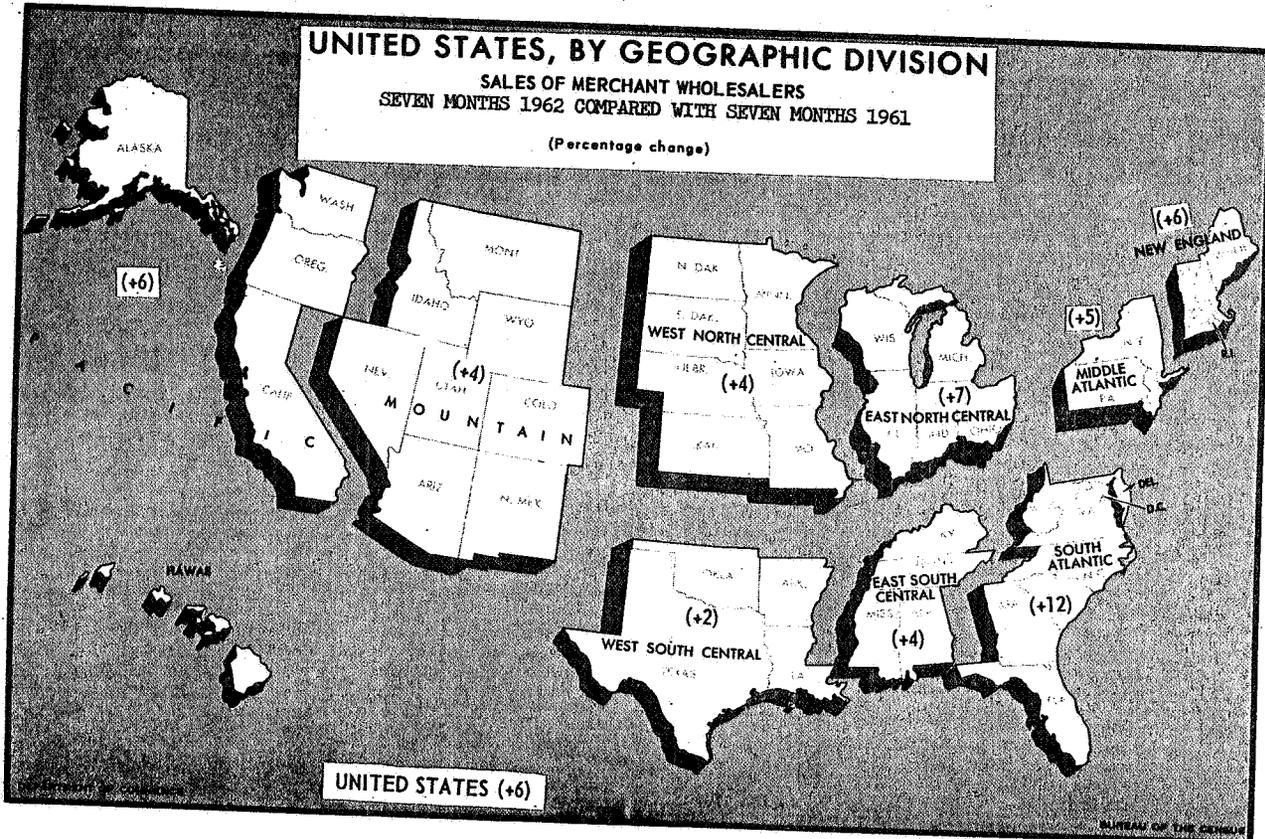


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: JULY 1962

Kind of business	Sales			Inventories, end-of-month (at cost)	
	July 1962 from--		7 mos. 1962 from 7 mos. 1961	July 1962 from--	
	July 1961	June 1962		July 1961	June 1962
MERCHANT WHOLESALERS, TOTAL.....	+7	-4	+6	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+7	-4	+6	+2	-1
DURABLE GOODS, TOTAL.....	+8	-4	+9	+2	-1
Motor vehicles, automotive equipment, total.....	+8	-1	+6	+2	-2
Automobiles, other motor vehicles.....	+16	-3	+22	+2	-5
Automotive equipment, tires, tubes.....	+4	-1	0	+2	-1
Electrical goods, total.....	+10	-5	+9	+5	-1
Electrical supplies, apparatus.....	+9	-4	+9	-1	0
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+11	-5	+10	+9	-1
Furniture, home furnishings, total.....	+7	-6	+5	+2	0
Furniture-household, office.....	+13	-10	+5	-1	0
Home furnishings, floor coverings.....	+5	-3	+6	+3	-1
Hardware, plumbing, heating equipment, supplies, total.....	+9	-3	+6	-2	-1
Hardware.....	+7	-4	+5	-1	-2
Plumbing and heating equipment, supplies.....	+7	0	+6	-3	0
Air conditioning, refrigeration equipment, supplies.....	+25	-5	+9	-7	-1
Lumber, construction materials, total.....	+5	-2	+3	-5	-1
Lumber, millwork.....	+7	-4	+2	-8	0
Construction materials.....	+1	+3	+5	+1	-1
Machinery, equipment, supplies, total.....	+20	-5	+18	+5	0
Commercial, industrial machinery, equipment, supplies.....	+25	-5	+23	+4	0
Commercial machines, equipment.....	+10	-4	+4	+13	+1
Construction machinery, equipment.....	+51	-3	+28	-1	+1
Industrial machinery, equipment, supplies.....	+19	-5	+25	+5	-1
Professional equipment, supplies.....	+7	-1	+9	+11	+1
Surgical, medical, hospital supplies.....	+9	-3	+13	+12	-1
Service-establishment equipment, supplies.....	+10	-7	+10	+15	-1
Metals, metalwork (except scrap), total.....	+1	-10	+10	+10	-3
Iron, steel, and products.....	+7	-7	+12	+11	-3
Nonferrous metals.....	-12	-18	+6	+3	-4
Scrap, waste materials, total.....	-22	-8	-5	-19	-4
Iron, steel scrap.....	-36	-7	-13	-26	-6
Waste materials.....	+3	-10	+7	-6	+1
Jewelry.....	-8	-9	-2	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+6	-3	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+6	-4	+4	+2	-1
Groceries and related products, total.....	+7	-1	+6	+1	-2
General-line groceries.....	+10	0	+7	+3	-1
Voluntary groups.....	+8	-1	+4	+2	-1
Retailer cooperatives.....	+6	-6	+9	+6	+2
Nonaffiliated.....	+15	+6	+8	+2	-2
Specialty-line groceries.....	+4	+2	+2	0	-4
Confectionery.....	+8	-2	+5	+10	0
Meats, meat products.....	+12	-6	+15	-4	-6
Poultry, poultry products.....	0	+3	-5	-21	+2
Fresh fruits, vegetables.....	+2	0	+5	-5	-7
Beer, wine, distilled alcoholic beverages, total.....	+8	-5	+5	-1	-4
Beer.....	+6	+2	+4	-10	-4
Wine, distilled spirits.....	+10	-10	+7	+1	+4
Drugs, chemicals, allied products, total.....	+7	-6	+4	-1	-3
Drugs, drug proprietaries, druggists' supplies.....	+7	-2	+1	-2	0
General-line drugs.....	+9	+1	+3	0	0
Paints, varnishes.....	+14	+2	+5	-6	-2
Other chemicals, allied products.....	+7	-14	+11	+5	-8
Tobacco, tobacco products.....	+7	-3	+6	+8	+5
Dry goods, apparel, total.....	+15	-1	+8	+1	+3
Apparel and accessories, hosiery, lingerie, footwear.....	+22	+22	+10	(X)	(X)
Dry goods, notions.....	+6	-9	+4	(X)	(X)
Piece goods converters.....	+15	-25	+11	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+6	-6	+6	+1	0
Paper.....	+8	-4	+6	+5	0
Stationery, office supplies.....	(X)	(X)	+8	(X)	(X)
Farm products, raw materials.....	+6	+2	+3	(X)	(X)
Cotton.....	+7	-12	-6	(X)	(X)
Grain.....	+10	+10	+8	(X)	(X)
Other nondurable goods, total.....	-3	-9	-3	+5	+2
Amusement, sporting goods.....	+1	-1	+8	+1	0
Books, magazines, newspapers.....	+4	+10	+2	+7	-1
Coal.....	-5	-13	+1	-3	+3
Farm supplies.....	-14	-24	-4	-5	+2

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
JULY 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	July 1962 from--		7 months 1962 from 7 months 1961	July 1962 from--	
	July 1961	June 1962		July 1961	June 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+7	-4	+6	+2	-1
New England.....					
Middle Atlantic.....	+2	-8	+6	+3	-2
East North Central.....	+5	-7	+5	+1	-1
West North Central.....	+7	-1	+7	+2	0
South Atlantic.....	+9	-4	+4	-3	-2
East South Central.....	+13	-2	+12	+6	0
West South Central.....	+11	-3	+4	+3	0
Mountain.....	+6	-1	+2	-1	-2
Pacific.....	+4	-1	+4	+2	-1
	+6	-1	+6	+4	-1
DURABLE GOODS, TOTAL.....	+8	-4	+9	+2	-1
New England.....					
Middle Atlantic.....	+13	-6	+17	+2	-2
East North Central.....	+5	-8	+8	+1	-1
West North Central.....	+4	-5	+7	+3	0
South Atlantic.....	+11	-1	+1	-1	-2
East South Central.....	+22	-4	+14	+8	0
West South Central.....	+18	-1	+7	-1	-2
Mountain.....	+11	0	+10	-1	-2
Pacific.....	-2	-4	+3	0	-1
	+8	-3	+12	+4	-1
NONDURABLE GOODS, TOTAL <sup>1</sup> .....	+6	-3	+4	+2	-1
New England.....					
Middle Atlantic.....	-4	-9	0	+3	-1
East North Central.....	+6	-6	+4	+1	0
West North Central.....	+9	+1	+7	+1	-1
South Atlantic.....	+7	-5	+6	-6	-2
East South Central.....	+7	+1	+11	+4	-2
West South Central.....	+6	-4	+1	+10	+4
Mountain.....	+3	-2	-4	0	-1
Pacific.....	+11	+3	+4	+5	-3
	+5	0	+1	+5	-2
Automotive equipment, tire, tube wholesalers.....					
Middle Atlantic.....	+4	-1	0	+2	-1
East North Central.....	+12	-3	-3	0	+1
West North Central.....	+9	+5	-1	(X)	+1
South Atlantic.....	+11	+4	-5	+19	-3
East South Central.....	(X)	-4	+7	+24	-2
West South Central.....	+5	-3	+2	-2	-1
Mountain.....	(X)	-9	-5	(X)	(X)
Pacific.....	+4	+1	+2	(X)	(X)
		+1	+1	-1	-3
Electrical supplies, apparatus distributors.....					
Middle Atlantic.....	+2	-4	+9	-1	0
East North Central.....	+9	-2	+10	-13	+2
West North Central.....	+2	-4	+6	-4	-3
South Atlantic.....	-4	-1	-2	+2	0
East South Central.....	(X)	(X)	+10	+1	-3
West South Central.....	+29	-6	+16	+31	+7
Mountain.....	(X)	-4	+17	0	-2
Pacific.....	-8	(X)	+3	(X)	+2
		-12	+8	-3	+2
Electrical appliances, TV, radio sets, electronic parts distributors.....					
New England.....	+11	-5	+10	+9	-1
Middle Atlantic.....	+13	-7	+11	(X)	-4
East North Central.....	+9	-11	+16	+19	+1
West North Central.....	+6	-1	-1	+2	-1
South Atlantic.....	+19	0	+9	+11	-3
East South Central.....	(X)	+1	+23	(X)	-2
West South Central.....	(X)	-10	+7	-4	+3
Mountain.....	(X)	(X)	+6	(X)	-7
Pacific.....	0	-16	+23	(X)	+4
		-10	+2	+21	-3
Furniture, home furnishings wholesalers.....					
Middle Atlantic.....	+7	-6	+5	+2	0
East North Central.....	+2	-6	+2	+7	-1
West North Central.....	(X)	(X)	+3	(X)	-1
South Atlantic.....	(X)	-1	(X)	-17	0
East South Central.....	+13	(X)	+4	+22	-2
West South Central.....	(X)	-6	+6	(X)	+6
Mountain.....	(X)	-6	(X)	-4	-3
Pacific.....	(X)	-7	+2	(X)	(X)
	+23	-9	+16	(X)	(X)
Hardware wholesalers.....					
New England.....	+7	-4	+5	-1	-2
Middle Atlantic.....	(X)	(X)	+21	-5	-3
East North Central.....	+15	-4	0	-6	-3
West North Central.....	-5	-3	0	-12	-2
South Atlantic.....	-14	(X)	-8	-10	0
East South Central.....	+21	-5	+19	+17	+5
West South Central.....	+12	+1	-7	-3	-2
Mountain.....	(X)	+5	+19	+10	-5
Pacific.....	(X)	-3	(X)	(X)	-2
	-1	-7	+8	+1	-3

See footnotes at end of table.

Table 5. PERCENTAGES CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued  
JULY 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	July 1962 from--		7 months 1962 from 7 months 1961	July 1962 from--	
	July 1961	June 1962		July 1961	June 1962
Plumbing, heating equipment, supplies distributors.....	+7	0	+6	-3	0
New England.....	(X)	+5	-4	+5	0
Middle Atlantic.....	(X)	0	+9	-1	0
East North Central.....	+7	+3	+4	(X)	+2
West North Central.....	-6	+2	-7	+9	+1
South Atlantic.....	+6	-1	+15	(X)	-1
East South Central.....	(X)	-10	(X)	+5	-1
West South Central.....	+4	-4	+12	(X)	+3
Mountain.....	(X)	-1	(X)	(X)	-2
Pacific.....	(X)	-2	+12	-3	
Lumber, construction materials distributors.....	+5	-2	+3	-5	-1
New England.....	+24	-1	+9	+51	-1
Middle Atlantic.....	+16	+5	+8	+13	0
East North Central.....	-7	-4	-8	-1	+1
West North Central.....	-2	+1	-16	-15	-4
South Atlantic.....	-2	-4	+3	-8	-1
East South Central.....	(X)	+2	(X)	(X)	-4
West South Central.....	(X)	-7	-3	-14	-1
Mountain.....	(X)	-3	(X)	(X)	+1
Pacific.....	+10	-5	+15	-16	-4
Industrial machinery, equipment supplies distributors.....	+19	-5	+25	+5	-1
New England.....	+5	-3	(X)	(X)	(X)
Middle Atlantic.....	(X)	(X)	+20	(X)	(X)
East North Central.....	(X)	-4	+38	+1	-1
West North Central.....	(X)	(X)	+14	+2	-8
South Atlantic.....	+40	-9	+24	(X)	0
East South Central.....	(X)	0	(X)	+24	0
West South Central.....	+23	-1	+24	+24	-1
Pacific.....	+20	+4	+24	+18	-2
General-line grocery wholesalers.....	+10	0	+7	+3	-1
New England.....	+7	-3	-3	(X)	(X)
Middle Atlantic.....	+3	-6	-4	+7	-3
East North Central.....	+12	-1	+10	+6	0
West North Central.....	+8	+5	+6	(X)	(X)
South Atlantic.....	+15	+3	+15	+11	+3
East South Central.....	-6	0	+4	-3	+8
West South Central.....	+1	-10	+11	+4	+3
Mountain.....	+1	-7	+6	-2	0
Pacific.....	(X)	(X)	+10	+7	-1
Specialty-line grocery wholesalers.....	+4	+2	+2	0	-4
New England.....	(X)	+10	-2	(X)	(X)
Middle Atlantic.....	+7	+4	+3	-8	-4
East North Central.....	-7	-1	0	(X)	-2
West North Central.....	(X)	0	+5	-11	-7
South Atlantic.....	+2	-9	+10	(X)	-7
East South Central.....	+2	(X)	-2	(X)	-2
West South Central.....	(X)	-1	+8	(X)	(X)
Mountain.....	(X)	-1	-6	+9	+4
Pacific.....	+2	+1	-6		
Fresh fruit, vegetable wholesalers.....	+2	0	+5	-5	-7
New England.....	(X)	-2	-1	(X)	-1
Middle Atlantic.....	-8	+7	+3	(X)	+6
East North Central.....	-15	(X)	0	(X)	+9
West North Central.....	+6	+3	-6	-8	+6
South Atlantic.....	+7	-4	+4	(X)	(X)
East South Central.....	+25	-1	0	-3	-12
West South Central.....	+14	+12	-11	(X)	-11
Pacific.....					
Drug wholesalers (general and specialty lines).....	+7	-2	+1	-2	0
New England.....	-3	-8	-13	(X)	(X)
Middle Atlantic.....	+9	-4	-1	(X)	(X)
East North Central.....	+3	-2	+8	0	0
West North Central.....	+6	-2	-1	-4	+5
South Atlantic.....	-1	-1	-3	+1	+1
East South Central.....	+11	+5	+12	+2	+4
West South Central.....	+8	+3	0	-14	+4
Mountain.....	(X)	-4	0	-7	-12
Pacific.....	+16	0	+7	+1	-2
Tobacco distributors.....	+7	-3	+6	+8	+5
New England.....	+13	-1	+9	(X)	(X)
Middle Atlantic.....	+7	-4	+6	(X)	(X)
East North Central.....	+6	-3	+1	(X)	(X)
West North Central.....	(X)	-3	+12	(X)	0
South Atlantic.....	+9	-4	+5	-29	+12
East South Central.....	+6	-6	+5	(X)	(X)
West South Central.....	-5	-3	0	(X)	(X)
Mountain.....	+28	+3	+22	(X)	+7
Pacific.....	+12	0	+13	-10	+2
Dry goods, apparel wholesalers.....	+15	-1	+8	+1	+3
Middle Atlantic.....	+21	-5	+11	-2	+2
East North Central.....	+10	(X)	+18	+10	+7
West North Central.....	+34	(X)	(X)	(X)	+1
South Atlantic.....	(X)	0	+8	-6	+13
East South Central.....	(X)	+14	(X)	+28	+6
West South Central.....	(X)	+17	-3	(X)	

X Withheld due to extreme variability of reported data or a high nonresponse rate.  
 1 Inventory trends for "Merchant Wholesalers, Total" and for "Nondurable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6 and 7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	2199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	3481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	4193	184
Service-establishment equipment, supplies.....	3139	96	Paper, paper products, excluding wallpaper, total.....	347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	124
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	326	369	94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies" was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales—are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimates of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not

shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 8. SAMPLING VARIABILITY—ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	-	-	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	4-8	6	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	6
Construction machinery, equipment.....	3-5	3	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	5
Professional equipment, supplies.....	3-5	3	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	4-6	5	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	7-8	7	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	-	-	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	2	2-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	2-4	3	1-3	2	3-4	3	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	4-7	4	1-3	2	6-10	8	-	-	0.6-2.2	1.1	5-7	7
Confectionery.....	5-10	6	1-4	2	3-4	4	-	-	0.6-2.7	1.3	3-10	7
Meat, meat products.....	4-6	5	1-6	2	5-6	6	-	-	1.8-7.9	3.1	9-11	11
Poultry, poultry products.....	4-8	5	2-6	3	5-9	6	-	-	1.7-4.9	2.8	8-10	9
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2.0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	-	-	0.3-0.9	0.5	2-2	2
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-15	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIC 5094)---Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)---Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

AUGUST 1962

BW-62-8

## SALES AND INVENTORIES

FOR RELEASE  
October 8, 1962

### SALES

August 1962 sales of merchant wholesalers, estimated at \$12.8 billion, were up 8 percent over July sales and were 3 percent over August sales a year ago. (The increase from July to August was due primarily to the larger number of trading days in August.) Cumulative sales for the first 8 months of 1962 totaled \$95.6 billion, an increase of 6 percent over sales in the comparable period of 1961.

Sales in the durable goods trades, totaling \$5.3 billion in August, were up 8 percent over July sales and 3 percent above the August 1961 level. The nondurable goods trades, with sales of \$7.5 billion in August, showed an increase of 9 percent over July sales as well as a 3 percent increase over sales a year ago. Over the 8 month period, sales in the durable goods trades were up 8 percent over the comparable 1961 period, while sales in the nondurable goods trades were up 4 percent.

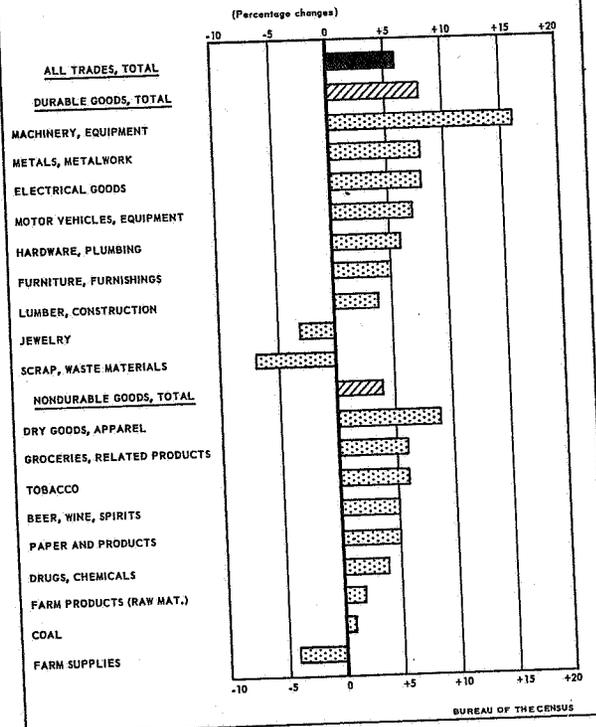
All but four trades reported increases over July sales. Substantial advances (mostly seasonal) were shown by jewelry wholesalers (40%), cotton merchants (36%), apparel and accessories wholesalers (35%), and furniture wholesalers (29%). Declines were reported by fresh fruits and vegetables wholesalers (-10%), air conditioning, refrigeration equipment distributors (-5%), grain merchants (-3%), and commercial machines, equipment distributors (-2%). Compared with a year ago, most trades registered gains. Automobiles, other motor vehicles distributors, with sales up 42 percent, and apparel and accessories wholesalers, up 25 percent, accounted for the principal increases. Iron, steel scrap dealers and cotton merchants (both down 32 percent) experienced the sharpest declines. For the 8 month period, construction machinery, equipment distributors (up 25%) and automobiles, other motor vehicles distributors (up 24%) reported the largest increases; iron, steel scrap dealers (down 16%) and cotton merchants (down 10%) reported the sharpest declines.

All geographic divisions showed sales gains over the previous month, ranging from 5 percent in the West North Central Division to 12 percent in the New England and Pacific Divisions. Most divisions also reported gains over a year ago. However, two divisions--the East South Central and the West South Central--reported declines of 5 percent from their August 1961 sales.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, estimated at \$13.3 billion at the end of August, were unchanged from the previous month level but were 2 percent

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS--  
EIGHT MONTHS 1962 COMPARED WITH EIGHT MONTHS 1961



above stocks on hand a year ago. Stocks in the durable goods trades declined slightly (1%) during the month but were up 3 percent from their year-ago level. Nondurable goods stocks remained unchanged from their July level but increased slightly (1%) from their year-ago level.

Small changes from previous month inventory levels were reported by most trades, although coal wholesalers reported a 21 percent increase from their previous month stocks. Changes from year-ago stock levels were more substantial, however, and ranged from an 18 percent increase for surgical, medical, hospital supplies inventories to a 27 percent decrease in iron, steel scrap inventories.

The August 1962 stock-sales ratio for merchant wholesalers was 112 percent, down 10 points from July and 2 points below the August 1961 stock-sales ratio. The August 1962 stock-sales ratio of durable goods wholesalers was 152 percent (down 1 point from August of a year ago) compared with the nondurable goods ratio of 79 percent (down 3 points from August of a year ago).

1An advance release of August 1962 data was issued on September 28, 1962.

For sale by the Bureau of the Census; Single copy--10¢, annual subscription--\$1.00

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962  
(Millions of dollars)

Kind of business	1962								1961				Total 8 months		
	Jan.	Feb.	Mar.	Apr.	May	June	July <sup>1</sup>	Aug. <sup>2</sup>	Aug.	Sept.	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,252	11,847	12,824	12,444	11,767	12,717	12,652	11,916	95,585	90,524
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,369	10,942	11,870	11,390	10,835	11,466	11,345	10,791	88,184	83,240
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,209	4,969	5,348	5,181	4,929	5,272	5,059	4,691	39,898	36,958
Motor vehicles, automotive equipment, total.....	643	614	684	695	708	722	714	752	660	638	712	674	623	5,532	5,161
Automobiles, other motor vehicles.....	209	221	251	237	226	236	231	235	166	179	217	216	204	1,845	1,485
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	517	495	459	495	458	419	3,687	3,675
Electrical goods, total.....	699	674	755	705	744	774	738	774	776	760	800	822	820	5,864	5,428
Electrical supplies, apparatus.....	290	285	317	319	346	337	327	351	340	311	342	343	335	2,572	2,370
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	411	424	436	449	458	479	486	3,292	3,058
Furniture, home furnishings, total.....	234	230	256	252	247	242	227	281	273	250	285	272	248	1,968	1,875
Furniture-household, office.....	63	64	68	68	73	79	67	87	80	69	79	71	70	569	544
Home furnishings, floor coverings.....	171	166	188	183	174	163	160	194	193	180	206	201	178	1,399	1,331
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	569	620	598	567	600	549	467	4,348	4,117
Hardware.....	181	186	208	212	225	211	200	226	217	215	234	212	183	1,650	1,571
Plumbing and heating equipment, supplies.....	233	222	245	266	302	294	295	323	312	290	308	285	236	2,680	2,058
Lumber, construction materials, total.....	458	440	525	562	622	608	613	662	640	585	622	571	452	4,486	4,331
Lumber, millwork.....	316	300	355	369	410	405	394	423	406	380	404	372	302	2,969	2,890
Construction materials.....	143	140	170	193	212	203	218	238	233	205	218	199	149	1,517	1,441
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,364	1,414	1,310	1,252	1,286	1,249	1,225	10,900	9,392
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	974	1,004	930	888	901	897	890	7,814	6,489
Construction machinery, equipment.....	151	154	180	234	249	260	227	237	192	191	175	170	155	1,691	1,348
Industrial machinery, equipment, supplies.....	669	617	695	674	695	679	647	671	632	594	624	630	627	5,346	4,384
Professional equipment, supplies.....	141	131	144	138	141	147	147	160	152	153	147	142	137	1,149	1,056
Service-establishment equipment, supplies.....	106	99	115	116	120	122	112	114	114	109	121	115	105	905	836
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	470	500	527	502	531	519	493	4,121	3,806
Iron, steel, and products.....	359	331	407	384	388	358	336	365	364	342	364	354	330	2,928	2,648
Nonferrous metals.....	148	137	165	149	165	160	133	136	163	160	167	164	164	1,193	1,158
Scrap, waste materials, total.....	286	277	289	280	272	241	222	254	305	289	328	296	257	2,120	2,276
Iron, steel scrap.....	170	165	162	152	146	126	114	127	188	180	208	182	155	1,161	1,382
Waste materials.....	116	112	127	128	126	115	108	127	117	109	120	114	102	959	895
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,878	7,475	7,263	6,838	7,446	7,593	7,225	55,687	53,566
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,972	6,522	6,209	5,907	6,194	6,286	6,100	48,286	46,282
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,694	2,493	2,356	2,432	2,485	2,422	20,139	18,988
General-line groceries.....	876	816	884	834	888	882	883	945	865	838	864	880	839	7,008	6,535
Specialty-line groceries.....	759	662	756	704	782	731	742	802	758	713	716	726	726	5,939	5,790
Confectionery.....	68	66	80	74	76	74	70	75	74	71	79	73	73	583	599
Meats, meat products.....	422	371	407	399	466	442	419	474	404	389	419	417	399	3,400	2,946
Poultry, poultry products.....	112	102	109	111	119	106	109	119	114	97	112	126	116	887	927
Fresh fruits, vegetables.....	258	239	306	289	335	312	307	278	278	248	242	255	268	2,321	2,233
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	657	700	676	635	661	748	811	5,038	4,782
Beer.....	203	201	235	250	299	305	310	322	309	267	247	241	241	2,124	2,050
Wine, distilled spirits.....	327	334	396	356	402	373	347	378	367	368	414	507	570	2,914	2,732
Drugs, chemicals, allied products, total.....	472	418	474	469	487	478	450	493	483	473	491	487	438	3,741	3,593
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	266	292	282	283	292	300	272	2,184	2,154
Paints, varnishes.....	24	23	28	31	33	32	32	35	34	30	31	28	22	238	228
Other chemicals, allied products.....	158	147	171	169	179	177	152	166	168	160	167	159	143	1,318	1,211
Tobacco, tobacco products.....	346	330	364	359	393	393	382	402	382	365	368	368	380	2,968	2,798
Dry goods, apparel, total.....	550	545	625	587	592	592	582	727	638	583	655	649	533	4,801	4,414
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	270	363	291	262	287	293	241	2,051	1,832
Dry goods, notions.....	197	187	220	201	204	217	198	227	221	199	221	215	172	1,651	1,593
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	342	393	376	365	385	388	368	2,936	2,785
Paper.....	305	278	311	309	315	310	291	326	312	300	318	319	295	2,446	2,326
Amusement, sporting goods.....	104	103	125	122	139	133	135	152	151	154	167	168	158	1,014	946
Books, magazines, newspapers.....	79	74	81	73	72	73	78	86	83	81	84	82	82	618	604
Coal.....	71	65	67	63	65	61	54	63	64	65	71	68	68	509	504
Farm supplies.....	162	168	217	217	194	162	127	142	147	141	142	132	136	1,389	1,441

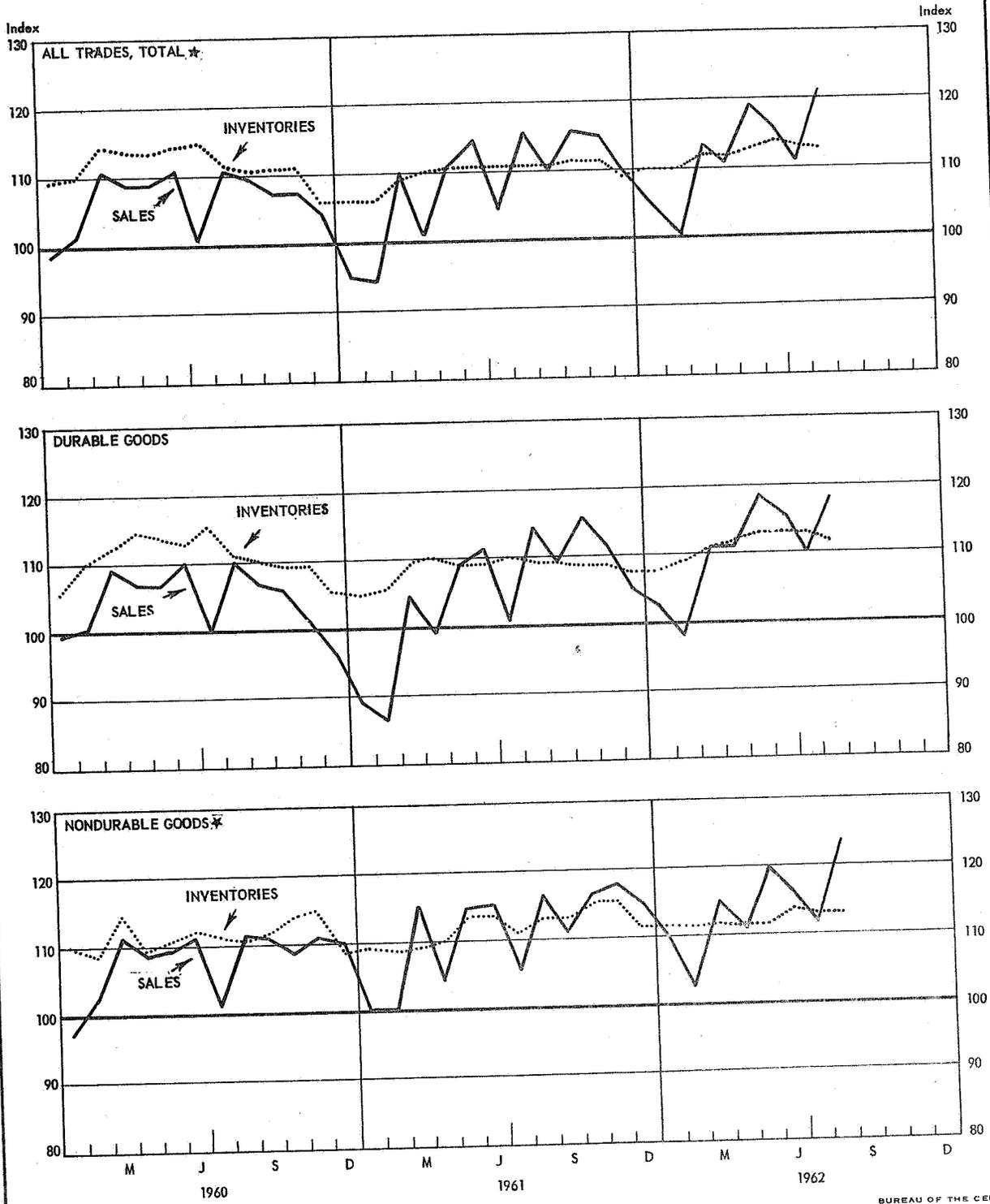
<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate. See page 12, Estimating Procedures.

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

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



★ Excludes farm products (raw materials).

BUREAU OF THE CENSUS

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

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

(Millions of dollars)

Kind of business	1962								1961				
	Jan.	Feb.	Mar.	Apr.	May	June	July <sup>1</sup>	Aug. <sup>2</sup>	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,341	13,275	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,177	8,123	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,224	1,218	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	956	930	920	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,254	1,228	1,223	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	467	470	463	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	758	760	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total.....	1,023	1,046	1,067	1,065	1,082	1,094	1,092	1,075	1,068	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	444	449	450	446	436	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	550	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,310	2,296	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	983	980	903	890	926	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	978	946	935	905	875	873	851	876	910
Iron, steel, and products.....	769	794	804	820	813	785	779	744	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,164	5,152	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,328	1,331	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	691	680	678	692	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	716	706	682	705	733	780	783	650
Wine, distilled spirits.....	551	530	529	551	547	555	551	539	550	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	610	615	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	412	410	414	415	420	418	428	420	404
Paper, paper products, excluding wallpaper, total.....	366	367	376	398	391	389	388	392	390	374	370	380	383
Paper.....	299	303	311	324	319	328	323	325	305	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

(Percent)

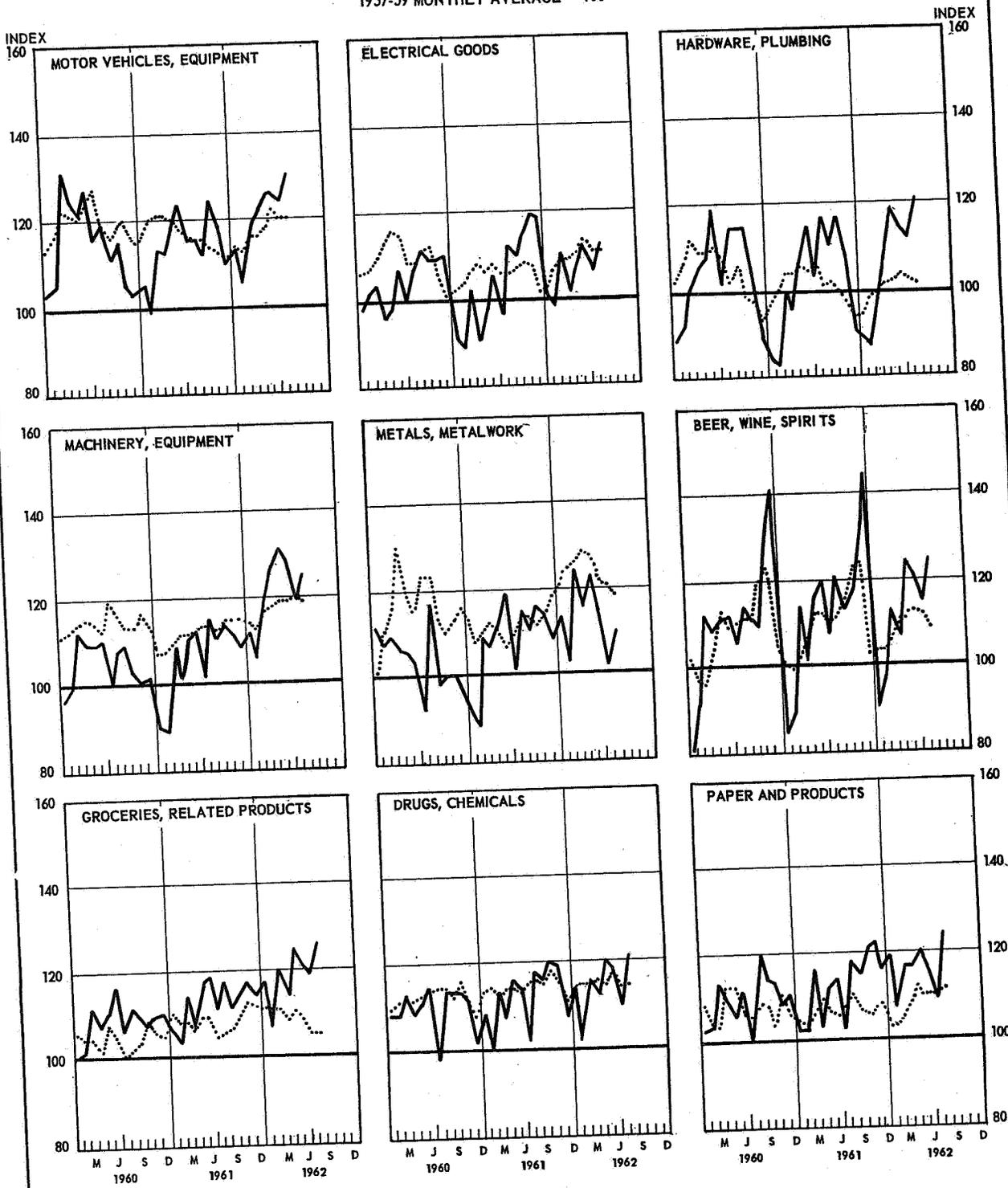
Kind of business	1962								1961				
	Jan.	Feb.	Mar.	Apr.	May	June	July <sup>1</sup>	Aug. <sup>2</sup>	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	122	112	114	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	165	152	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	171	162	177	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	198	180	186	203	184	195	213
Electrical goods, total.....	166	176	159	173	167	162	166	158	153	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	138	144	132	135	154	135	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	184	179	165	159	159	147	142
Hardware, plumbing, heating equip., supplies, total.....	223	231	210	197	179	185	192	173	179	190	176	189	214
Hardware.....	240	239	216	210	200	213	223	193	202	205	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	170	171	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	170	161	166	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	152	146	143	151	144	147	145
Metals, metalwork (except scrap), total.....	183	204	168	186	177	182	199	181	166	174	160	169	185
Iron, steel, and products.....	214	240	198	213	209	219	231	204	199	213	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	86	79	82	87	85	84	83
Groceries and related products, total.....	56	62	55	57	52	54	52	49	54	57	57	57	58
General-line groceries.....	79	86	81	83	78	77	77	73	75	79	82	81	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	100	106	108	97	104	115	118	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	159	142	150	159	152	126	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	136	125	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	152	156	142	149	148	147	140	149
Paper, paper products, excluding wallpaper, total.....	98	108	101	107	103	106	113	100	104	102	96	98	104
Paper.....	98	109	100	105	101	106	111	100	98	99	93	96	106

<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate. See page 12, Estimating Procedures.

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

# SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



Sales = —————

Inventories = .....

BUREAU OF THE CENSUS

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

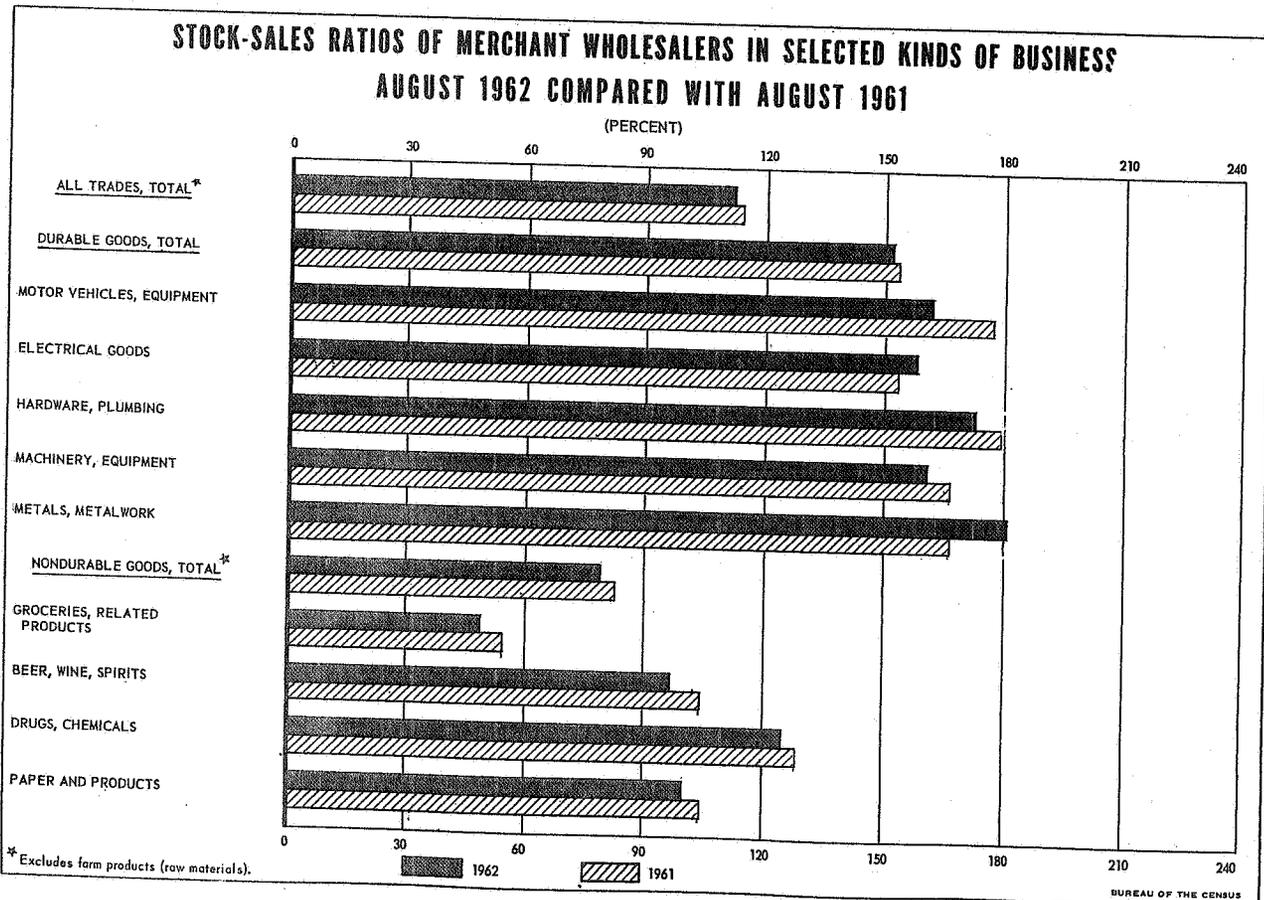
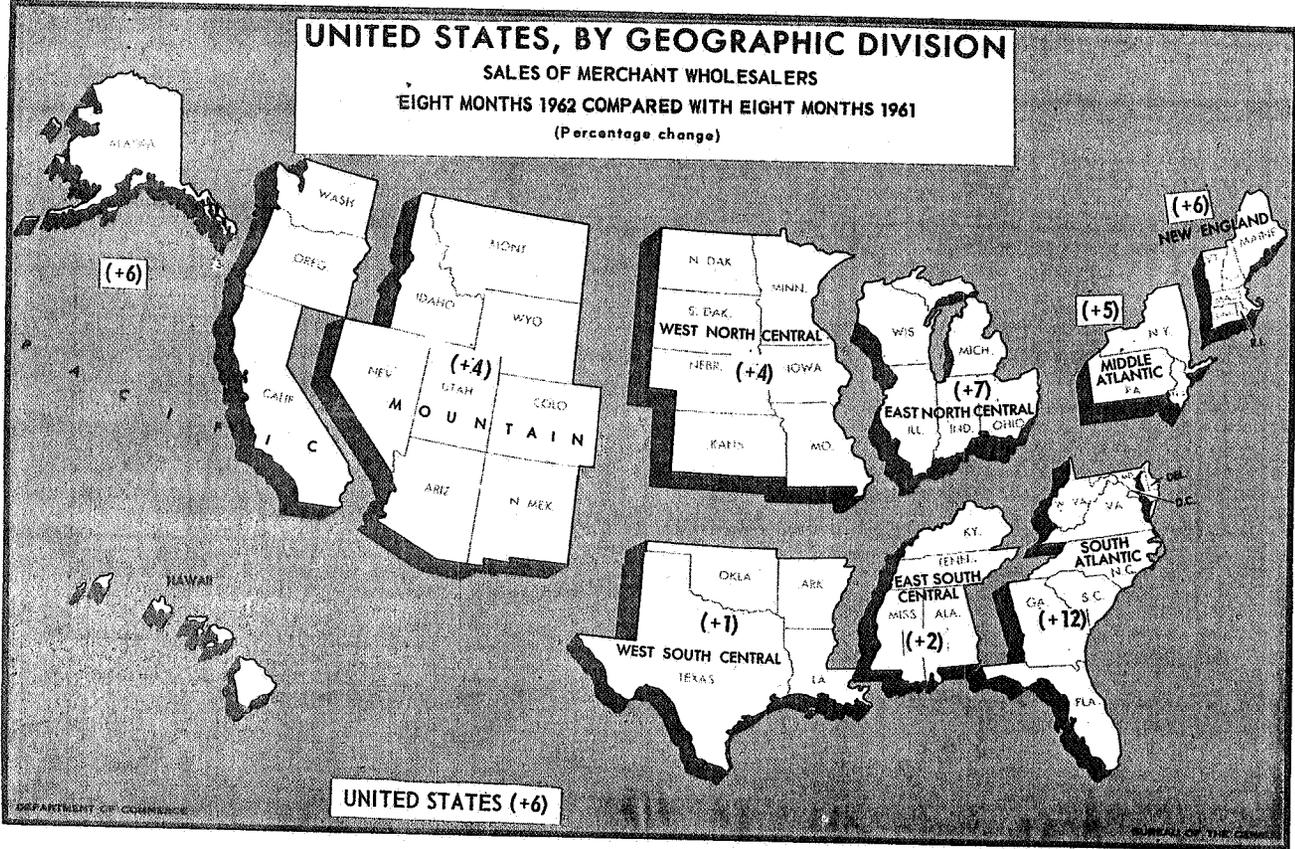


Table 4. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: AUGUST 1962

Kind of business	Sales			Inventories, end-of-month (at cost)	
	Aug. 1962 from--		8 mos. 1962 from 8 mos. 1961	Aug. 1962 from--	
	August 1961	July 1962		August 1961	July 1962
MERCHANT WHOLESALERS, TOTAL.....	+3	+8	+6	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+4	+8	+6	+2	0
DURABLE GOODS, TOTAL.....	+3	+8	+8	+3	-1
Motor vehicles, automotive equipment, total.....	+14	+5	+7	+4	0
Automobiles, other motor vehicles.....	+4.2	+2	+24	+15	+8
Automotive equipment, tires, tubes.....	+4	+7	0	+1	-3
Electrical goods, total.....	0	+5	+8	+4	0
Electrical supplies, apparatus.....	+3	+7	+9	+1	-1
Electrical appliances, TV, radio sets, electronic parts, equipment.....	-3	+3	+8	+5	0
Furniture, home furnishings, total.....	+3	+24	+5	+2	+2
Furniture-household, office.....	+8	+29	+5	-5	-2
Home furnishings, floor coverings.....	+1	+22	+5	+4	+3
Hardware, plumbing, heating equipment, supplies, total.....	+4	+9	+6	+1	-2
Hardware.....	+4	+13	+5	-1	-2
Plumbing and heating equipment, supplies.....	+4	+10	+6	+3	-1
Air conditioning, refrigeration equipment, supplies.....	+1	-5	+6	-8	-4
Lumber, construction materials, total.....	+4	+8	+4	+2	+2
Lumber, millwork.....	+2	+7	+3	0	+2
Construction materials.....	+2	+9	+5	+6	+2
Machinery, equipment, supplies, total.....	+9	+5	+16	+6	-1
Commercial, industrial machinery, equipment, supplies.....	+8	+3	+20	+4	-1
Commercial machines, equipment.....	-9	-2	+3	+2	-3
Construction machinery, equipment.....	+23	+4	+25	-5	0
Industrial machinery, equipment, supplies.....	+6	+4	+22	+8	0
Professional equipment, supplies.....	+5	+9	+9	+14	0
Surgical, medical, hospital supplies.....	+14	+2	+13	+18	0
Service-establishment equipment, supplies.....	-1	+2	+8	+14	-1
Metals, metalwork (except scrap), total.....	-5	+7	+8	+4	-3
Iron, steel, and products.....	0	+8	+11	+2	-4
Nonferrous metals.....	-17	+2	+3	+9	+3
Scrap, waste materials, total.....	-17	+15	-7	-19	-2
Iron, steel scrap.....	-32	+12	-16	-27	-2
Waste materials.....	+9	+18	+7	-1	-2
Jewelry.....	-12	+40	-3	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+3	+9	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+5	+9	+4	+1	0
Groceries and related products, total.....	+8	+6	+6	0	0
General-line groceries.....	+9	+7	+7	+2	+2
Voluntary groups.....	+7	+3	+4	+9	+2
Retailer cooperatives.....	+9	+10	+9	+10	+2
Nonaffiliated.....	+11	+8	+8	+4	+2
Specialty-line groceries.....	+6	+8	+3	-8	-5
Confectionery.....	+1	+8	+4	-3	-1
Meats, meat products.....	+17	+13	+15	+1	+12
Poultry, poultry products.....	+5	+9	-4	-22	0
Fresh fruits, vegetables.....	0	-10	+4	-12	0
Beer, wine, distilled alcoholic beverages, total.....	+4	+7	+5	-3	-3
Beer.....	+4	+4	+4	-8	-8
Wine, distilled spirits.....	+3	+9	+7	-2	-2
Drugs, chemicals, allied products, total.....	+2	+10	+4	0	+1
Drugs, drug proprietaries, druggists' supplies.....	+3	+10	+1	-1	0
General-line drugs.....	+2	+7	+2	0	+1
Paints, varnishes.....	+4	+8	+4	+6	0
Other chemicals, allied products.....	-1	+10	+9	+3	+2
Tobacco, tobacco products.....	+5	+5	+6	+4	+2
Dry goods, apparel, total.....	+14	+25	+9	+2	+1
Apparel and accessories, hosiery, lingerie, footwear.....	+25	+35	+12	(X)	(X)
Dry goods, notions.....	+3	+15	+4	(X)	(X)
Piece goods converters.....	+8	+20	+11	(X)	(X)
Paper, paper products, excluding wallpaper, total.....	+4	+15	+5	0	+1
Paper.....	+3	+12	+5	+5	+1
Stationery, office supplies.....	(X)	(X)	+7	(X)	(X)
Farm products, raw materials.....	-10	+5	+2	(X)	(X)
Cotton.....	-32	+36	-10	(X)	(X)
Grain.....	-5	-3	+6	(X)	(X)
Other nondurable goods, total.....	-4	+8	-3	+4	-1
Amusement, sporting goods.....	+1	+12	+7	-2	-4
Books, magazines, newspapers.....	+4	+11	+2	-1	-3
Coal.....	+2	+17	+1	+12	+21
Farm supplies.....	-4	+11	-4	-8	0

r Revised since Advance Release dated September 28, 1962.

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS  
AUGUST 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	August 1962 from--		8 months 1962 from 8 months 1961	August 1962 from--	
	August 1961	July 1962		August 1961	July 1962
<b>MERCHANT WHOLESALERS, TOTAL<sup>1</sup></b> .....	+3	+8	+6	+2	0
New England.....	+1	+12	+6	+4	-1
Middle Atlantic.....	+2	+9	+5	+2	+1
East North Central.....	+4	+6	+7	+3	-1
West North Central.....	+1	+5	+4	0	-1
South Atlantic.....	+12	+9	+12	+7	0
East South Central.....	-5	+9	+2	-7	-1
West South Central.....	-5	+6	+1	-2	0
Mountain.....	+5	+7	+4	+3	-1
Pacific.....	+8	+12	+6	+4	-2
<b>DURABLE GOODS, TOTAL</b> .....	+3	+8	+8	+3	-1
New England.....	+14	+13	+16	+7	-2
Middle Atlantic.....	-3	+6	+6	+3	+1
East North Central.....	+3	+7	+7	+3	-1
West North Central.....	+5	+1	+2	0	-1
South Atlantic.....	+12	+13	+13	+4	-1
East South Central.....	+5	+4	+7	-8	-1
West South Central.....	+1	+5	+9	-5	-1
Mountain.....	+4	+7	+4	+6	0
Pacific.....	+4	+7	+11	+4	-2
<b>NONDURABLE GOODS, TOTAL<sup>1</sup></b> .....	+3	+9	+4	+1	0
New England.....	-8	+12	-1	0	0
Middle Atlantic.....	+4	+10	+4	0	0
East North Central.....	+5	+3	+7	+1	0
West North Central.....	-1	+8	+5	-1	-1
South Atlantic.....	+12	+7	+11	+11	+2
East South Central.....	-11	+12	-1	-4	-1
West South Central.....	-9	+7	-5	-7	+1
Mountain.....	+6	+8	+4	-4	-1
Pacific.....	+11	+16	+2	+4	-3
<b>Automotive equipment, tire, tube wholesalers</b> .....	+4	+7	0	+1	-3
Middle Atlantic.....	+6	+1	-2	-2	-5
East North Central.....	+12	+10	0	(X)	(X)
West North Central.....	-7	+2	-6	(X)	(X)
South Atlantic.....	(X)	+16	+7	(X)	-2
East South Central.....	+8	+6	+3	(X)	-2
West South Central.....	-2	+8	+1	(X)	0
Mountain.....	+2	+6	-1	+11	-3
Pacific.....	-8	+4	-1	(X)	(X)
<b>Electrical supplies, apparatus distributors</b> .....	+3	+7	+9	+1	-1
New England.....	(X)	+11	(X)	+6	+1
Middle Atlantic.....	+5	+1	+10	0	-1
East North Central.....	-7	+15	+3	-9	-1
West North Central.....	-5	-2	-2	+4	0
South Atlantic.....	+20	+14	+11	-8	-4
East South Central.....	(X)	+3	+15	(X)	-3
West South Central.....	+10	+9	+16	+1	-1
Mountain.....	(X)	+5	+2	(X)	+2
Pacific.....	-2	+5	+8	+10	-2
<b>Electrical appliances, TV, radio sets, electronic parts distributors</b> .....	-3	+3	+8	+5	0
New England.....	+1	(X)	+9	(X)	(X)
Middle Atlantic.....	-4	+2	+13	+14	+2
East North Central.....	-12	+7	-3	-13	+1
West North Central.....	(X)	(X)	+7	(X)	(X)
South Atlantic.....	(X)	-2	+21	(X)	-2
East South Central.....	(X)	0	+5	(X)	-1
West South Central.....	(X)	(X)	+7	(X)	-1
Mountain.....	(X)	+24	(X)	(X)	+9
Pacific.....	(X)	+2	(X)	+28	-6
<b>Furniture, home furnishings wholesalers</b> .....	+3	+24	+5	+2	+2
Middle Atlantic.....	-1	+32	+1	(X)	(X)
East North Central.....	+5	+29	+2	+19	-1
South Atlantic.....	(X)	(X)	+4	(X)	(X)
East South Central.....	(X)	+17	(X)	(X)	(X)
West South Central.....	(X)	(X)	+1	(X)	+11
Mountain.....	+12	+17	+16	-8	+6
Pacific.....					+2
<b>Hardware wholesalers</b> .....	+4	+13	+5	-1	-2
New England.....	(X)	(X)	+21	(X)	(X)
Middle Atlantic.....	-2	+11	-1	(X)	(X)
East North Central.....	+4	+10	+1	+2	0
West North Central.....	-9	+20	-7	-5	-2
South Atlantic.....	(X)	+22	+19	(X)	(X)
East South Central.....	+7	+16	-5	(X)	(X)
West South Central.....	(X)	+15	+16	-4	-3
Mountain.....	(X)	+8	(X)	-14	-5
Pacific.....	-1	+11	+7	(X)	+1

See footnotes at end of table.

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS—Continued  
AUGUST 1962

Kind of business and geographic division (see map, page 6)	Sales			Inventories, end-of-month (at cost)	
	August 1962 from—		8 months 1962 from 8 months 1961	August 1962 from—	
	August 1961	July 1962		August 1961	July 1962
Plumbing, heating equipment, supplies distributors.....	+4	+10	+6	+3	-1
New England.....	+9	+16	-1	(X)	-1
Middle Atlantic.....	+12	+10	+9	(X)	(X)
East North Central.....	+3	+14	+3	+14	0
West North Central.....	(X)	+10	-7	+6	-3
South Atlantic.....	+13	+7	+15	+2	0
West South Central.....	(X)	+2	+9	(X)	0
Pacific.....	(X)	+6	+8	(X)	+1
Lumber, construction materials distributors.....	+4	+8	+4	+2	+2
New England.....	(X)	(X)	+5	(X)	+5
Middle Atlantic.....	-1	+8	+6	+8	0
East North Central.....	+2	+6	-5	+13	+3
West North Central.....	+3	+11	-14	+4	0
South Atlantic.....	(X)	+5	+2	+1	+2
East South Central.....	(X)	+4	(X)	(X)	-1
West South Central.....	+9	+9	+15	-11	-2
Pacific.....					
Industrial machinery, equipment supplies distributors.....	+6	+4	+22	+8	0
New England.....	(X)	(X)	+48	(X)	+3
Middle Atlantic.....	(X)	+5	+16	+7	+2
East North Central.....	+25	+4	+37	+4	-1
West North Central.....	(X)	-10	+13	(X)	+2
South Atlantic.....	(X)	+9	+17	+5	-1
East South Central.....	(X)	+10	(X)	(X)	-4
West South Central.....	+5	0	+19	+17	-2
Mountain.....	(X)	+9	(X)	+3	0
Pacific.....	+15	-1	+23	(X)	-2
General-line grocery wholesalers.....	+9	+7	+7	+7	+2
New England.....	(X)	+3	-7	(X)	+4
Middle Atlantic.....	-4	+4	-5	(X)	(X)
East North Central.....	+9	+2	+10	+5	+4
West North Central.....	+13	+12	+7	(X)	+2
South Atlantic.....	+23	+5	+15	+29	+5
East South Central.....	-2	+15	+5	(X)	-4
West South Central.....	+6	+6	+12	+5	+1
Mountain.....	+4	+10	+6	+14	+8
Pacific.....	(X)	+11	+12	+16	+2
Specialty-line grocery wholesalers.....	+6	+8	+3	-8	-5
New England.....	(X)	+14	-1	(X)	+3
Middle Atlantic.....	+5	+7	+4	-16	-6
East North Central.....	+5	+2	+2	-17	-4
West North Central.....	(X)	+5	+5	-11	-4
South Atlantic.....	(X)	+11	+12	(X)	+1
East South Central.....	0	+5	(X)	(X)	-8
West South Central.....	(X)	+8	-3	(X)	-1
Mountain.....	(X)	+4	+10	(X)	(X)
Pacific.....	(X)	+16	-6	-6	-11
Fresh fruit, vegetable wholesalers.....	0	-10	+4	-12	0
New England.....	(X)	(X)	-7	(X)	(X)
Middle Atlantic.....	(X)	(X)	+2	-20	0
East North Central.....	+2	-22	+2	(X)	0
West North Central.....	(X)	-11	-9	-21	-2
South Atlantic.....	(X)	-4	(X)	-9	+5
West South Central.....	(X)	+6	+4	(X)	-2
Mountain.....	(X)	-10	-4	(X)	0
Pacific.....	(X)	-4	-12	(X)	0
Drug wholesalers (general and specialty lines).....	+3	+10	+1	-1	0
New England.....	-14	+2	-14	(X)	0
Middle Atlantic.....	-5	+10	-2	(X)	(X)
East North Central.....	+16	+7	+10	+10	0
West North Central.....	+12	(X)	+1	+4	+2
South Atlantic.....	+8	+9	-1	+10	+3
East South Central.....	+3	+10	+11	-3	+1
West South Central.....	(X)	+13	0	-3	+4
Mountain.....	(X)	+15	-1	(X)	(X)
Pacific.....	+14	+8	+7	-2	-2
Tobacco distributors.....	+5	+5	+6	+4	+2
New England.....	-1	+4	+7	(X)	(X)
Middle Atlantic.....	+8	+5	+6	(X)	(X)
East North Central.....	+7	+7	+2	+13	+4
West North Central.....	+6	+7	+13	+2	+4
South Atlantic.....	+1	+3	+3	(X)	+1
East South Central.....	(X)	+2	+4	(X)	+5
West South Central.....	-11	+2	0	+6	-1
Mountain.....	(X)	(X)	+23	(X)	(X)
Pacific.....	+12	+9	+13	(X)	(X)
Dry goods, apparel wholesalers.....	+14	+25	+9	+3	+1
Middle Atlantic.....	+18	+24	+12	-2	-1
East North Central.....	+14	+31	+16	(X)	+5
South Atlantic.....	+5	(X)	+10	(X)	(X)
East South Central.....	(X)	+6	(X)	(X)	-1
West South Central.....	(X)	+30	(X)	(X)	+7
Pacific.....	(X)	(X)	-1	+12	+7

X Withheld due to extreme variability of reported data or a high nonresponse rate.

<sup>1</sup> Inventory trends for "Merchant Wholesalers, Total" and for "Durable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 14 through 16.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample introduced in February 1961 includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

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

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection ready-mixed concrete distributors, which in 1954 reported sales of \$998 million--27% of the construction materials distributors total and 1% of total merchant wholesalers sales--

were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see item 7), and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in Tables 6 and 7 as an approximate measure of the difference in level between the two series. However, the difference shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (table 1). Sales trends, based on the table 1 dollar volume estimates, are provided in table 4 for the kinds of business carried in table 1. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 1 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates but where the measurements of trend are considered to have acceptable reliability.

Sales trends by geographic division are also shown for selected kinds of business (table 5). These trend figures--based on the weighted sales of identical firms prior to July 1961--are now derived from dollar volume estimates.

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

Inventories.--This report includes monthly dollar volume estimates of inventories for selected kinds of business for the United States. Inventory trends based on table 2 estimates are provided in table 4 for the kinds of business covered in table 2. For certain additional kinds of business, trend figures are derived from dollar volume estimates which are not published in table 2 because these dollar volume estimates are subject to high sampling variability or other causes affecting reliability of the estimates, but where the measurements of trend are considered to have acceptable reliability. Inventory trends by geographic division are also shown for selected kinds of business (table 5).

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for all merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

Stock-sales ratios.--These are presented in table 3 for selected kinds of business. The stock-sales ratios are percentages derived by dividing the dollar volume of inventories, at cost, by the dollar volume of sales. No adjustment is made in these ratios for the mark-up in sales which varies from trade to trade.

5. Unpublished Data

Selected additional data, such as dollar-volume sales and inventories for some kinds of business not separately shown

Table 6. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	2199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	3481	Apparel and accessories, hosiery, lingerie, footwear.....	155	4189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	4193	184
Service-establishment equipment, supplies.....	3139	96	Paper, paper products, excluding wallpaper, total.....	5347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 7. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5326	369	94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

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

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month, was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 8 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimates of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not

shown, but would generally be slightly higher than those shown for the final "composite" estimate. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 8.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the nonresponse rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for nonresponse. In some geographic divisions, the nonresponse may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

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

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 8. SAMPLING VARIABILITY—ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	-	-	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	-	-	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	3
Construction machinery, equipment.....	4-8	6	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	3
Professional equipment, supplies.....	3-5	4	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	-	-	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	4-5	5	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	-	-	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	1	2-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	-	-	1-2	2	3-3	3	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	2-4	3	1-3	1	3-4	3	-	-	0.6-2.2	1.1	3-5	4
Confectionery.....	4-7	4	1-3	1	6-10	8	-	-	0.6-2.7	1.3	5-7	7
Meat, meat products.....	5-10	6	1-4	2	3-4	4	-	-	1.8-7.9	3.1	3-10	7
Poultry, poultry products.....	4-6	5	1-6	2	5-6	6	-	-	1.7-4.9	2.8	9-11	11
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2.0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	2-3	2	0.3-0.9	0.5	2-2	1
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-15	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

SEPTEMBER 1962

BW-62-9

## SALES AND INVENTORIES

FOR RELEASE  
November 8, 1962<sup>1</sup>

Beginning with this issue, the Bureau of the Census will present monthly sales of merchant wholesalers adjusted for seasonal variations and trading day differences, and end-of-month inventories adjusted for seasonal variations. Adjusted data are not available for all kinds of business covered by this report but are provided in Tables 4 and 5 for the summary trade totals and the major kind of business groups.

### SALES

September 1962 sales of merchant wholesalers, estimated at \$12.0 billion, were down 6 percent from August sales but up 2 percent over September sales a year ago. Cumulative sales for the first 9 months of 1962 totaled \$107.6 billion, an increase of 5 percent over the same period of 1961.

After adjustment for seasonal variations and trading day differences, but not for price changes, September sales amounted to \$12.4 billion, up 2 percent over August sales and 7 percent above September 1961 sales. Adjusted sales in the durable goods trades rose 4 percent over the August level and were 6 percent above the September 1961 level. Nondurable goods sales, after adjustment, showed a 2 percent increase over the previous month and a 7 percent gain over a year ago.

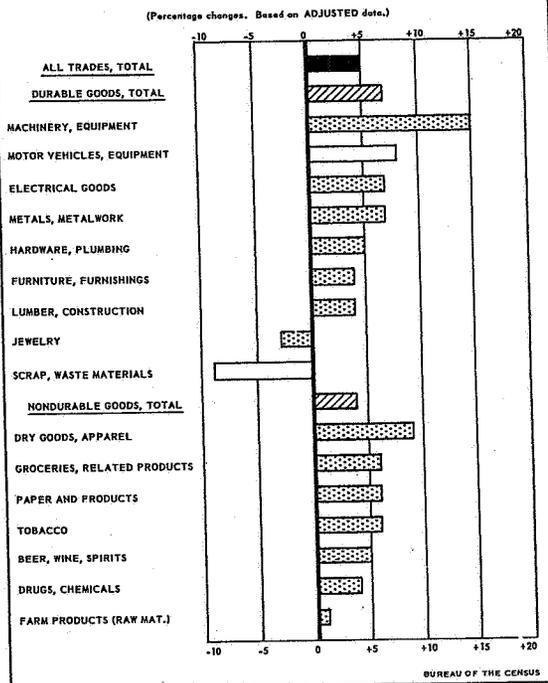
Based on adjusted data, most trades showed increases over August 1962 sales, with the larger gains indicated in lumber, construction materials (9%), jewelry (9%), and motor vehicles, automotive equipment (8%). Declines were shown in furniture, home furnishings (-5%), tobacco (-3%), scrap, waste materials (-1%), and hardware, plumbing, heating equipment (-1%). A comparison of adjusted sales for September 1962 with those for September 1961 showed increases in all but two trade groups--scrap, waste materials (-18%) and metals, metalwork (-3%). Among the trade groups reporting the larger gains over year-ago sales were motor vehicles, automotive equipment (16%), dry goods, apparel (16%), lumber, construction materials (11%), machinery, equipment (9%), and groceries and related products (9%).

Nine month 1962 sales, after adjustment, were above nine month 1961 sales in most trades. Machinery, equipment, supplies registered the largest gain (15%) among the durable goods trades, while dry goods, apparel led the nondurable goods trades with an increase of 9 percent. Scrap, waste materials, with adjusted sales off 9 percent, indicated the sharpest decline from nine month 1961 sales.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, were valued at \$13.3 billion at the end of September. After ad-

### SALES OF MERCHANT WHOLESALE IN SELECTED KINDS OF BUSINESS-- NINE MONTHS 1962 COMPARED WITH NINE MONTHS 1961



justment for seasonal variations, September inventories remained virtually unchanged from the previous month but were 2 percent above year-ago levels. Stocks in the durable goods trades, after adjustment, were also unchanged from the previous month but were 2 percent above last September. However, stocks of nondurable goods rose slightly (1%) during September and were 3 percent above their year-ago level.

Based on adjusted data, most trades indicated only small changes from previous month inventory levels. However, changes from year-ago stocks were more substantial. Tobacco products, with stock up 8 percent, showed the largest increase, while scrap, waste materials registered the sharpest decline (-18%).

The September 1962 stock-sales ratio for merchant wholesalers, based on the seasonally adjusted figures, was 117 percent, down 2 points from August and 5 points below the September 1961 stock-sales ratio. The stock-sales ratio of durable goods wholesalers was 159 percent (down 6 points from September of a year ago) compared with the nondurable goods ratio of 82 percent (down 5 points from September 1961).

<sup>1</sup>An advance release of September 1962 data was issued on October 31, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962

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

Kind of business	1962									1961				Total 9 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug. <sup>1</sup>	Sept. <sup>2</sup>	Sept.	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,252	11,847	12,772	12,014	11,767	12,717	12,652	11,916	107,547	102,294
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,369	10,942	11,828	11,115	10,835	11,466	11,345	10,791	99,257	94,078
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,209	4,969	5,312	5,017	4,929	5,272	5,059	4,691	44,879	41,886
Motor vehicles, automotive equipment, total.....	643	614	684	695	708	722	714	744	706	638	712	674	623	6,230	5,799
Automobiles, other motor vehicles.....	209	221	251	237	226	236	231	232	227	179	217	216	204	2,069	1,665
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	512	479	459	495	458	419	4,161	4,134
Electrical goods, total.....	699	674	755	705	744	774	738	777	780	760	800	822	820	6,647	6,187
Electrical supplies, apparatus.....	290	285	317	319	346	337	327	348	332	311	342	343	335	2,901	2,681
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	411	430	448	449	458	479	486	3,746	3,506
Furniture, home furnishings, total.....	234	230	256	252	247	242	227	285	252	250	285	272	248	2,223	2,125
Furniture-household, office.....	63	64	68	68	73	79	67	89	76	69	79	71	70	647	614
Home furnishings, floor coverings.....	171	166	188	183	174	163	160	196	176	180	206	201	178	1,576	1,511
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	569	614	573	567	600	549	467	4,915	4,684
Hardware.....	181	186	208	212	225	211	200	223	209	215	234	212	183	1,856	1,786
Plumbing and heating equipment, supplies.....	233	222	245	266	302	294	295	320	302	290	308	285	236	2,479	2,348
Lumber, construction materials, total.....	458	440	525	562	622	608	613	651	619	585	622	571	452	5,095	4,915
Lumber, millwork.....	316	300	355	369	410	405	394	418	394	380	404	372	302	3,358	3,270
Construction materials.....	143	140	170	193	212	203	218	234	225	205	218	199	149	1,737	1,646
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,364	1,396	1,308	1,252	1,286	1,249	1,225	12,187	10,644
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	974	980	935	888	901	897	890	8,725	7,377
Construction machinery, equipment, industrial machinery, equipment, supplies.....	(X)	(X)	180	234	249	260	227	228	230	191	175	170	150	1,913	1,539
Professional equipment, supplies.....	669	617	695	674	695	679	647	651	613	594	624	630	627	5,940	4,978
Service-establishment equipment, supplies.....	141	131	144	138	141	147	147	162	153	153	147	142	137	1,304	1,209
Service-establishment equipment, supplies.....	106	99	115	116	120	122	112	113	109	109	121	115	105	1,014	945
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	470	510	465	502	531	519	493	4,596	4,309
Iron, steel, and products.....	359	331	407	384	388	358	336	369	320	342	364	354	330	3,254	2,991
Nonferrous metals.....	148	137	165	149	165	160	133	141	144	160	167	164	164	1,342	1,318
Scrap, waste materials, total.....	286	277	289	280	272	241	222	254	227	289	328	296	257	2,348	2,565
Iron, steel scrap.....	170	165	162	152	146	126	114	129	121	180	208	182	155	1,283	1,561
Waste materials.....	116	112	127	128	126	115	108	126	106	109	120	114	102	1,065	1,004
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,878	7,459	6,996	6,838	7,446	7,593	7,225	62,668	60,407
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,972	6,516	6,097	5,907	6,194	6,286	6,100	54,378	52,191
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,671	2,461	2,356	2,432	2,485	2,422	22,578	21,344
General-line groceries.....	876	816	884	834	888	882	883	931	890	838	864	880	839	7,884	7,372
Specialty-line groceries.....	759	662	756	704	782	731	742	794	709	713	716	735	726	6,639	6,503
Confectionery.....	68	66	80	74	76	74	70	77	76	71	79	73	73	660	630
Meats, meat products.....	422	371	407	399	466	442	419	476	433	389	419	417	399	3,835	3,335
Poultry, poultry products.....	112	102	109	111	119	106	109	120	113	97	112	126	116	1,001	1,023
Fresh fruits, vegetables.....	258	239	306	289	335	312	307	274	241	248	242	255	268	2,558	2,481
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	657	703	639	635	661	748	811	5,680	5,417
Beer.....	203	201	235	250	299	305	310	323	252	267	247	241	241	2,376	2,317
Wine, distilled spirits.....	327	334	396	356	402	373	347	380	387	368	414	507	570	3,303	3,100
Drugs, chemicals, allied products, total.....	472	418	474	469	487	478	450	496	482	473	491	487	438	4,225	4,066
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	266	293	291	283	292	300	272	2,476	2,437
Paints, varnishes.....	24	23	28	31	33	32	32	35	31	30	31	28	22	269	259
Other chemicals, allied products.....	158	147	171	169	179	177	152	169	160	160	167	159	143	1,480	1,371
Tobacco, tobacco products.....	346	330	364	359	393	393	382	405	371	365	368	368	380	3,342	3,163
Dry goods, apparel, total.....	550	545	625	587	592	592	582	701	649	583	655	649	533	5,424	4,996
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	270	341	315	262	287	293	241	2,344	2,094
Dry goods, notions.....	197	187	220	201	204	217	198	225	205	199	221	215	172	1,854	1,792
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	342	392	372	365	385	388	368	3,307	3,153
Paper.....	305	278	311	309	315	310	291	324	303	300	318	319	295	2,747	2,630
Amusement, sporting goods.....	104	103	125	122	139	133	135	153	163	154	167	168	158	1,176	1,100
Books, magazines, newspapers.....	79	74	81	73	72	73	78	88	80	81	84	82	82	700	685
Coal.....	71	65	67	63	65	61	54	64	63	65	71	68	68	574	569
Farm supplies.....	162	168	217	217	194	162	127	147	156	141	142	132	136	1,550	1,582

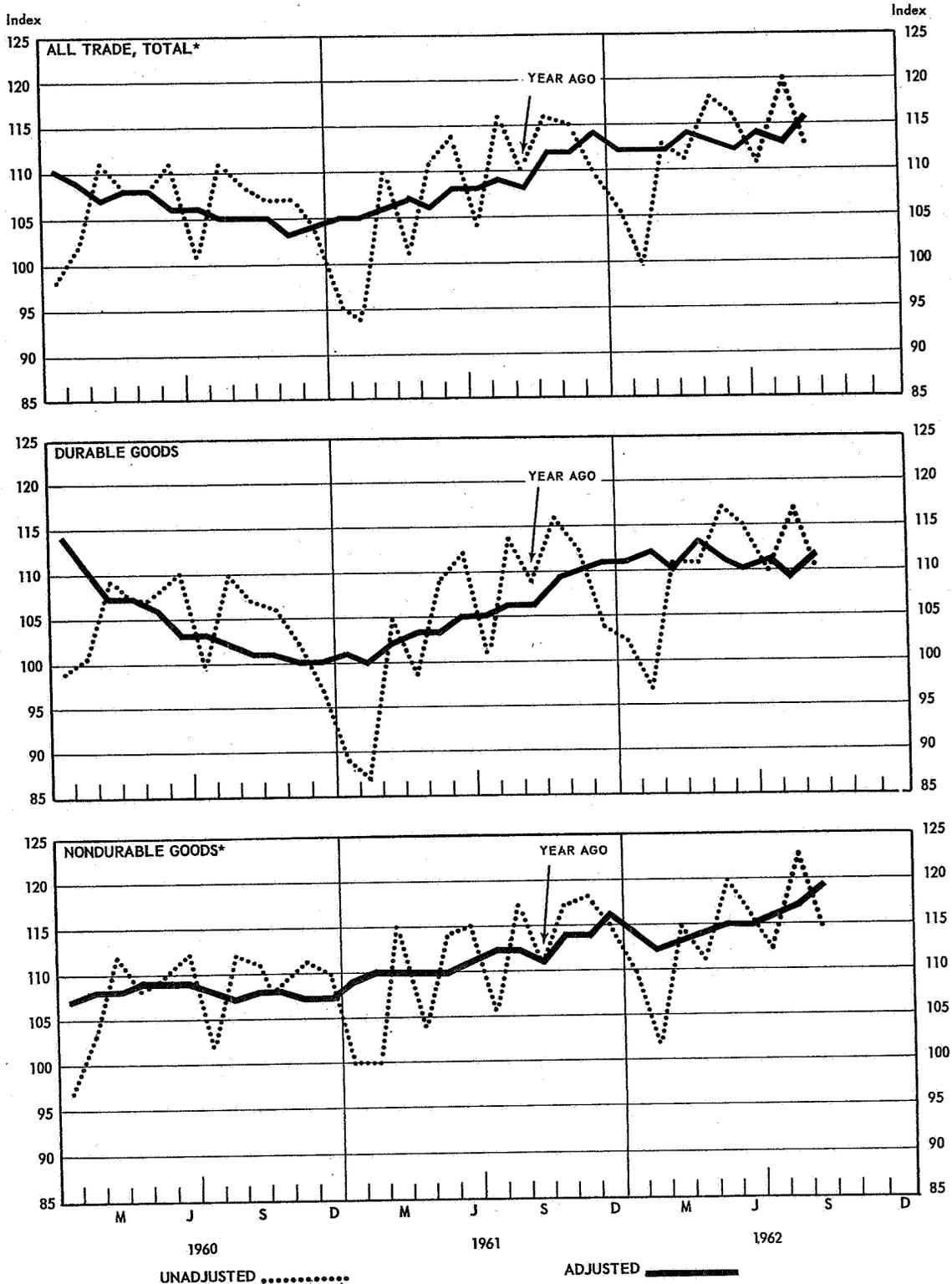
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 15, Estimating Procedures.

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding. X Withheld due to extreme variability of reported data or a high nonresponse rate.

# MONTHLY SALES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\*Excludes farm products (raw materials).

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962									1961			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug. <sup>1</sup>	Sept. <sup>2</sup>	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,341	13,341	13,322	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,177	8,115	8,058	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,224	1,210	1,190	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	956	928	938	932	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,254	1,228	1,225	1,237	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	467	470	453	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	758	773	778	715	726	704	689
Hardware, plumbing, heating equip., supplies, total..	1,023	1,046	1,067	1,065	1,082	1,094	1,092	1,069	1,056	1,078	1,057	1,037	1,000
Hardware.....	434	445	450	444	449	450	446	435	426	440	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	544	537	543	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,310	2,287	2,258	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	983	978	956	897	897	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	978	946	935	923	906	873	851	876	910
Iron, steel, and products.....	769	794	804	820	813	785	779	758	748	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,164	5,226	5,263	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,328	1,339	1,353	1,341	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	691	680	678	683	690	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	716	706	697	724	733	780	783	650
Wine, distilled spirits.....	551	530	529	551	547	555	551	554	577	583	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	610	628	638	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	412	410	414	426	436	418	428	420	404
Paper, paper products, excluding wallpaper, total....	366	367	376	398	391	389	388	406	402	374	370	380	383
Paper.....	299	303	311	324	319	328	323	328	325	296	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

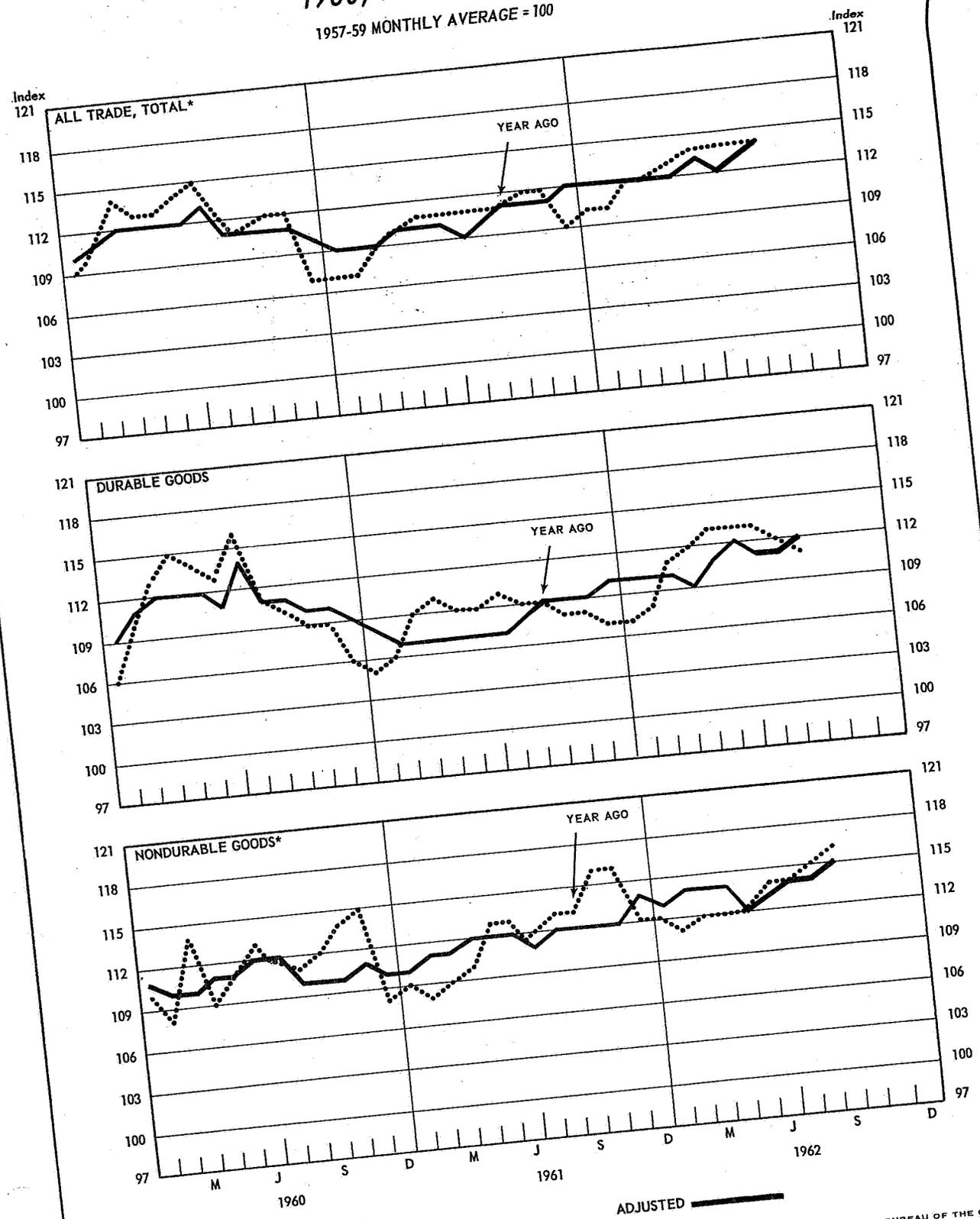
Kind of business	1962									1961			
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug. <sup>1</sup>	Sept. <sup>2</sup>	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	122	113	120	120	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	165	153	161	160	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	171	163	169	184	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	198	181	196	203	184	195	213
Electrical goods, total.....	166	176	159	173	167	162	166	158	158	157	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	138	144	130	138	154	135	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	184	180	173	159	159	147	142
Hardware, plumbing, heating equip., supplies, total..	223	231	210	197	179	185	192	174	184	190	176	189	214
Hardware.....	240	239	216	210	200	213	223	195	204	205	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	170	178	187	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	170	164	173	173	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	152	150	156	151	144	147	145
Metals, metalwork (except scrap), total.....	183	204	188	186	177	182	199	181	195	174	160	169	185
Iron, steel, and products.....	214	240	198	213	209	219	231	205	233	213	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	86	80	86	87	85	84	83
Groceries and related products, total.....	56	62	55	57	52	54	52	50	55	57	57	57	58
General-line groceries.....	79	86	81	83	78	77	77	73	77	79	82	81	83
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	100	106	108	99	113	115	118	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	159	146	149	159	152	126	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	136	127	132	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	152	156	146	150	148	147	140	149
Paper, paper products, excluding wallpaper, total....	98	108	101	107	103	106	113	104	108	102	96	98	104
Paper.....	98	109	100	105	101	106	111	101	107	99	93	96	106

<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate. See page 15, Estimating Procedures.

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

# MONTHLY INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

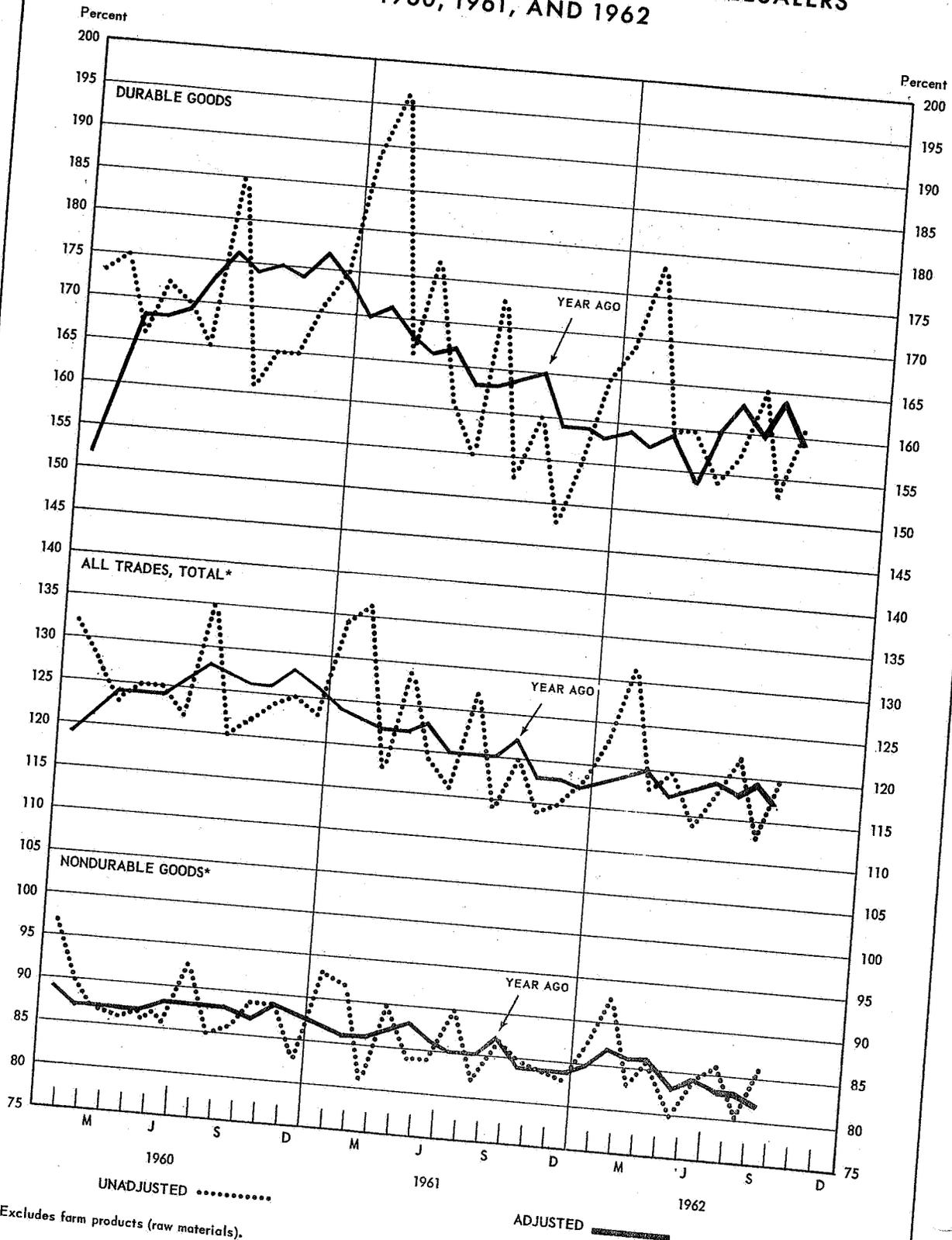


UNADJUSTED .....

ADJUSTED ———

\*Excludes farm products (raw materials).

## STOCK-SALES RATIOS OF MERCHANT WHOLESALERS 1960, 1961, AND 1962



\*Excludes farm products (raw materials).

Table 4. ESTIMATED MONTHLY SALES, INVENTORIES, AND STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962									1961				Total 9 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug. <sup>1</sup>	Sept. <sup>2</sup>	Sept.	Oct.	Nov.	Dec.	1962	1961
Sales ADJUSTED for seasonal variations and trading day differences															
MERCHANT WHOLESALERS, TOTAL.....	12,069	12,040	11,918	12,134	12,107	12,118	12,167	12,113	12,408	11,643	12,070	12,076	12,210	109,074	103,648
TOTAL (excluding farm products, raw materials).....	11,068	11,034	10,979	11,187	11,119	11,066	11,185	11,154	11,421	10,664	11,000	11,030	11,193	100,213	94,900
DURABLE GOODS, TOTAL.....	5,013	5,069	4,980	5,127	5,012	4,971	5,006	4,916	5,094	4,791	4,949	4,963	5,048	45,188	42,145
Motor vehicles, automotive equipment....	676	696	662	688	664	677	714	704	760	656	682	681	692	6,241	5,778
Electrical goods.....	747	762	771	782	769	773	738	731	775	721	740	752	772	6,848	6,388
Furniture, home furnishings.....	261	262	247	262	240	244	227	263	251	239	251	251	259	2,297	2,176
Hardware, plumbing, heating equipment...	538	549	534	555	573	533	569	555	548	520	530	538	549	4,954	4,707
Lumber, construction materials.....	557	565	561	565	548	546	564	554	602	544	572	576	578	5,062	4,870
Machinery, equipment, supplies.....	1,340	1,337	1,314	1,394	1,355	1,388	1,378	1,319	1,335	1,224	1,266	1,281	1,303	12,160	10,612
Metals, metalwork (except scrap).....	531	529	543	540	523	492	491	464	491	508	513	514	525	4,604	4,306
Scrap, waste materials.....	284	284	264	263	262	247	247	251	248	301	310	288	289	2,350	2,575
NONDURABLE GOODS, TOTAL.....	7,056	6,971	6,938	7,007	7,095	7,147	7,161	7,197	7,314	6,852	7,121	7,113	7,162	63,887	61,503
TOTAL (excluding farm products, raw materials).....	6,055	5,965	5,999	6,060	6,107	6,095	6,179	6,238	6,327	5,873	6,051	6,067	6,145	55,025	52,755
Groceries and related products.....	2,487	2,458	2,507	2,469	2,528	2,464	2,522	2,598	2,617	2,397	2,435	2,466	2,496	22,650	21,414
Beer, wine, distilled alcoholic beverages.....	667	663	639	642	669	660	672	674	679	648	659	657	665	5,965	5,676
Drugs, chemicals, allied products.....	458	455	463	477	461	471	485	476	494	463	467	473	473	4,240	4,074
Tobacco, tobacco products.....	368	376	370	382	376	376	374	387	378	357	355	366	368	3,387	3,204
Dry goods, apparel.....	585	584	589	621	606	626	632	615	624	536	593	607	621	5,482	5,048
Paper, paper products, ex. wallpaper....	379	371	366	382	375	368	367	366	376	354	366	378	377	3,350	3,167
Inventories ADJUSTED for seasonal variations															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	13,086	13,135	13,126	13,083	13,105	13,206	13,176	13,252	13,308	12,995	12,981	12,986	13,131		
DURABLE GOODS, TOTAL.....	7,957	7,960	7,940	7,895	8,026	8,091	8,019	8,066	8,096	7,912	7,893	7,887	7,958		
Motor vehicles, automotive equipment....	1,179	1,163	1,164	1,147	1,181	1,210	1,219	1,225	1,218	1,197	1,168	1,155	1,168		
Electrical goods.....	1,188	1,201	1,198	1,189	1,230	1,219	1,238	1,231	1,221	1,181	1,167	1,177	1,189		
Hardware, plumbing, heating equipment...	1,062	1,050	1,035	1,037	1,046	1,051	1,051	1,077	1,051	1,074	1,084	1,081	1,076		
Machinery, equipment, supplies.....	2,246	2,222	2,255	2,241	2,295	2,292	2,241	2,245	2,278	2,162	2,174	2,167	2,189		
Metals, metalwork (except scrap).....	937	964	943	940	938	947	910	890	928	896	908	921	916		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,129	5,175	5,186	5,188	5,079	5,115	5,157	5,186	5,213	5,083	5,088	5,099	5,173		
Groceries and related products.....	1,383	1,405	1,409	1,400	1,368	1,367	1,372	1,361	1,374	1,361	1,363	1,378	1,415		
Beer, wine, distilled alcoholic beverages.....	716	720	728	734	683	711	708	684	692	700	697	690	689		
Drugs, chemicals, allied products.....	611	605	613	623	614	623	605	615	635	602	604	612	615		
Paper, paper products, ex. wallpaper....	372	378	379	386	383	392	388	396	402	374	376	373	382		
Stock-sales ratios based on ADJUSTED data															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	118	119	120	117	118	119	118	119	117	122	118	118	117		
DURABLE GOODS, TOTAL.....	159	157	159	154	160	163	160	164	159	165	159	159	158		
Motor vehicles, automotive equipment....	174	167	176	167	178	179	171	174	160	182	171	170	169		
Electrical goods.....	159	158	155	152	160	158	168	168	158	164	158	157	154		
Hardware, plumbing, heating equipment...	197	191	194	187	183	197	185	194	192	207	205	201	196		
Machinery, equipment, supplies.....	168	166	172	161	169	165	163	170	171	177	172	169	168		
Metals, metalwork (except scrap).....	176	182	174	174	179	192	185	192	189	176	177	179	174		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	85	87	86	86	83	84	83	83	82	87	84	84	84		
Groceries and related products.....	56	57	56	57	54	55	54	52	53	57	56	56	57		
Beer, wine, distilled alcoholic beverages.....	107	109	114	114	102	108	105	101	102	108	106	105	104		
Drugs, chemicals, allied products.....	133	133	132	131	133	132	125	129	129	130	129	129	130		
Paper, paper products, ex. wallpaper....	98	102	104	101	102	107	106	108	107	106	103	99	101		

<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate.

} See page 15, Estimating Procedure.

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding. Seasonally adjusted back data for 1960 and 1961 available on request.

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

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

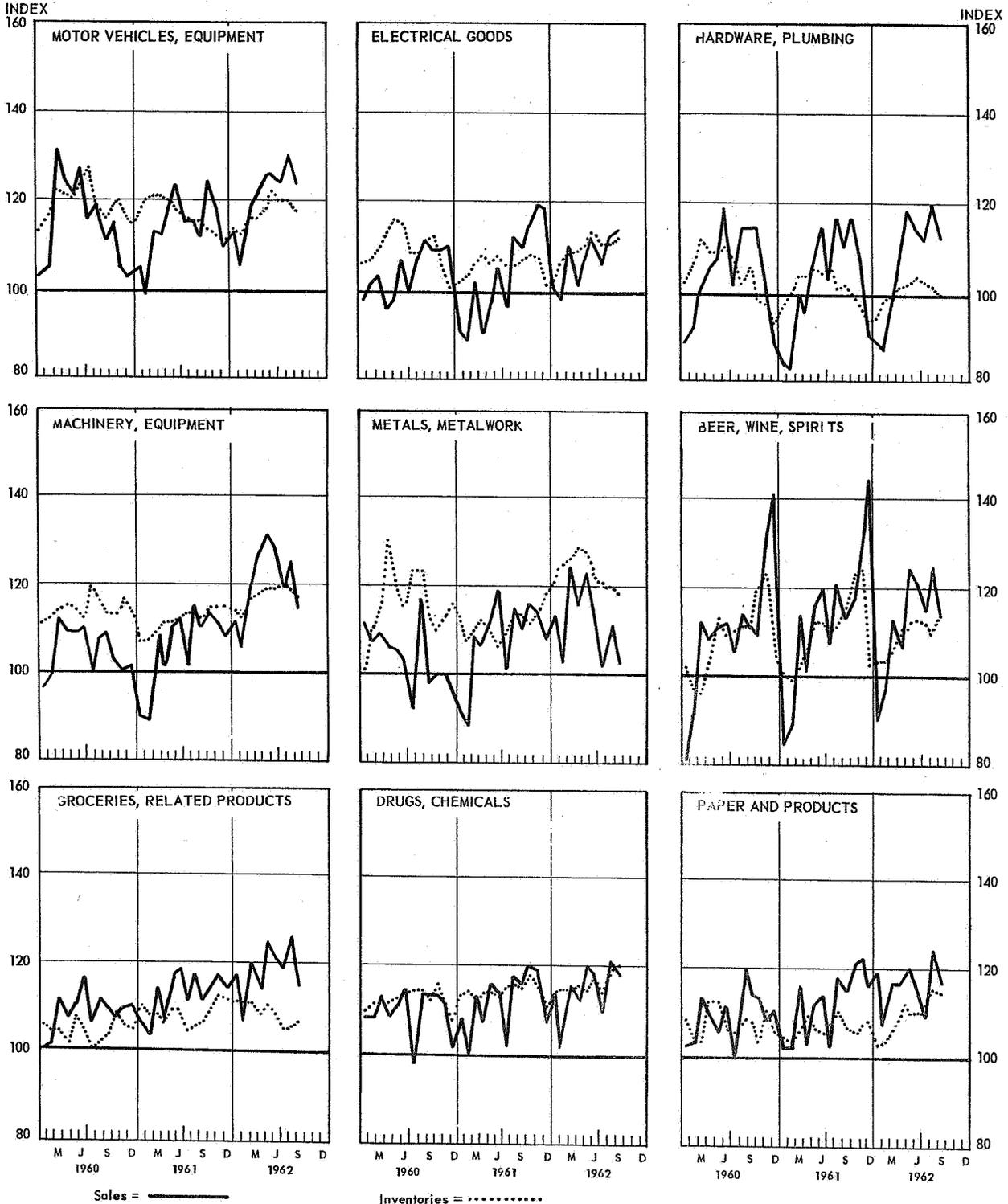


Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: SEPTEMBER 1962

Kind of business	Unadjusted					Adjusted <sup>1</sup>				
	Sales			Inventories, end-of-month (at cost)		Sales			Inventories, end-of-month (at cost)	
	Sept. 1962 from--		9 mos. 1962 from 9 mos. 1961	Sept. 1962 from--		Sept. 1962 from--		9 mos. 1962 from 9 mos. 1961	Sept. 1962 from--	
	Sept. 1961	Aug. 1962		Sept. 1961	Aug. 1962	Sept. 1961	Aug. 1962		Sept. 1961	Aug. 1962
MERCHANT WHOLESALERS, TOTAL.....	+2	-6	+5	(X)	(X)	+7	+2	+5	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+3	-6	+6	+2	0	+7	+2	+6	+2	0
DURABLE GOODS, TOTAL.....	+2	-6	+7	+2	-1	+6	+4	+7	+2	0
Motor vehicles, automotive equipment, total.....	+11	-5	+7	+2	-1	+16	+8	+8	+2	-1
Automobiles, other motor vehicles.....	+27	-2	+24	+5	-9	-	-	-	-	-
Automotive equipment, tires, tubes.....	+4	-7	+1	+1	+1	-	-	-	-	-
Electrical goods, total.....	+3	0	+7	+4	+1	+7	+6	+7	+3	-1
Electrical supplies, apparatus.....	+7	-4	+8	-4	+2	-	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment.....	0	+4	+7	+9	+1	-	-	-	-	-
Furniture, home furnishings, total.....	+1	-12	+5	+5	+3	-	-5	+4	+5	+1
Furniture-household, office.....	+9	-14	+5	+3	-2	-	-	-	-	-
Home furnishings, floor coverings.....	-2	-10	+4	+5	+4	-	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total.....	+1	-7	+5	-2	-1	+5	-1	+5	-2	-2
Hardware.....	+3	-6	+4	-3	-2	-	-	-	-	-
Plumbing and heating equipment, supplies.....	+4	-6	+6	-1	-1	-	-	-	-	-
Air conditioning, refrigeration equipment, supplies.....	-1	-14	+6	-3	+3	-	-	-	-	-
Lumber, construction materials, total.....	+6	-5	+4	+6	+1	+11	+9	+4	+6	+2
Lumber, millwork.....	+4	-6	+3	+5	+2	-	-	-	-	-
Construction materials.....	+10	-4	+6	+8	-1	-	-	-	-	-
Machinery, equipment, supplies, total.....	+5	-6	+14	+4	-1	+9	+1	+15	+5	+1
Commercial, industrial machinery, equipment, supplies.....	+5	-5	+18	+2	-2	-	-	-	-	-
Commercial machines, equipment.....	-11	-8	+1	-1	-4	-	-	-	-	-
Construction machinery, equipment.....	(X)	(X)	+24	-4	-1	-	-	-	-	-
Industrial machinery, equipment, supplies.....	+3	-6	+19	+7	-2	-	-	-	-	-
Professional equipment, supplies.....	0	-5	+8	+7	-1	-	-	-	-	-
Surgical, medical, hospital supplies.....	+13	-1	+13	+5	-1	-	-	-	-	-
Service-establishment equipment, supplies.....	0	-3	+7	+12	-1	-	-	-	-	-
Metals, metalwork (except scrap), total.....	-7	-9	+7	+4	-2	-3	+6	+7	+4	+4
Iron, steel, and products.....	-6	-13	+9	+3	-1	-	-	-	-	-
Nonferrous metals.....	-10	+2	+2	+9	-1	-	-	-	-	-
Scrap, waste materials, total.....	-22	-11	-8	-18	-3	-18	-1	-9	-18	-3
Iron, steel scrap.....	-33	-6	-18	-26	-4	-	-	-	-	-
Waste materials.....	-2	-15	+6	-2	0	-	-	-	-	-
Jewelry.....	(X)	+10	-3	(X)	(X)	(X)	+9	-3	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+2	-6	+4	(X)	(X)	+7	+2	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+3	-6	+4	+2	+1	+8	+1	+4	+3	+1
Groceries and related products, total.....	+4	-8	+6	+1	+1	+9	+1	+6	+1	+1
General-line groceries.....	+6	-4	+7	+4	+1	-	-	-	-	-
Voluntary groups.....	+9	-4	+5	+9	+1	-	-	-	-	-
Retailer cooperatives.....	+6	-5	+9	+7	+1	-	-	-	-	-
Nonaffiliated.....	+4	-4	+7	-1	0	-	-	-	-	-
Specialty-line groceries.....	-1	-11	+2	-3	0	-	-	-	-	-
Confectionery.....	+7	-1	+5	+6	+3	-	-	-	-	-
Meats, meat products.....	+11	-9	+15	+17	+3	-	-	-	-	-
Poultry, poultry products.....	+17	-6	-2	-17	+3	-	-	-	-	-
Fresh fruits, vegetables.....	(X)	-12	+3	-6	+7	-	-	-	-	-
Beer, wine, distilled alcoholic beverages, total.....	+1	-9	+5	-1	+4	+5	+1	+5	-1	+1
Beer.....	-6	-22	+3	-2	+2	-	-	-	-	-
Wine, distilled spirits.....	+5	+2	+7	-1	+4	-	-	-	-	-
Drugs, chemicals, allied products, total.....	+2	-3	+4	+5	+2	+7	+4	+4	+5	+3
Drugs, drug proprietaries, druggists' supplies.....	+3	-1	+2	+4	+2	-	-	-	-	-
General-line drugs.....	+1	0	+2	+4	+3	-	-	-	-	-
Paints, varnishes.....	+4	-9	+4	+3	-2	-	-	-	-	-
Other chemicals, allied products.....	0	-5	+8	+8	+1	-	-	-	-	-
Tobacco, tobacco products.....	+2	-8	+6	+7	+5	+6	-3	+6	+8	+2
Dry goods, apparel, total.....	+11	-7	+9	(X)	(X)	+16	+1	+9	(X)	(X)
Apparel and accessories, hosiery, lingerie, footwear.....	+20	-8	+12	(X)	(X)	-	-	-	-	-
Dry goods, notions.....	+3	-9	+3	(X)	(X)	-	-	-	-	-
Piece goods converters.....	+7	-4	+10	(X)	(X)	-	-	-	-	-
Paper, paper products, excluding wallpaper, total.....	+1	-5	+5	+7	-1	+6	+3	+6	+7	+2
Paper.....	0	-6	+4	+9	-1	-	-	-	-	-
Stationery, office supplies.....	(X)	(X)	+7	(X)	(X)	-	-	-	-	-
Farm products, raw materials.....	-3	-5	+1	(X)	(X)	+1	+3	+1	(X)	(X)
Cotton.....	-14	-11	-11	(X)	(X)	-	-	-	-	-
Grain.....	-9	-12	+4	(X)	(X)	-	-	-	-	-
Other nondurable goods, total.....	-1	-2	-2	+2	-1	+4	+3	-2	+2	-3
Amusements, sporting goods.....	+6	+7	+7	-2	-1	-	-	-	-	-
Books, magazines, newspapers.....	-1	-10	+2	+1	-3	-	-	-	-	-
Coal.....	-3	-2	+1	-9	+14	-	-	-	-	-
Farm supplies.....	+11	+7	-2	-3	-2	-	-	-	-	-

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

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: SEPTEMBER 1962

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

Kind of business and geographic division (see map, page 11)	Sales		9 months 1962 from 9 months 1961	Inventories, end-of-month (at cost)	
	September 1962 from--			September 1962 from--	
	September 1961	August 1962	September 1961	August 1962	August 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+2	-6	+5	+2	0
New England.....	+2	-9	+5	+3	0
Middle Atlantic.....	0	-5	+4	+3	0
East North Central.....	+2	-5	+6	+1	0
West North Central.....	+2	-7	+4	+3	+1
South Atlantic.....	+14	-2	+12	+8	0
East South Central.....	-1	-3	+2	-5	+1
West South Central.....	-1	-8	+1	0	+1
Mountain.....	+3	-9	+4	+3	-1
Pacific.....	+2	-9	+6	+1	-1
DURABLE GOODS, TOTAL.....	+2	-6	+7	+2	-1
New England.....	+5	-7	+14	-2	-1
Middle Atlantic.....	+5	-4	+5	+3	-2
East North Central.....	+1	-4	+6	+2	-1
West North Central.....	+1	-7	+1	+3	+1
South Atlantic.....	+14	-4	+13	+8	-1
East South Central.....	+3	-5	+7	-10	+1
West South Central.....	+4	-9	+8	0	0
Mountain.....	-1	-12	+4	+3	-2
Pacific.....	-2	-8	+10	+2	0
NONDURABLE GOODS, TOTAL <sup>1</sup> .....	+2	-6	+4	+2	+1
New England.....	0	-10	0	+11	+2
Middle Atlantic.....	+2	-5	+4	+2	+1
East North Central.....	+2	-6	+6	-1	+1
West North Central.....	+2	-8	+5	+3	+1
South Atlantic.....	+14	-1	+11	+8	0
East South Central.....	-4	-2	-1	+4	0
West South Central.....	-4	-8	-4	+2	+2
Mountain.....	+7	-6	+4	+5	+2
Pacific.....	+2	-10	+2	0	-1
Automotive equipment, tire, tube wholesalers.....	+4	-7	+1	+1	+1
Middle Atlantic.....	(X)	-3	-1	-4	0
East North Central.....	+7	-9	0	+12	+1
West North Central.....	-6	-8	-6	+10	+7
South Atlantic.....	+20	-7	+9	+8	0
East South Central.....	(X)	-22	+2	(X)	+1
West South Central.....	(X)	-3	-2	(X)	+2
Mountain.....	(X)	-2	+2	(X)	-3
Pacific.....	-2	-4	0	(X)	+1
Electrical supplies, apparatus distributors.....	+7	-4	+8	-4	+2
New England.....	(X)	-9	+19	+6	-3
Middle Atlantic.....	(X)	(X)	+10	(X)	(X)
East North Central.....	-4	-3	+3	-5	+2
West North Central.....	-3	+1	-2	-8	+2
South Atlantic.....	(X)	-6	+11	-15	+4
East South Central.....	+14	-13	+15	+1	+1
West South Central.....	+8	-16	+16	-8	+4
Mountain.....	(X)	(X)	+2	(X)	(X)
Pacific.....	+4	-3	+7	+3	+2
Electrical appliances, TV, radio sets, electronic parts distributors.....	0	+4	+7	+9	+1
New England.....	(X)	+2	+7	(X)	-1
Middle Atlantic.....	-8	+7	+10	+11	0
East North Central.....	-4	+4	-2	+2	0
West North Central.....	(X)	-1	+6	+9	+1
South Atlantic.....	+23	+11	+21	(X)	+2
East South Central.....	(X)	(X)	+2	(X)	(X)
West South Central.....	+21	-2	+9	+6	+4
Pacific.....	(X)	+4	(X)	(X)	+3
Furniture, home furnishings wholesalers.....	+1	-12	+5	+5	+3
New England.....	-1	-19	+4	(X)	(X)
Middle Atlantic.....	-9	-11	0	(X)	(X)
East North Central.....	(X)	-7	+2	-13	+1
West North Central.....	(X)	-13	(X)	+11	+8
South Atlantic.....	(X)	-16	+4	(X)	(X)
East South Central.....	(X)	(X)	+5	(X)	-1
West South Central.....	(X)	-14	(X)	(X)	+4
Mountain.....	(X)	(X)	-1	(X)	+4
Pacific.....	+29	-10	+18	(X)	(X)
Hardware wholesalers.....	-3	-6	+4	-3	-2
New England.....	(X)	-5	+14	(X)	-2
Middle Atlantic.....	(X)	-6	0	-8	-3
East North Central.....	+2	-4	+2	+4	-1
West North Central.....	+2	-3	-5	+8	-1
South Atlantic.....	+5	-2	+16	+5	-2
East South Central.....	-3	-7	-5	-3	-4
West South Central.....	(X)	-16	+12	(X)	-1
Mountain.....	(X)	-2	(X)	(X)	-5
Pacific.....	-13	-9	+4	-12	-2

See footnotes at end of table.

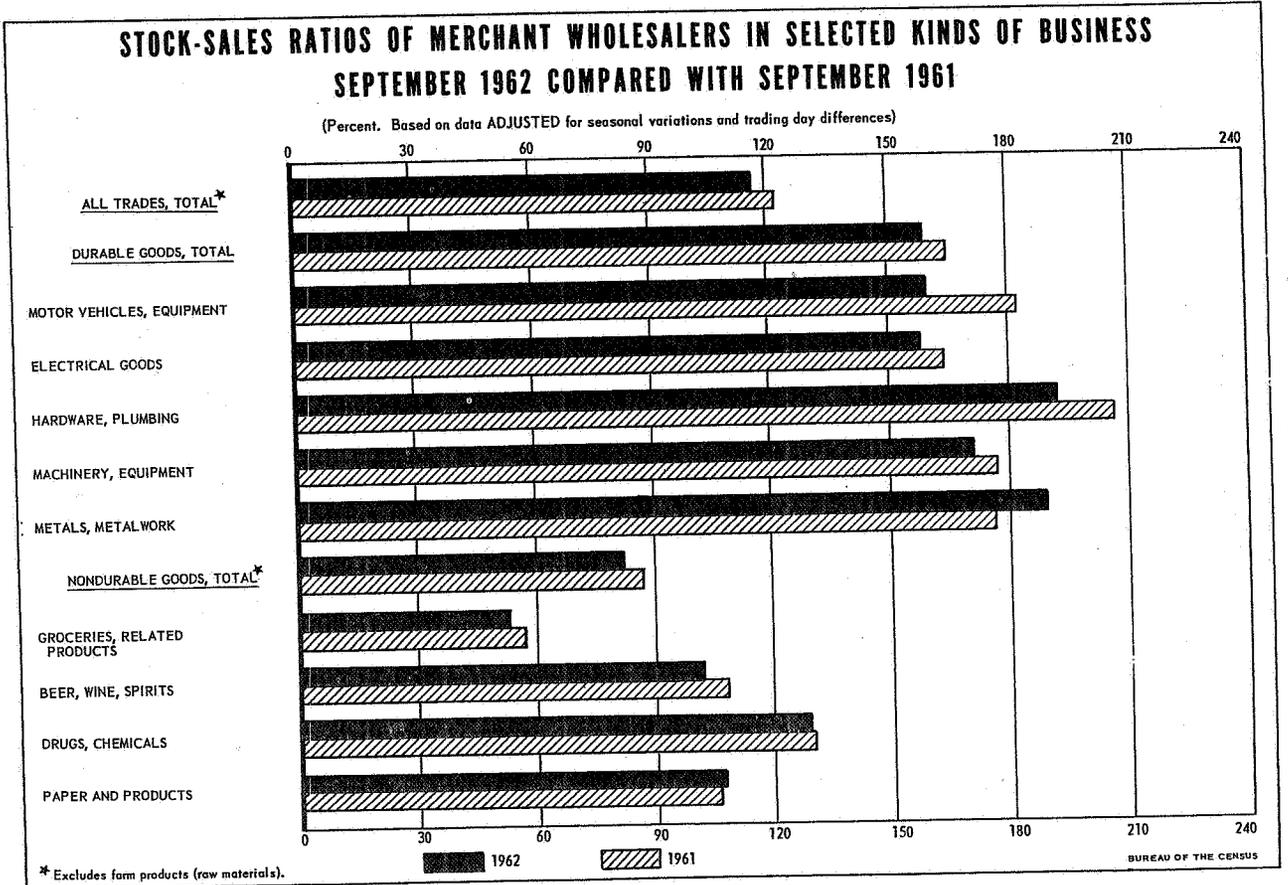
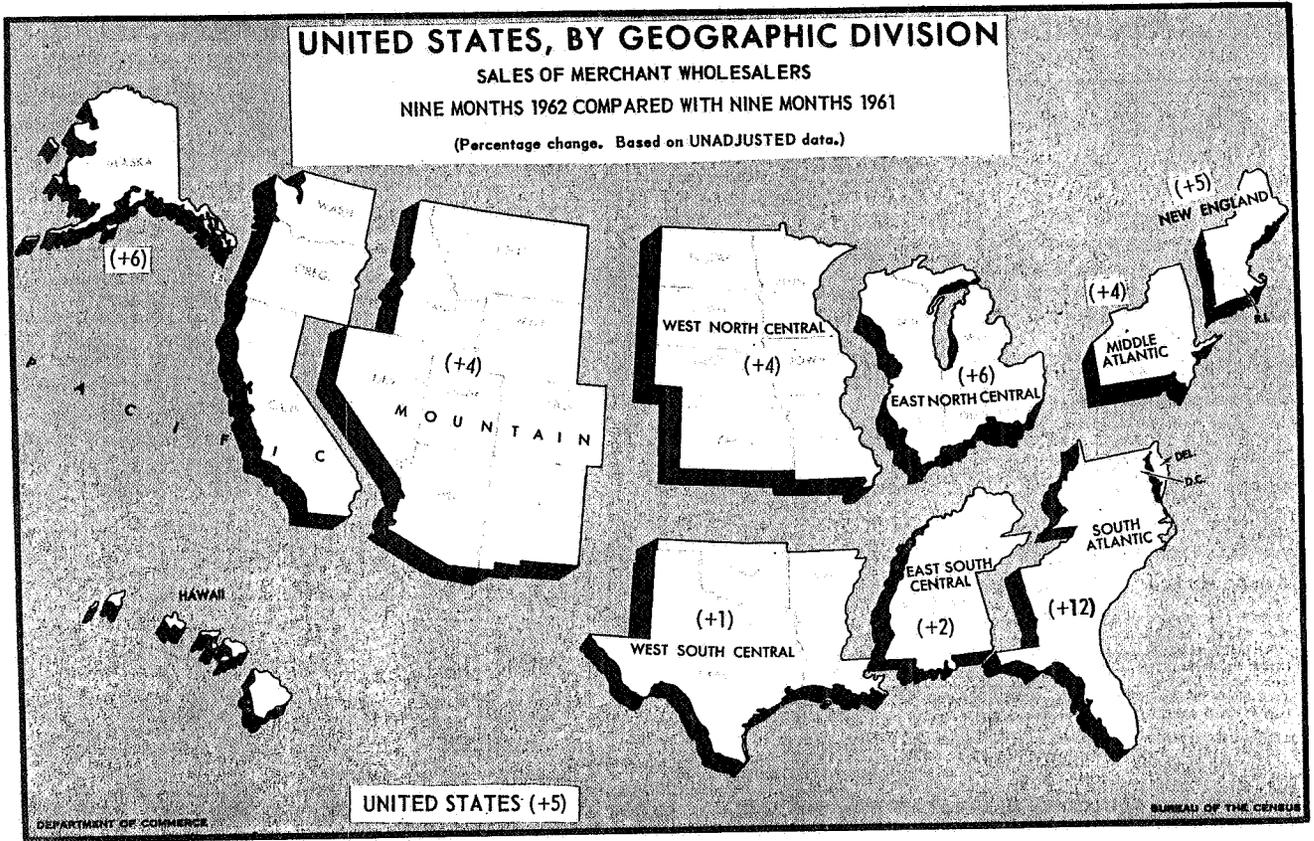


Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: SEPTEMBER 1962--Continued  
(Based on data NOT ADJUSTED for seasonal variations or trading day differences.)

Kind of business and geographic division (see map, page 11)	Sales			Inventories, end-of-month (at cost)	
	September 1962 from--		9 months 1962 from 9 months 1961	September 1962 from--	
	September 1961	August 1962		September 1961	August 1962
Plumbing, heating equipment, supplies distributors.....	+4	-6	+6	-1	-1
New England.....	(X)	(X)	0	(X)	(X)
Middle Atlantic.....	+7	-4	+9	-5	+1
East North Central.....	-2	0	+2	-7	-3
West North Central.....	(X)	+1	-6	-4	-4
South Atlantic.....	+4	-10	+13	+6	-1
East South Central.....	(X)	-5	(X)	+3	+3
West South Central.....	-2	(X)	+8	(X)	0
Pacific.....	(X)	-12	+9	+12	-2
Lumber, construction materials distributors.....	+6	-5	+4	+6	+1
New England.....	(X)	(X)	+8	(X)	(X)
Middle Atlantic.....	+5	-10	+6	+25	+1
East North Central.....	+8	-5	-5	(X)	(X)
West North Central.....	-3	+3	-13	(X)	-1
South Atlantic.....	(X)	+4	+1	(X)	-1
East South Central.....	(X)	-4	(X)	(X)	(X)
West South Central.....	(X)	-10	(X)	(X)	-1
Pacific.....	+5	-6	+13	-13	-2
Industrial machinery, equipment supplies distributors.....	+3	-6	+19	+7	-2
New England.....	(X)	-10	+38	(X)	-3
Middle Atlantic.....	(X)	-8	+12	+14	-2
East North Central.....	+24	+9	+34	0	-6
West North Central.....	+1	-13	+12	(X)	-2
South Atlantic.....	(X)	(X)	+16	(X)	(X)
East South Central.....	(X)	-1	(X)	(X)	0
West South Central.....	-8	-12	+16	+10	-2
Pacific.....	(X)	(X)	+23	(X)	0
General-line grocery wholesalers.....	+6	-4	+7	+4	+1
New England.....	(X)	-9	-3	+5	+1
Middle Atlantic.....	-14	+2	-6	(X)	+4
East North Central.....	+4	-5	+10	+1	-1
West North Central.....	+17	-6	+8	+8	+2
South Atlantic.....	+4	-5	+13	+4	0
East South Central.....	+7	-6	+4	(X)	+1
West South Central.....	+25	-4	+13	+22	+3
Mountain.....	+11	-4	+6	+27	+1
Pacific.....	(X)	-6	+11	+1	-2
Specialty-line grocery wholesalers.....	-1	-12	+2	-3	0
New England.....	(X)	-9	0	(X)	-4
Middle Atlantic.....	-1	-14	+4	+4	-1
East North Central.....	0	-12	+2	-13	+5
South Atlantic.....	(X)	-8	+11	(X)	-3
East South Central.....	+1	-3	+15	0	+9
West South Central.....	-11	-4	-5	-25	-2
Pacific.....	(X)	-7	-6	-7	-2
Fresh fruit, vegetable wholesalers.....	-3	-12	+3	-6	+7
New England.....	(X)	(X)	-3	(X)	-1
Middle Atlantic.....	+2	-11	+2	(X)	-8
East North Central.....	(X)	-12	+1	(X)	(X)
West North Central.....	(X)	-9	-7	(X)	+6
South Atlantic.....	-5	(X)	(X)	(X)	+1
East South Central.....	+39	+2	(X)	+58	+17
West South Central.....	(X)	-10	+1	(X)	+14
Mountain.....	(X)	(X)	-2	-14	(X)
Pacific.....	(X)	-16	-13	(X)	+3
Drug wholesalers (general and specialty lines).....	+3	-1	+2	+4	+2
New England.....	(X)	(X)	-10	(X)	+8
Middle Atlantic.....	-4	-3	-2	(X)	(X)
East North Central.....	-2	+1	+8	-5	+2
West North Central.....	+1	-3	0	(X)	+5
South Atlantic.....	+10	+8	0	+11	+4
East South Central.....	-1	0	+9	+3	+1
West South Central.....	+4	-9	+1	+11	+1
Mountain.....	(X)	(X)	+4	+12	0
Pacific.....	+8	-3	+7	+2	+3
Tobacco distributors.....	+2	-8	+6	+7	+5
New England.....	-8	-11	+6	(X)	(X)
Middle Atlantic.....	+3	-8	+6	(X)	(X)
East North Central.....	-4	-10	+1	(X)	(X)
West North Central.....	(X)	-9	+12	(X)	+4
South Atlantic.....	+4	-1	+4	+8	+3
East South Central.....	(X)	-7	+5	(X)	+1
West South Central.....	+3	-7	+1	+18	+6
Mountain.....	(X)	-12	+18	(X)	+1
Pacific.....	+15	-14	+12	+11	+4
Dry goods, apparel wholesalers.....	+11	-7	+9	+4	-1
Middle Atlantic.....	+15	-6	+12	(X)	(X)
East North Central.....	(X)	(X)	+14	+3	-2
West North Central.....	(X)	-8	(X)	(X)	-4
South Atlantic.....	(X)	-20	+10	+17	-4
Mountain.....	(X)	-12	(X)	(X)	-6
Pacific.....	(X)	-11	-3	(X)	(X)

X Withheld due to extreme variability of reported data or a high nonresponse rate.

1 Inventory trends for "Merchant Wholesalers, Total" and for "Nondurable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 18 through 20.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1961, includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

The sample of 5,000 firms in any one month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates, and as a by-product,

geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection, ready-mixed concrete distributors, which in 1954 reported sales of \$998 million (27% of the construction materials distributors total and 1% of total merchant wholesalers sales), were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see Item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month, during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in tables 7 and 8 as an approximate measure of the difference in level between the two series. However, the differences shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission

Table 7. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	193	184
Service-establishment equipment, supplies.....	139	96	Paper, paper products, excluding wallpaper, total.....	534	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 8. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	812	185	169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5326	369	94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales--are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 37 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

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

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

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

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates; but where the measurement of trend are considered to have acceptable reliability. Table 6 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

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

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-9 version of Census Method II for seasonal adjustment. A description of this technique is included in the Appendix of the March 1962 publication of Business Cycle Developments issued by the Bureau of the Census. The trading day factors used to adjust the sales statistics for all kinds of business are based on a 5½ day workweek, with equal weight given to each day of the week. The seasonal adjustment factors being used in 1962 are available upon request.

#### 5. Unpublished Data

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes, and stock-sales ratios shown in this report.

The preliminary "composite" estimate is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the above pre-

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

vious month composite estimate by the current to previous month ratio obtained from the current month reports.

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates, and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 9 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimates. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 9.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an esti-

mate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the non-response rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for non-response. In some geographic divisions the non-response may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

The use of sampling errors shown in table 9 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 9. SAMPLING VARIABILITY—ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	0.7-1.0	0.8	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	-	-	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	6
Construction machinery, equipment.....	4-8	6	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	5
Professional equipment, supplies.....	3-5	4	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	-	-	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	4-5	5	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	1.2-1.6	1.5	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	1	2-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	-	-	1-2	2	3-3	2	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	2-4	3	1-3	1	3-4	3	-	-	0.6-2.2	1.1	3-5	4
Confectionery.....	4-7	4	1-3	1	6-10	8	-	-	0.6-2.7	1.3	5-7	7
Meat, meat products.....	5-10	6	1-4	2	3-4	4	-	-	1.8-7.9	3.1	3-10	7
Poultry, poultry products.....	4-6	5	1-6	2	5-6	6	-	-	1.7-4.9	2.8	9-11	11
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2.0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	2-3	2	0.3-0.9	0.5	2-2	2
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-15	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIG 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

OCTOBER 1962

EW-62-10

## SALES AND INVENTORIES

FOR RELEASE  
December 7, 1962<sup>1</sup>

### SALES

October 1962 sales of merchant wholesalers were at a record level of \$13.5 billion, up 12 percent over September sales and 6 percent over October sales a year ago. Cumulative sales for the past ten months of 1962 totaled \$121.0 billion, an increase of 5 percent over the same period of 1961.

After adjustment for seasonal variations and trading day differences, but not for price changes, October sales amounted to \$12.3 billion, slightly (1%) below the adjusted sales high of \$12.4 billion recorded in September but 2 percent above October 1961 sales. Adjusted sales in both the durable and nondurable goods trades showed similar trends. However, cumulative sales in the durable goods trades showed a 7 percent gain over 10 months 1961, compared to a 4 percent gain in the nondurable goods trades.

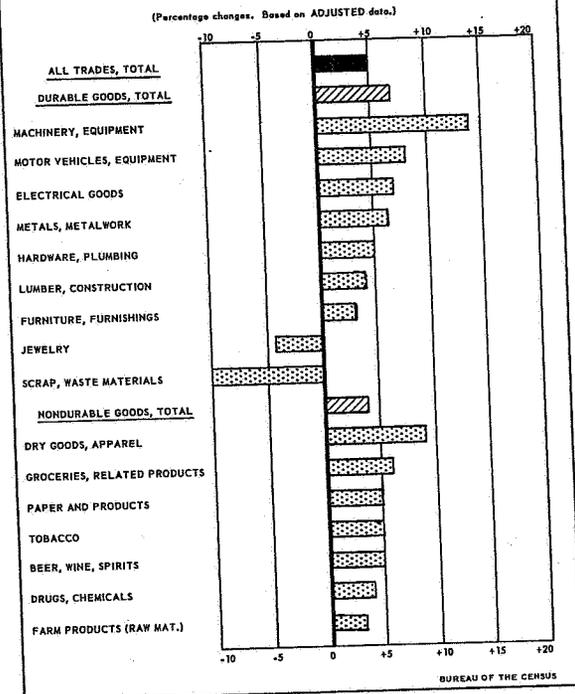
Many trades reported unadjusted sales at record or near record levels in October 1962. However, after adjustment for seasonal variations and trading day differences, October sales were below September levels in most trades. Sharp declines were reported in jewelry (-11%) metals, metalwork (-6%) and scrap, waste materials (-6%)—each of which indicated sharper declines from their year-ago sales, with scrap, waste materials showing the sharpest decline (-25%). Most other trades indicating adjusted October sales below September levels showed small increases over October 1961 sales. However, four trade groups reported increases over previous months well as year-ago levels. Machinery, equipment, supplies registered the principal gains—with adjusted October 1962 sales up 5 percent over September and 10 percent above October 1961. Lumber, construction materials, beer, wine, spirits, and dry goods, apparel reported smaller gains, ranging from 1 to 2 percent over September and 6 to 8 percent over October sales a year ago.

Ten month 1962 sales, after adjustment, were well above ten month 1961 sales in most trade groups. Machinery, equipment, supplies registered the largest gain (14%) among the durable goods trades while dry goods, apparel led the nondurable goods trades, with an increase of 9 percent. Scrap, waste materials, with adjusted sales down 10 percent, indicated the sharpest decline from ten month 1961 sales.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, were valued at \$13.6 billion at the end of October. After adjustment for seasonal variations, October inventories were slightly (1%) above September inventories and 4 percent above a year ago. Stocks in the durable goods trades, after adjustment, were unchanged from the previous month but 3 percent above last October.

### SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS— TEN MONTHS 1962 COMPARED WITH TEN MONTHS 1961



However, stocks of nondurable goods rose 2 percent during October and were 5 percent above their year-ago level.

Based on adjusted data, most trade groups indicated only small changes from previous month inventories but reported somewhat larger changes (mostly increases) from year-ago inventories. Tobacco products reported the principal increase (5%) over previous month stocks as well as the largest increase (10%) over year-ago inventories. Scrap, waste materials, with stocks at the end of October unchanged from the previous month level, registered the sharpest decline (-17%) from a year ago.

The October 1962 stock-sales for merchant wholesalers, based on the seasonally adjusted figures, was 119 percent, up 1 point over September and 1 point over the October 1961 stock-sales ratio. The stock-sales ratio of durable goods wholesalers was 163 percent (up 4 points from October of a year ago) compared with the nondurable goods ratio of 85 percent (up 1 point from October 1961).

<sup>1</sup>An advance release of October 1962 data was issued on November 30, 1962.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962

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

Kind of business	1962										1961		Total 10 months		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept. <sup>1</sup>	Oct. <sup>2</sup>	Oct.	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,252	11,847	12,772	11,991	13,454	12,717	12,652	11,916	120,975	115,030
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,369	10,942	11,828	11,098	12,272	11,466	11,345	10,791	111,512	105,555
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,209	4,969	5,312	5,007	5,563	5,272	5,059	4,691	50,432	47,158
Motor vehicles, automotive equipment, total..	643	614	684	695	708	722	714	744	692	783	712	674	623	7,000	6,512
Automobiles, other motor vehicles.....	209	221	251	237	226	236	231	232	221	267	217	216	204	2,330	1,883
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	512	472	516	495	458	419	4,670	4,629
Electrical goods, total.....	699	674	755	705	744	774	738	777	787	842	800	822	820	7,496	6,987
Electrical supplies, apparatus.....	290	285	317	319	346	337	327	348	330	351	342	343	335	3,249	3,023
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	411	430	457	491	458	479	486	4,246	3,964
Furniture, home furnishings, total.....	234	230	256	252	247	242	227	285	252	295	285	272	248	2,519	2,410
Furniture-household, office.....	63	64	68	68	73	79	67	89	74	89	79	71	70	734	693
Home furnishings, floor coverings.....	171	166	188	183	174	163	160	196	178	206	206	201	178	1,785	1,717
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	569	614	575	630	600	549	467	5,548	5,284
Hardware.....	181	186	208	212	225	211	200	223	213	233	234	212	183	2,092	2,020
Plumbing and heating equipment, supplies.....	233	222	245	266	302	294	295	320	303	328	308	285	236	2,808	2,656
Lumber, construction materials, total.....	458	440	525	562	622	608	613	651	613	684	622	571	452	5,774	5,538
Lumber, millwork.....	316	300	355	369	410	405	394	418	395	439	404	372	302	3,797	3,674
Construction materials.....	143	140	170	193	212	203	218	234	219	246	218	199	149	1,977	1,864
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,364	1,396	1,302	1,470	1,286	1,249	1,225	13,651	11,930
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	974	980	925	1,045	901	897	890	9,759	8,279
Construction machinery, equipment.....	151	154	180	234	249	260	227	228	222	217	175	170	155	2,121	1,714
Industrial machinery, equipment, supplies.....	669	617	695	674	695	679	647	651	605	713	624	630	627	6,646	5,602
Professional equipment, supplies.....	141	131	144	138	141	147	147	162	155	165	147	142	137	1,471	1,357
Service-establishment equipment, supplies.....	106	99	115	116	120	122	112	113	109	119	121	115	105	1,132	1,014
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	470	510	468	502	531	519	493	5,101	4,839
Iron, steel, and products.....	359	331	407	384	388	358	336	369	325	354	364	354	330	3,612	3,355
Nonferrous metals.....	148	137	165	149	165	160	133	141	144	148	167	164	164	1,490	1,485
Scrap, waste materials, total.....	286	277	289	280	272	241	222	254	227	258	328	296	257	2,605	2,893
Iron, steel scrap.....	170	165	162	152	146	126	114	129	119	137	208	182	155	1,418	1,769
Waste materials.....	116	112	127	128	126	115	108	126	107	121	120	114	102	1,187	1,124
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,878	7,459	6,984	7,892	7,446	7,593	7,225	70,543	67,872
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,972	6,516	6,091	6,709	6,194	6,286	6,100	61,079	58,397
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,671	2,462	2,696	2,432	2,485	2,422	25,275	23,780
General-line groceries.....	876	816	884	834	888	882	883	931	886	949	864	880	839	8,829	8,236
Specialty-line groceries.....	759	662	756	704	782	731	742	794	711	787	716	735	726	7,428	7,219
Confectionery.....	68	66	80	74	74	74	70	77	76	87	79	73	73	748	709
Meats, meat products.....	422	371	407	399	466	442	419	476	434	463	419	417	399	4,298	3,756
Poultry, poultry products.....	112	102	109	111	119	106	109	120	111	130	112	126	116	1,130	1,135
Fresh fruits, vegetables.....	258	239	306	289	335	312	307	274	245	280	242	255	268	2,841	2,724
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	657	703	641	727	661	748	811	6,409	6,078
Beer.....	203	201	235	250	299	305	310	323	250	267	247	241	241	2,641	2,564
Wine, distilled spirits.....	327	334	396	356	402	373	347	380	391	460	414	507	570	3,768	3,514
Drugs, chemicals, allied products, total.....	472	418	474	469	487	478	450	496	481	521	491	487	438	4,746	4,557
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	266	293	288	308	292	300	272	2,781	2,730
Paints, varnishes.....	24	23	28	31	33	32	32	35	31	34	31	28	22	303	291
Other chemicals, allied products.....	158	147	171	169	179	177	152	169	162	179	167	159	143	1,662	1,537
Tobacco, tobacco products.....	346	330	364	359	393	393	382	405	365	391	368	368	380	3,728	3,531
Dry goods, apparel, total.....	550	545	625	587	592	592	582	701	654	734	655	649	533	6,163	5,649
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	270	341	309	358	287	293	241	2,696	2,381
Dry goods, notions.....	197	187	220	201	204	217	198	225	212	228	221	215	172	2,089	2,013
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	342	392	373	407	385	388	368	3,715	3,541
Paper.....	305	278	311	309	315	310	291	324	308	335	318	319	295	3,087	2,951
Amusement, sporting goods.....	104	103	125	122	139	133	135	153	161	172	167	168	158	1,346	1,267
Books, magazines, newspapers.....	79	74	81	73	72	73	78	88	81	85	84	82	82	786	768
Coal.....	71	65	67	63	65	61	54	64	64	70	71	68	68	644	640
Farm supplies.....	162	168	217	217	194	162	127	147	151	173	142	132	136	1,719	1,717

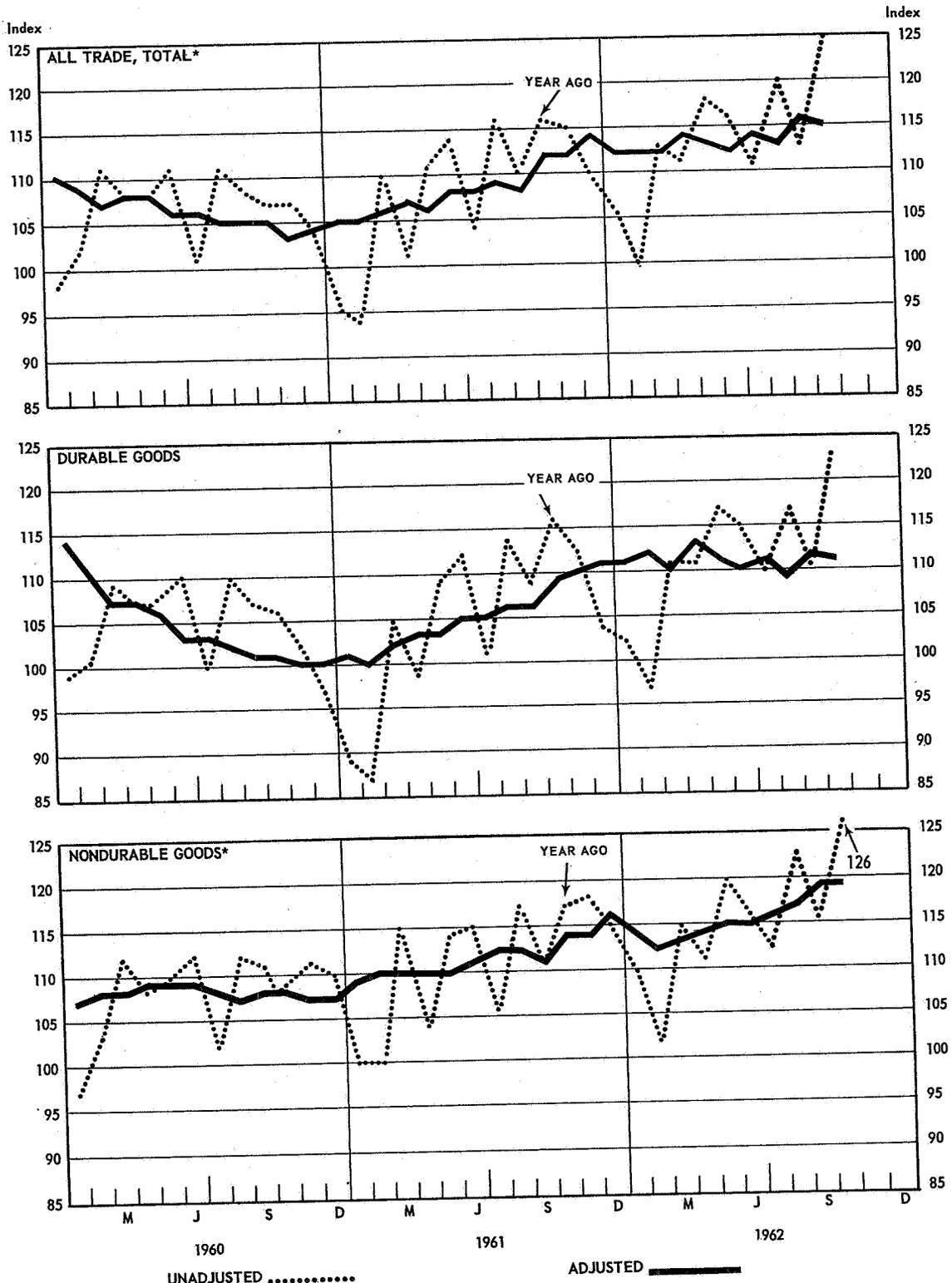
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 15, Estimating Procedures.

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

# MONTHLY SALES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\*Excludes farm products (raw materials).

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962										1961		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept. <sup>1</sup>	Oct. <sup>2</sup>	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,341	13,341	13,413	13,563	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,177	8,115	8,108	8,071	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,224	1,210	1,219	1,225	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	956	928	960	960	909	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,254	1,228	1,225	1,263	1,268	1,200	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	467	470	453	468	474	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	758	773	796	793	726	704	689
Hardware, plumbing, heating equip., supplies, total.....	1,023	1,046	1,067	1,065	1,082	1,094	1,092	1,069	1,063	1,051	1,057	1,037	1,000
Hardware.....	434	445	450	444	449	450	446	435	432	423	430	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	544	540	539	533	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,310	2,287	2,283	2,275	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	983	978	976	964	926	926	912
Metals, metal work (except scrap), total.....	927	956	963	990	978	946	935	923	899	886	851	876	910
Iron, steel, and products.....	769	794	804	820	813	785	779	758	744	726	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,164	5,226	5,305	5,492	5,248	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,328	1,339	1,377	1,466	1,392	1,417	1,407
General-line groceries.....	691	700	717	692	691	680	678	683	696	717	709	717	694
Beer, wine, distilled alcoholic beverages, total....	674	653	668	696	699	716	706	697	730	790	780	783	650
Wine, distilled spirits.....	551	530	529	551	547	555	551	554	582	647	631	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	610	628	632	648	623	610	595
Drugs, drug proprietaries, druggists' sundries....	412	408	410	416	412	410	414	426	430	441	428	420	404
Paper, paper products, excluding wallpaper, total... Paper.....	366	367	376	398	391	389	388	406	389	388	370	380	383
	299	303	311	324	319	328	323	328	314	313	297	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962										1961		
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept. <sup>1</sup>	Oct. <sup>2</sup>	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	122	113	121	111	114	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	165	153	162	145	148	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	171	163	176	156	162	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	198	181	204	186	184	195	213
Electrical goods, total.....	166	176	159	173	167	162	166	158	161	151	150	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	138	144	130	142	135	135	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	184	180	174	162	159	147	142
Hardware, plumbing, heating equip., supplies, total.....	223	231	210	197	179	185	192	174	185	167	176	189	214
Hardware.....	240	239	216	210	200	213	223	195	203	182	184	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	170	178	164	173	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	170	164	175	155	169	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	152	150	161	135	144	147	145
Metals, metalwork (except scrap), total.....	183	204	168	186	177	182	199	181	192	177	160	169	185
Iron, steel, and products.....	214	240	198	213	209	219	231	205	229	205	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	86	80	87	82	85	84	83
Groceries and related products, total.....	56	62	55	57	52	54	52	50	56	54	57	57	58
General-line groceries.....	79	86	81	83	78	77	77	73	79	76	82	81	83
Beer, wine, distilled alcoholic beverages, total....	127	122	106	115	100	106	108	99	114	109	118	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	159	146	149	141	152	126	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	136	127	131	124	127	125	136
Drugs, drug proprietaries, druggists' sundries....	142	165	150	155	149	152	156	146	149	143	147	140	149
Paper, paper products, excluding wallpaper, total... Paper.....	98	108	101	107	103	106	113	104	104	96	96	98	104
	98	109	100	105	101	106	111	101	102	93	93	96	106

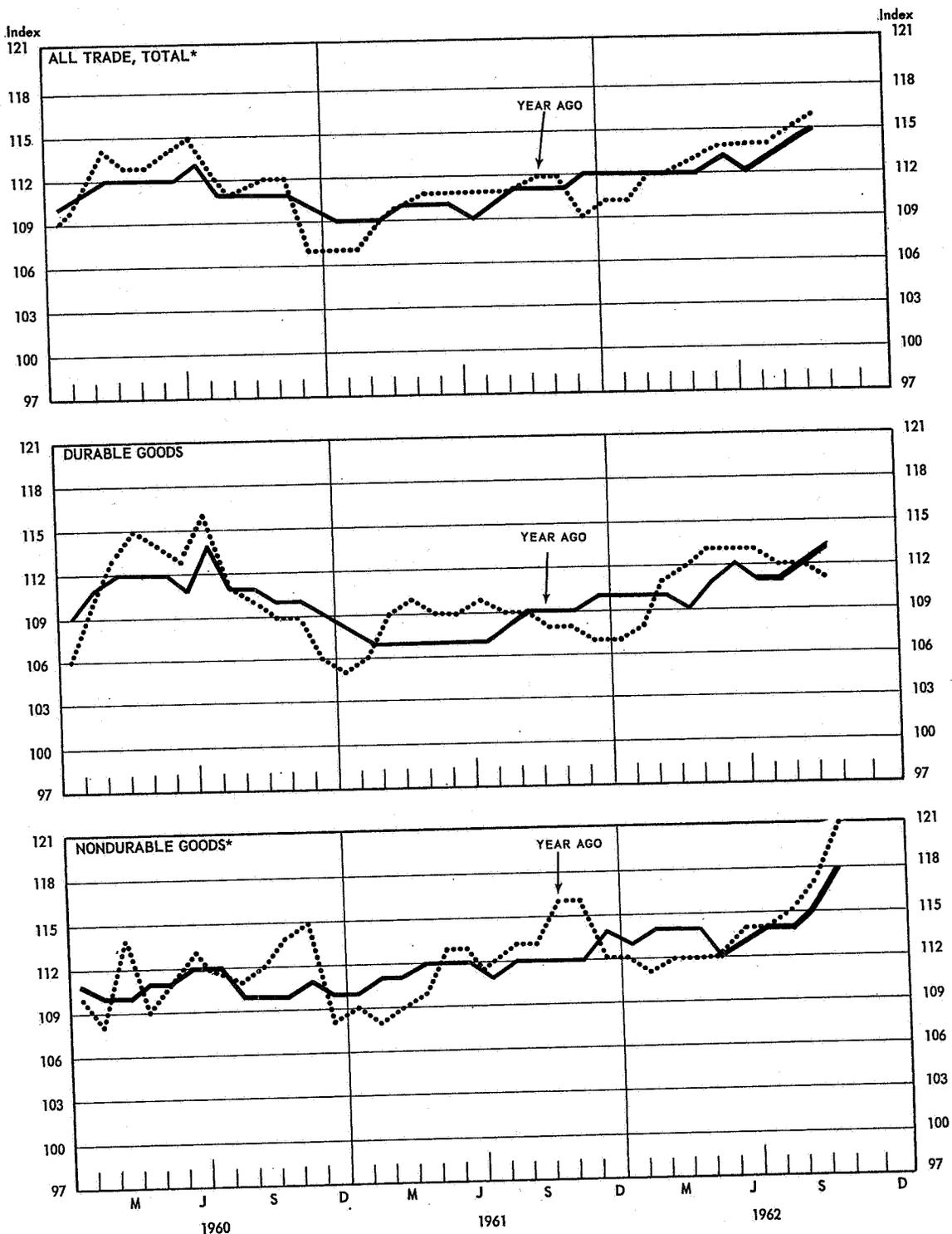
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 15, Estimating Procedures.

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

# MONTHLY INVENTORIES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

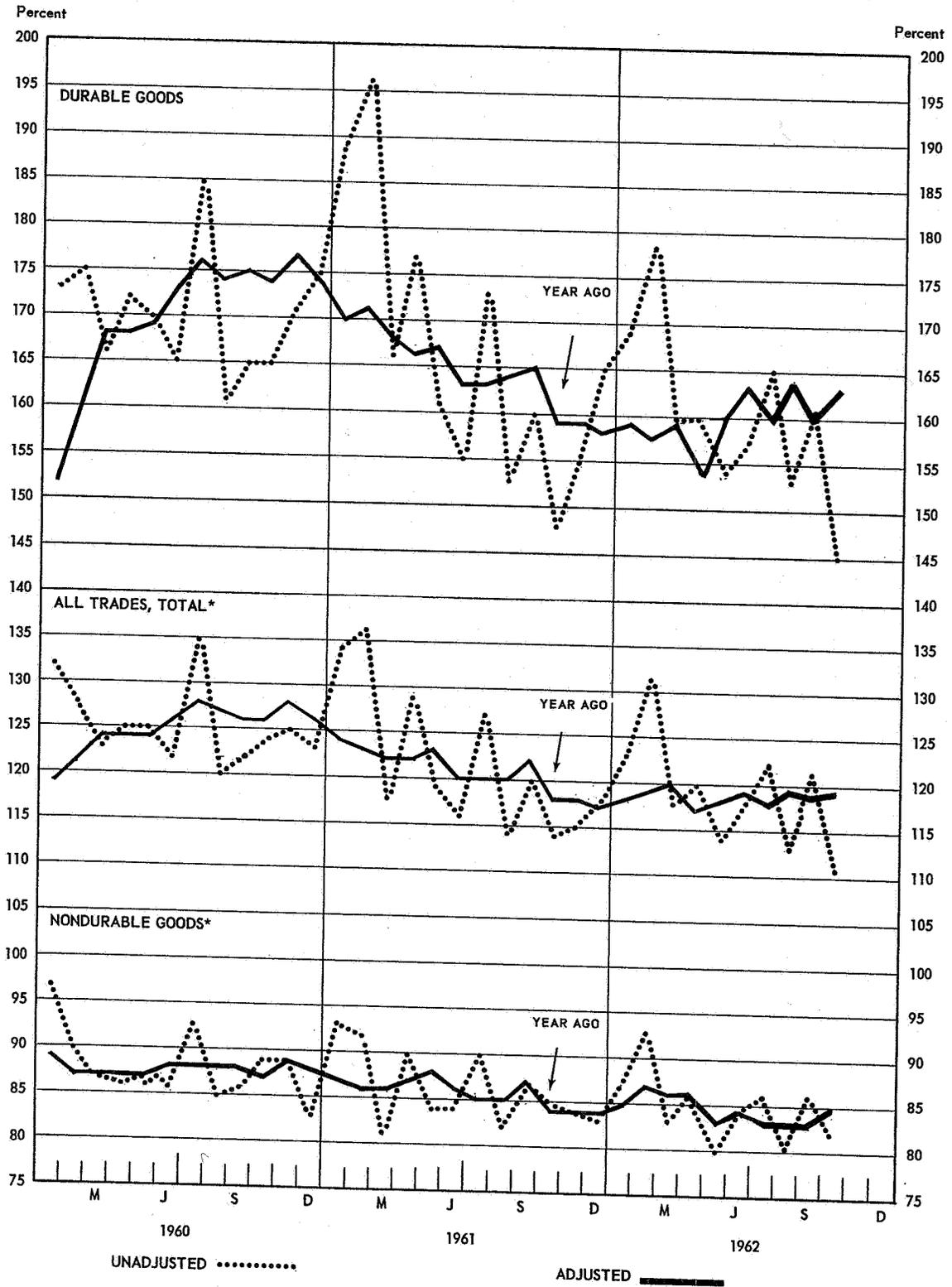


UNADJUSTED .....

ADJUSTED ———

\*Excludes farm products (raw materials).

## STOCK-SALES RATIOS OF MERCHANT WHOLESALERS 1960, 1961, AND 1962



\*Excludes farm products (raw materials).

Table 4. ESTIMATED MONTHLY SALES, INVENTORIES, AND STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962										1961			Total 10 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept. <sup>1</sup>	Oct. <sup>2</sup>	Oct.	Nov.	Dec.	1962	1961
Sales ADJUSTED for seasonal variations and trading day differences															
MERCHANT WHOLESALERS, TOTAL.....	12,069	12,040	11,918	12,134	12,107	12,118	12,167	12,113	12,386	12,289	12,070	12,076	12,210	121,342	115,718
TOTAL (excluding farm products, raw materials).....	11,068	11,034	10,979	11,187	11,119	11,066	11,185	11,154	11,403	11,321	11,000	11,030	11,193	111,515	105,900
DURABLE GOODS, TOTAL.....	5,013	5,069	4,980	5,127	5,012	4,971	5,006	4,916	5,083	5,024	4,949	4,963	5,048	50,201	47,094
Motor vehicles, automotive equipment....	676	696	662	688	664	677	714	704	746	721	682	681	692	6,948	6,460
Electrical goods.....	747	762	771	782	769	773	738	731	781	747	740	752	772	7,601	7,128
Furniture, home furnishings.....	261	262	247	262	240	244	227	263	252	250	251	259	259	2,508	2,427
Hardware, plumbing, heating equipment...	538	549	534	555	573	533	569	555	551	534	530	538	549	5,491	5,237
Lumber, construction materials.....	557	565	561	565	548	546	564	554	596	605	572	576	578	5,661	5,442
Machinery, equipment, supplies.....	1,340	1,337	1,314	1,394	1,355	1,388	1,378	1,319	1,329	1,391	1,266	1,281	1,303	13,545	11,878
Metals, metalwork (except scrap).....	531	529	543	540	523	492	491	464	495	467	513	514	525	5,075	4,819
Scrap, waste materials.....	284	284	264	263	262	247	247	251	248	234	310	288	289	2,584	2,885
NONDURABLE GOODS, TOTAL.....	7,056	6,971	6,938	7,007	7,095	7,147	7,161	7,197	7,303	7,265	7,121	7,113	7,162	71,141	68,624
TOTAL (excluding farm products, raw materials).....	6,055	5,965	5,999	6,060	6,107	6,095	6,179	6,238	6,320	6,296	6,051	6,067	6,145	61,314	58,806
Groceries and related products.....	2,487	2,458	2,507	2,469	2,528	2,464	2,522	2,598	2,617	2,594	2,435	2,466	2,496	25,244	23,849
Beer, wine, distilled alcoholic beverages.....	667	663	639	642	669	660	672	674	682	697	659	657	665	6,665	6,335
Drugs, chemicals, allied products.....	458	455	463	477	461	471	485	476	493	476	467	473	473	4,715	4,541
Tobacco, tobacco products.....	368	376	370	382	376	376	374	387	372	362	355	366	368	3,743	3,559
Dry goods, apparel.....	585	584	589	621	606	626	632	615	628	640	593	607	621	6,126	5,641
Paper, paper products, ex. wallpaper....	379	371	366	382	375	368	367	366	377	371	366	378	377	3,722	3,533
Inventories ADJUSTED for seasonal variations															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	13,086	13,135	13,126	13,083	13,105	13,206	13,176	13,252	13,399	13,499	12,981	12,986	13,131		
DURABLE GOODS, TOTAL.....	7,957	7,960	7,940	7,895	8,026	8,091	8,019	8,066	8,145	8,165	7,893	7,887	7,958		
Motor vehicles, automotive equipment....	1,179	1,163	1,164	1,147	1,181	1,210	1,219	1,225	1,241	1,240	1,168	1,155	1,168		
Electrical goods.....	1,188	1,201	1,198	1,189	1,230	1,219	1,238	1,231	1,247	1,234	1,167	1,177	1,189		
Hardware, plumbing, heating equipment...	1,062	1,050	1,035	1,037	1,046	1,051	1,051	1,077	1,058	1,078	1,084	1,081	1,076		
Machinery, equipment, supplies.....	2,246	2,222	2,255	2,241	2,295	2,292	2,241	2,245	2,304	2,288	2,174	2,167	2,189		
Metals, metalwork (except scrap).....	937	964	943	940	938	947	910	890	921	945	908	921	916		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,129	5,175	5,186	5,188	5,079	5,115	5,157	5,186	5,254	5,334	5,088	5,099	5,173		
Groceries and related products.....	1,383	1,405	1,409	1,400	1,368	1,367	1,372	1,361	1,399	1,439	1,363	1,378	1,415		
Beer, wine, distilled alcoholic beverages.....	716	720	728	734	683	711	708	684	697	705	697	690	689		
Drugs, chemicals, allied products.....	611	605	613	623	614	623	605	615	629	630	604	612	615		
Paper, paper products, ex. wallpaper....	372	378	379	386	383	392	388	396	389	395	376	373	382		
Stock-sales ratios based on ADJUSTED data															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	118	119	120	117	118	119	118	119	118	119	118	118	117		
DURABLE GOODS, TOTAL.....	159	157	159	154	160	163	160	164	160	163	159	159	158		
Motor vehicles, automotive equipment....	174	167	176	167	178	179	171	174	166	172	171	170	169		
Electrical goods.....	159	158	155	152	160	158	168	168	160	165	158	157	154		
Hardware, plumbing, heating equipment...	197	191	194	187	183	197	185	194	192	202	205	201	196		
Machinery, equipment, supplies.....	168	166	172	161	169	165	163	170	173	164	172	169	168		
Metals, metalwork (except scrap).....	176	182	174	174	179	192	185	192	186	203	177	179	174		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	85	87	86	86	83	84	83	83	83	85	84	84	84		
Groceries and related products.....	56	57	56	57	54	55	54	52	53	55	56	56	57		
Beer, wine, distilled alcoholic beverages.....	107	109	114	114	102	108	105	101	102	101	106	105	104		
Drugs, chemicals, allied products.....	133	133	132	131	133	132	125	129	128	132	129	129	130		
Paper, paper products, ex. wallpaper....	98	102	104	101	102	107	106	108	103	107	103	99	101		

<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate.

See page 15, Estimating Procedure.

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding. Seasonally adjusted back data for 1960 and 1961 available on request.

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

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

INDEX

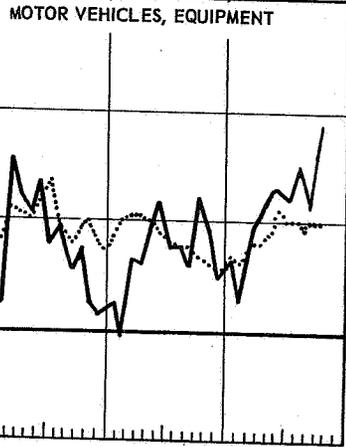
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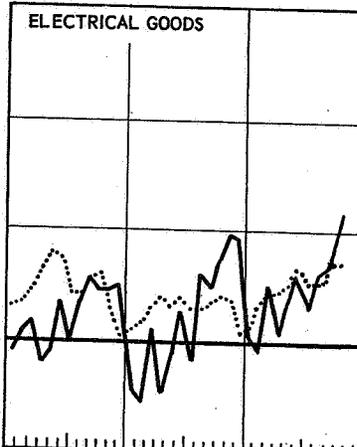
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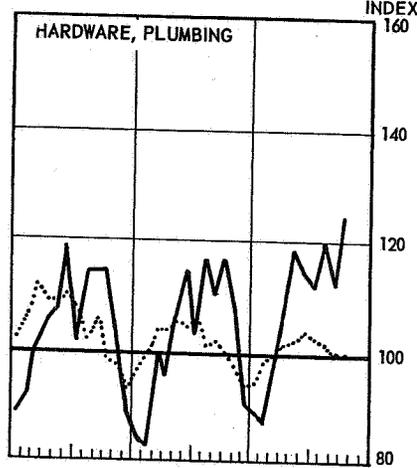
80



ELECTRICAL GOODS



HARDWARE, PLUMBING



INDEX

160

140

120

100

80

160

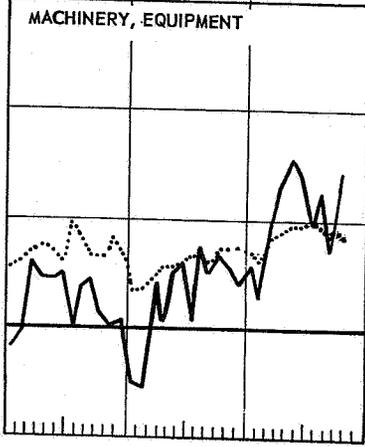
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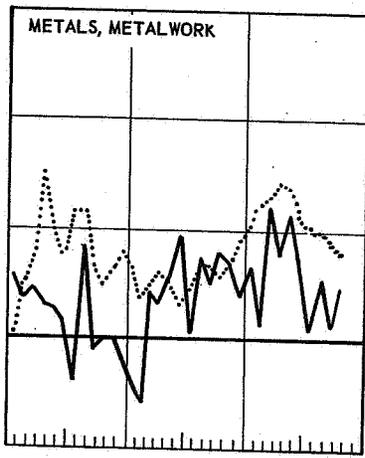
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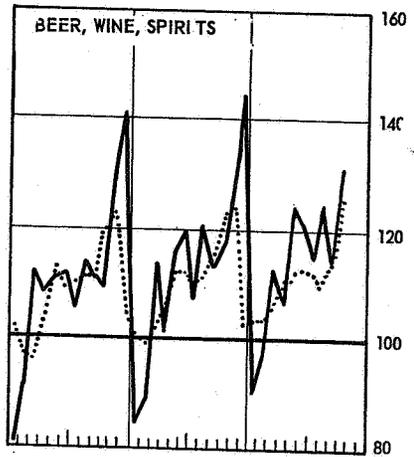
MACHINERY, EQUIPMENT



METALS, METALWORK



BEER, WINE, SPIRITS



160

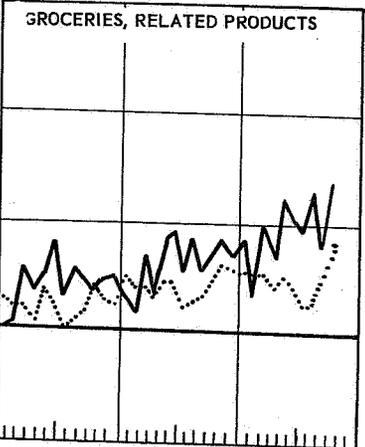
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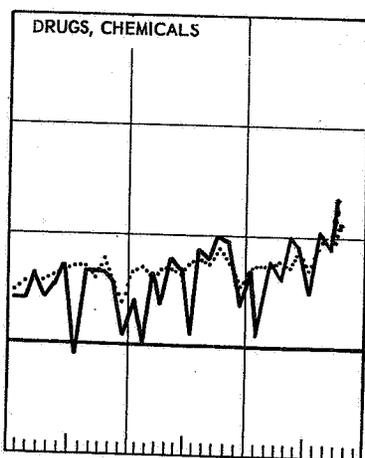
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80

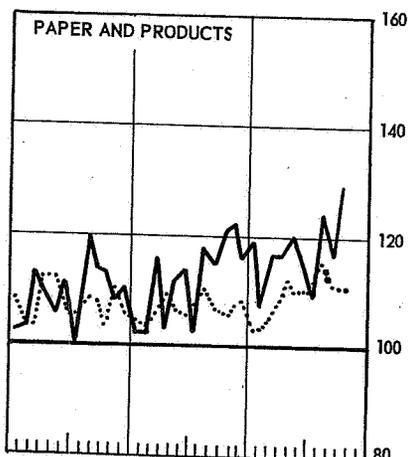
GROCERIES, RELATED PRODUCTS



DRUGS, CHEMICALS



PAPER AND PRODUCTS



160

140

120

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80

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1960 1961 1962

M J S D M J S D M J S D  
1960 1961 1962

M J S D M J S D M J S D  
1960 1961 1962

Sales = —————

Inventories = .....

Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: OCTOBER 1962

Kind of business	Unadjusted					Adjusted <sup>1</sup>				
	Sales			Inventories, end-of-month (at cost)		Sales			Inventories, end-of-month (at cost)	
	Oct. 1962 from--		10 mos. 1962 from 10 mos. 1961	Oct. 1962 from--		Oct. 1962 from--		10 mos. 1962 from 10 mos. 1961	Oct. 1962 from--	
	Oct. 1961	Sept. 1962		Oct. 1961	Sept. 1962	Oct. 1961	Sept. 1962		Oct. 1961	Sept. 1962
MERCHANT WHOLESALERS, TOTAL.....	+6	+12	+5	(X)	(X)	+2	-1	+5	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+7	+11	+6	+4	+1	+3	-1	+5	+4	+1
DURABLE GOODS, TOTAL.....	+6	+11	+7	+3	0	+2	-1	+7	+3	0
Motor vehicles, automotive equipment, total.....	+10	+13	+7	+6	+1	+6	-3	+8	+6	0
Automobiles, other motor vehicles.....	+23	+21	+24	+8	+2	-	-	-	-	-
Automotive equipment, tires, tubes.....	+4	+9	+1	+6	0	-	-	-	-	-
Electrical goods, total.....	+5	+7	+7	+6	0	+1	-4	+7	+6	-1
Electrical supplies, apparatus.....	+3	+6	+8	0	+1	-	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+7	+7	+7	+9	0	-	-	-	-	-
Furniture, home furnishings, total.....	+4	+17	+5	+2	-1	0	-1	+3	+2	0
Furniture-household, office.....	+12	+20	+6	-5	-2	-	-	-	-	-
Home furnishings, floor coverings.....	0	+16	+4	+4	0	-	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total.....	+5	+9	+5	-1	-1	+1	-3	+5	-1	+2
Hardware.....	0	+9	+4	-2	-2	-	-	-	-	-
Plumbing and heating equipment, supplies.....	+6	+8	+6	+1	0	-	-	-	-	-
Air conditioning, refrigeration equipment, supplies.....	+20	+15	+7	-6	-3	-	-	-	-	-
Lumber, construction materials, total.....	+10	+12	+4	+4	-1	+6	+1	+4	+4	0
Lumber, millwork.....	+9	+11	+3	+3	0	-	-	-	-	-
Construction materials.....	+13	+12	+6	+5	-2	-	-	-	-	-
Machinery, equipment, supplies, total.....	+14	+13	+14	+5	0	+10	+5	+14	+5	-1
Commercial, industrial machinery, equipment, supplies.....	+16	+13	+18	+3	-2	-	-	-	-	-
Commercial machines, equipment.....	+11	+16	+3	+5	+2	-	-	-	-	-
Construction machinery, equipment.....	+24	-2	+24	-10	-4	-	-	-	-	-
Industrial machinery, equipment, supplies.....	+14	+18	+19	+10	-1	-	-	-	-	-
Professional equipment, supplies.....	+12	+6	+8	+6	+1	-	-	-	-	-
Surgical, medical, hospital supplies.....	+19	+14	+14	+13	+2	-	-	-	-	-
Service-establishment equipment, supplies.....	-1	+9	+6	+10	+2	-	-	-	-	-
Metals, metalwork (except scrap), total.....	-5	+7	+5	+4	-1	-9	-6	+6	+4	+3
Iron, steel, and products.....	-3	+9	+8	+3	-2	-	-	-	-	-
Nonferrous metals.....	-11	+3	0	+10	+3	-	-	-	-	-
Scrap, waste materials, total.....	-21	+14	-10	-17	-2	-25	-6	-10	-17	0
Iron, steel scrap.....	-34	+14	-20	-25	-3	-	-	-	-	-
Waste materials.....	+1	+13	+6	-1	-1	-	-	-	-	-
Jewelry.....	-8	+9	-4	(X)	(X)	-12	-11	-4	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+6	+13	+4	(X)	(X)	+2	-1	+4	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+8	+10	+5	+5	+4	+4	0	+4	+5	+2
Groceries and related products, total.....	+11	+10	+6	+5	+6	+7	-1	+6	+6	+3
General-line groceries.....	+10	+7	+7	+1	+3	-	-	-	-	-
Voluntary groups.....	+9	+8	+5	+2	+2	-	-	-	-	-
Retailer cooperatives.....	+13	+7	+9	+6	+4	-	-	-	-	-
Nonaffiliated.....	+8	+7	+7	-2	+3	-	-	-	-	-
Specialty-line groceries.....	+10	+11	+3	+14	+1	-	-	-	-	-
Confectionery.....	+10	+15	+5	+2	+2	-	-	-	-	-
Meats, meat products.....	+10	+7	+14	+11	+12	-	-	-	-	-
Poultry, poultry products.....	+17	+18	0	-13	+5	-	-	-	-	-
Fresh fruits, vegetables.....	+15	+14	+4	-8	+7	-	-	-	-	-
Beer, wine, distilled alcoholic beverages, total.....	+10	+13	+5	+1	+8	+6	+2	+5	+1	+1
Beer.....	+8	+7	+3	-4	-4	-	-	-	-	-
Wine, distilled spirits.....	+11	+18	+7	+3	+11	-	-	-	-	-
Drugs, chemicals, allied products, total.....	+6	+8	+4	+4	+3	+2	-4	+4	+4	0
Drugs, drug proprietaries, druggists' supplies.....	+5	+7	+2	+3	+3	-	-	-	-	-
General-line drugs.....	+7	+9	+3	+6	+3	-	-	-	-	-
Paints, varnishes.....	+6	+9	+4	+1	0	-	-	-	-	-
Other chemicals, allied products.....	+8	+11	+8	+7	+3	-	-	-	-	-
Tobacco, tobacco products.....	+6	+7	+6	+10	+4	+2	-3	+5	+10	+5
Dry goods, apparel, total.....	+13	+12	+9	(X)	(X)	+8	+2	+9	(X)	(X)
Apparel and accessories, hosiery, lingerie, footwear.....	+25	+16	+13	(X)	(X)	-	-	-	-	-
Dry goods, notions.....	+3	+7	+4	(X)	(X)	-	-	-	-	-
Piece goods converters.....	+3	+12	+10	(X)	(X)	-	-	-	-	-
Paper, paper products, excluding wallpaper, total.....	+5	+9	+5	+4	0	+1	-2	+5	+5	+2
Paper.....	+4	+9	+5	+4	0	-	-	-	-	-
Stationery, office supplies.....	(X)	(X)	+6	(X)	(X)	-	-	-	-	-
Farm products, raw materials.....	-6	+32	0	(X)	(X)	-9	-1	0	(X)	(X)
Cotton.....	(X)	(X)	-8	(X)	(X)	-	-	-	-	-
Grain.....	-21	+18	+1	(X)	(X)	-	-	-	-	-
Other nondurable goods, total.....	+2	+11	-2	+2	+3	-2	+1	-2	+2	+2
Amusements, sporting goods.....	+3	+7	+6	+6	+3	-	-	-	-	-
Books, magazines, newspapers.....	+2	+6	+2	+2	+4	-	-	-	-	-
Coal.....	-2	+10	+1	-1	+10	-	-	-	-	-
Farm supplies.....	+20	+15	0	-2	+10	-	-	-	-	-

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

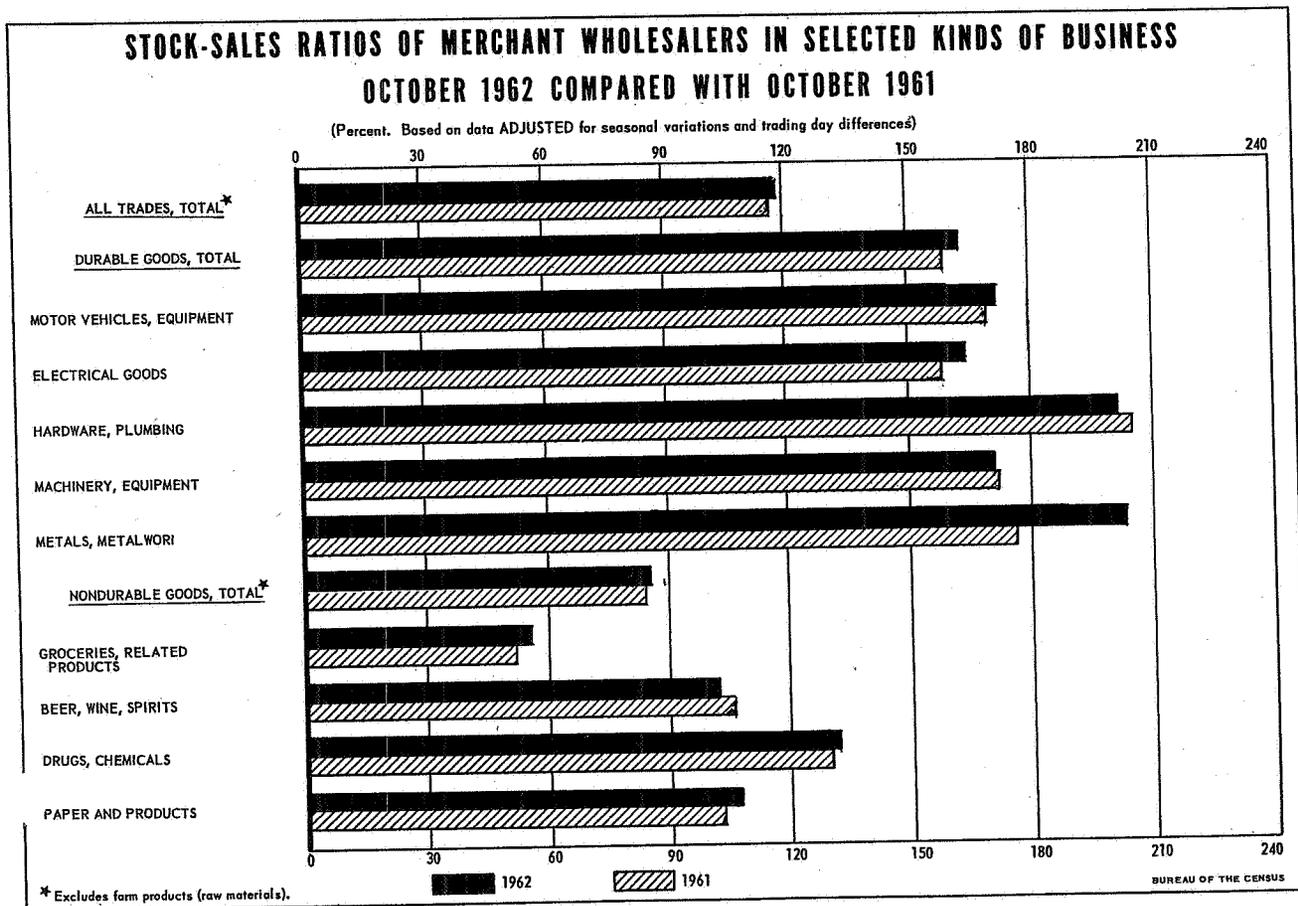
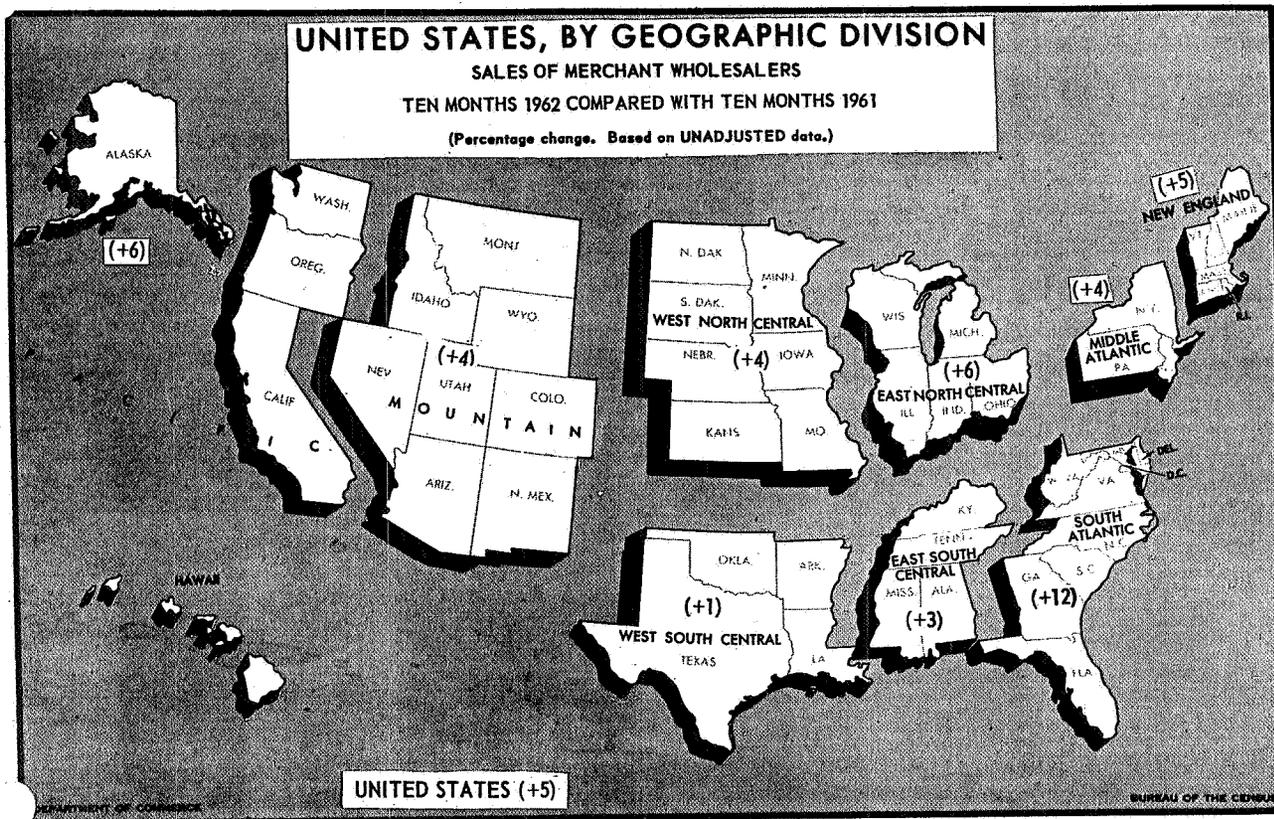
X Withheld due to extreme variability of reported data or a high nonresponse rate.

r Revised since Advance Release dated November 30, 1962.

Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: OCTOBER 1962  
(Based on data NOT ADJUSTED for seasonal variations or trading day differences.)

Kind of business and geographic division (see map, page 11)	Sales			Inventories, end-of-month (at cost)	
	October 1962 from--		10 months 1962 from 10 months 1961	October 1962 from--	
	October 1961	September 1962		October 1961	September 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+6	+12	+5	+4	+1
New England.....					
Middle Atlantic.....	+3	+12	+5	+1	0
East North Central.....	+1	+11	+4	+7	+2
West North Central.....	+5	+14	+6	-1	+1
South Atlantic.....	+4	+13	+4	+1	+2
East South Central.....	+16	+11	+12	+4	0
West South Central.....	+13	+21	+3	+5	+2
Mountain.....	+5	+12	+1	+6	+1
Pacific.....	+9	+7	+4	+11	0
	+9	+12	+6	+3	+1
DURABLE GOODS, TOTAL.....	+6	+11	+7	+3	0
New England.....	+7	+15	+13	-3	-3
Middle Atlantic.....	-2	+12	+4	+5	+1
East North Central.....	+3	+14	+5	-2	-2
West North Central.....	+5	+10	+2	+4	0
South Atlantic.....	+16	+10	+13	+5	-1
East South Central.....	+21	+8	+9	+4	+1
West South Central.....	+10	+10	+8	+8	+1
Mountain.....	+7	+4	+4	+16	-1
Pacific.....	+9	+9	+10	+2	-1
NONDURABLE GOODS, TOTAL <sup>1</sup> .....	+6	+13	+4	+5	+4
New England.....	0	+10	-1	+8	+3
Middle Atlantic.....	+3	+10	+4	+8	+3
East North Central.....	+6	+14	+7	+2	+5
West North Central.....	+3	+14	+5	-2	+4
South Atlantic.....	+16	+13	+11	+3	+5
East South Central.....	+9	+31	0	+8	+4
West South Central.....	+1	+14	-4	+4	+3
Mountain.....	+10	+9	+5	0	+1
Pacific.....	+10	+14	+3	+3	+5
Automotive equipment, tire, tube wholesalers.....	+4	+9	+1	+6	0
Middle Atlantic.....	+3	+12	0	+4	+1
East North Central.....	-8	+10	-2	+2	+1
West North Central.....	-10	+6	-6	+19	0
South Atlantic.....	+16	+10	+9	+12	-2
East South Central.....	+5	+5	+3	+19	0
West South Central.....	(X)	-5	-2	+18	+1
Mountain.....	+7	+2	+3	+29	0
Pacific.....	+8	+4	+1	(X)	-1
Electrical supplies, apparatus distributors.....	+3	+6	+8	0	+1
New England.....	(X)	+9	+17	(X)	+4
Middle Atlantic.....	+2	+8	+8	-6	+1
East North Central.....	-8	+5	+1	-5	-1
West North Central.....	(X)	+8	-1	+6	+3
South Atlantic.....	+23	+10	+13	+1	+4
East South Central.....	+2	+14	+13	-12	0
West South Central.....	+10	(X)	+16	+9	+4
Mountain.....	(X)	+8	+4	+25	+1
Pacific.....	-3	+2	+6	+1	0
Electrical appliances, TV, radio sets, electronic parts distributors.....	+7	+7	+7	+9	0
New England.....	(X)	(X)	+4	(X)	(X)
Middle Atlantic.....	+1	+6	+10	+23	0
East North Central.....	+11	+19	-1	-8	-1
West North Central.....	(X)	+5	+5	-1	-1
South Atlantic.....	+26	0	+21	+9	-1
East South Central.....	(X)	(X)	+6	(X)	(X)
West South Central.....	+29	+8	+10	+11	-1
Mountain.....	(X)	0	+25	(X)	-1
Pacific.....	+7	+10	(X)	+26	0
Furniture, home furnishings wholesalers.....	+4	+17	+5	+2	-1
New England.....	(X)	+23	+1	(X)	(X)
Middle Atlantic.....	+8	+20	+2	+8	-1
East North Central.....	-7	+10	+1	-11	-2
West North Central.....	(X)	+11	-1	+7	0
South Atlantic.....	-3	+15	+4	(X)	+1
East South Central.....	(X)	(X)	+5	(X)	(X)
West South Central.....	(X)	+16	(X)	(X)	(X)
Mountain.....	(X)	+12	+1	+43	+1
Pacific.....	(X)	+25	+16	(X)	(X)
Hardware wholesalers.....	0	+9	+4	-2	-2
New England.....	(X)	+21	+15	-1	(X)
Middle Atlantic.....	-13	+5	-2	(X)	(X)
East North Central.....	+6	+9	+2	+3	-4
West North Central.....	-2	+7	-6	-4	-4
South Atlantic.....	+1	+17	+14	+2	0
East South Central.....	+6	+5	-4	+7	0
West South Central.....	+3	+18	+11	(X)	0
Mountain.....	(X)	+8	+19	-7	+1
Pacific.....	+1	+5	+5	-2	-1

See footnotes at end of table.



\* Excludes farm products (raw materials).

Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: OCTOBER 1962--Continued  
(Based on data NOT ADJUSTED for seasonal variations or trading day differences.)

Kind of business and geographic division (see map, page 11)	Sales			Inventories, end-of-month (at cost)	
	October 1962 from--		10 months from 10 months 1961	October 1962 from--	
	October 1961	September 1962		October 1961	September 1962
Plumbing, heating equipment, supplies distributors.....	+6	+8	+6	+1	0
New England.....	(X)	(X)	+2	(X)	(X)
Middle Atlantic.....	-5	+4	+7	-3	+1
East North Central.....	+11	+9	+4	+3	0
West North Central.....	+16	+12	-4	+5	+1
South Atlantic.....	+15	+19	+14	+1	-2
East South Central.....	(X)	(X)	-4	(X)	(X)
West South Central.....	+5	+6	+7	(X)	+3
Pacific.....	(X)	+6	+7	+3	-2
Lumber, construction materials distributors.....	+10	+12	+4	+4	-1
New England.....	(X)	+8	+3	(X)	(X)
Middle Atlantic.....	+5	+10	+6	+14	-1
East North Central.....	-7	+13	-6	-17	-1
West North Central.....	+6	+8	-11	(X)	+3
South Atlantic.....	+13	+9	+3	+13	-2
East South Central.....	(X)	+8	+4	(X)	0
West South Central.....	+21	+14	+15	-4	0
Industrial machinery, equipment supplies distributors.....	+14	+18	+19	+10	-1
New England.....	(X)	(X)	+40	(X)	(X)
Middle Atlantic.....	-1	+19	+10	+13	+1
East North Central.....	+29	+24	+33	+6	-2
West North Central.....	(X)	(X)	+17	(X)	+4
South Atlantic.....	+11	+29	+16	-2	-9
East South Central.....	-4	+11	+14	+14	0
West South Central.....	(X)	+11	+23	+11	-2
General-line grocery wholesalers.....	+10	+7	+7	+1	+3
New England.....	+13	+6	-2	+8	+3
Middle Atlantic.....	+4	+9	-4	+8	+7
East North Central.....	+21	+8	+12	+13	+6
West North Central.....	+1	+6	+6	-12	+2
South Atlantic.....	-7	+5	+10	(X)	(X)
East South Central.....	-1	+5	+2	-9	+2
West South Central.....	+13	+6	+12	0	+1
Mountain.....	+13	+13	+7	+7	-3
Pacific.....	+21	+7	+12	+3	+1
Specialty-line grocery wholesalers.....	+10	+11	+3	+14	+11
New England.....	(X)	(X)	+1	(X)	(X)
Middle Atlantic.....	+6	+1	+3	+21	+10
East North Central.....	+10	+11	+3	+9	+7
West North Central.....	(X)	(X)	+5	(X)	(X)
South Atlantic.....	(X)	+16	+12	(X)	+3
East South Central.....	(X)	-4	+18	+55	+5
West South Central.....	(X)	(X)	-1	(X)	(X)
Mountain.....	(X)	(X)	+8	(X)	(X)
Pacific.....	+10	+24	-5	(X)	(X)
Fresh fruit, vegetable wholesalers.....	+15	+14	+4	-8	+7
New England.....	(X)	(X)	-5	(X)	(X)
Middle Atlantic.....	+12	(X)	+3	-24	+5
East North Central.....	(X)	(X)	+3	(X)	(X)
West North Central.....	+7	+4	-6	0	+6
East South Central.....	(X)	+8	(X)	+37	+10
West South Central.....	(X)	+4	0	-1	+4
Mountain.....	(X)	(X)	+3	(X)	(X)
Pacific.....	(X)	(X)	-9	(X)	+13
Drug wholesalers (general and specialty lines).....	+5	+7	+2	+3	+3
New England.....	(X)	+5	-10	(X)	+3
Middle Atlantic.....	-11	+6	-3	(X)	(X)
East North Central.....	+17	+9	+9	+8	+2
West North Central.....	+2	-1	0	0	+2
South Atlantic.....	+15	+6	+1	+5	+3
East South Central.....	(X)	+5	+5	-12	+2
West South Central.....	+5	+3	+1	+6	+3
Mountain.....	(X)	+10	+7	+19	-1
Pacific.....	+18	+14	+8	+7	+5
Tobacco distributors.....	+6	+7	+6	+10	+4
New England.....	+24	+9	+8	(X)	(X)
Middle Atlantic.....	+2	+3	+5	+8	+2
East North Central.....	+12	+12	+2	(X)	(X)
West North Central.....	+11	+5	+11	+12	+7
South Atlantic.....	-4	+3	+2	(X)	(X)
East South Central.....	(X)	+3	+5	+6	+4
West South Central.....	+16	+3	+2	+26	+2
Mountain.....	(X)	+10	+19	(X)	+3
Pacific.....	-9	+13	+9	-8	+6
Dry goods, apparel wholesalers.....	+12	+12	+9	+9	-2
New England.....	(X)	(X)	-3	(X)	(X)
Middle Atlantic.....	+18	+15	+13	(X)	(X)
East North Central.....	(X)	+8	+14	+7	-3
West North Central.....	(X)	+4	(X)	(X)	-9
South Atlantic.....	(X)	(X)	+9	(X)	(X)
East South Central.....	(X)	-3	(X)	(X)	0
West South Central.....	-10	-7	(X)	(X)	+4
Mountain.....	(X)	+12	(X)	(X)	-5
Pacific.....	(X)	(X)	-3	(X)	-2

X Withheld due to extreme variability of reported data or a high nonresponse rate.  
<sup>1</sup> Inventory trends for "Merchant Wholesalers, Total" and for "Nondurable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 18 through 20.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1961, includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

The sample of 5,000 firms in any one month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates, and as a by-product,

geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection, ready-mixed concrete distributors, which in 1954 reported sales of \$998 million (27% of the construction materials distributors total and 1% of total merchant wholesalers sales), were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see Item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month, during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in tables 7 and 8 as an approximate measure of the difference in level between the two series. However, the differences shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission

Table 7. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	2199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	3481	Apparel and accessories, hosiery, lingerie, footwear.....	155	189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	4193	184
Service-establishment equipment, supplies.....	3139	96	Paper, paper products, excluding wallpaper, total.....	5347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 8. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	3812	185	3169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	5326	369	594	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesaler sales—are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 37 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

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

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

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

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates; but where the measurement of trend are considered to have acceptable reliability. Table 6 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

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

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-9 version of Census Method II for seasonal adjustment. A description of this technique is included in the Appendix of the March 1962 publication of Business Cycle Developments issued by the Bureau of the Census. The trading day factors used to adjust the sales statistics for all kinds of business are based on a 5½ day workweek, with equal weight given to each day of the week. The seasonal adjustment factors being used in 1962 are available upon request.

#### 5. Unpublished Data

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes, and stock-sales ratios shown in this report.

The preliminary "composite" estimate is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the above pre-

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

vious month composite estimate by the current to previous month ratio obtained from the current month reports.

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates, and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 9 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimates. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 9.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an esti-

mate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the non-response rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for non-response. In some geographic divisions the non-response may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

The use of sampling errors shown in table 9 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 9. SAMPLING VARIABILITY—ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to—			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	0.7-1.0	0.8	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	3
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	-	-	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	6
Construction machinery, equipment.....	4-8	6	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	5
Professional equipment, supplies.....	3-5	4	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	-	-	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	4-5	5	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	1.2-1.6	1.5	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	1	3-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	-	-	1-2	2	3-4	3	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	2-4	3	1-3	1	3-4	3	-	-	0.6-2.2	1.1	3-5	4
Confectionery.....	4-7	4	1-3	1	6-10	8	-	-	0.6-2.7	1.3	5-7	7
Meat, meat products.....	5-10	6	1-4	2	3-4	4	-	-	1.8-7.9	3.1	3-10	7
Poultry, poultry products.....	4-6	5	1-6	2	5-6	6	-	-	1.7-4.9	2.8	9-11	11
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2.0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	2-3	2	0.3-0.9	0.5	2-2	2
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-15	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Non-durable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, pipes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquors.

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco  
(Part of SIC 509)**

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

**Dry Goods, Apparel  
(SIC 503)**

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

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

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

**Paper, Paper Products, Except Wallpaper  
(Part of SIC 509)**

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

Stationery, office supplies (part of SIC 5096)—Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products—Raw Materials  
(SIC 505)**

Cotton (part of SIC 505)—Establishments primarily engaged in wholesale distribution of raw cotton and cotton lintens.

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

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

**Other Nondurable Goods  
(Part of SIC 509)**

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

NOVEMBER 1962

BW-62-11

## SALES AND INVENTORIES

FOR RELEASE  
January 11, 1963<sup>1</sup>

### SALES

November 1962 sales of merchant wholesalers, estimated at \$12.9 billion, were down 3 percent from the record level established in October, but up 2 percent over November sales a year ago. Cumulative sales for eleven months of 1962 totaled \$133.8 billion, an increase of 5 percent over the same period of 1961.

After adjustment for seasonal variations and trading day differences, but not for price changes, November 1962 sales amounted to \$12.4 billion, up slightly (1%) over October sales and 2 percent above November 1961 sales. Adjusted sales in the durable goods trades increased 2 percent over the October level as well as the November 1961 level. Nondurable goods sales, after adjustment, showed a slight (1%) increase over the previous month and a 2 percent gain over a year ago. Cumulative sales in the durable goods trades showed a 6 percent gain over eleven months 1961, compared to a 4 percent gain in the nondurable goods trades.

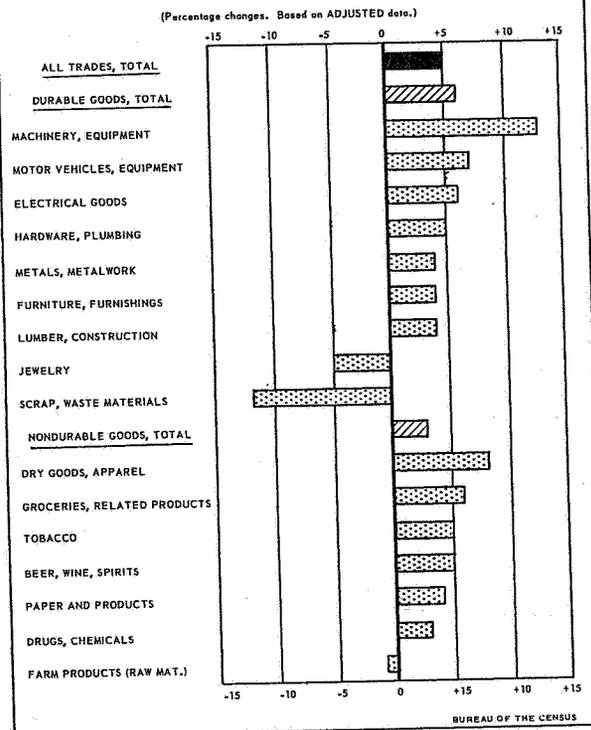
Based on adjusted data, most trades indicated small increases over October 1962 sales. The principal gains were reported in tobacco (7%) and furniture, home furnishings (6%). Declines were shown in jewelry (-9%), paper, paper products (-4%), beer, wine, spirits (-2%), and scrap, waste materials (-1%). Adjusted November sales in drugs, chemicals and farm products (raw materials) were unchanged from their October levels. Motor vehicles, automotive equipment and machinery, equipment, supplies, each up 9 percent, shared the principal gain over year-ago sales. Scrap, waste materials, with sales down 21 percent, and jewelry, with sales off 18 percent, accounted for the sharpest declines among the five trade groups reporting decreases from their year-ago adjusted sales.

Eleven month 1962 sales, after adjustment, were above eleven month 1961 sales in all but four trade groups. Machinery, equipment, supplies, with adjusted sales up 13 percent, registered the largest gain; scrap, waste materials, with adjusted sales down 12 percent, indicated the sharpest decline from eleven month 1961 sales.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, were valued at \$13.5 billion at the end of November. After adjustment for seasonal variations, November inventories were slightly (1%) below October inventories but 3 percent above a year ago. Stocks in the durable goods trades, after adjustment, decreased slightly (1%) from the previous month level but were 3 percent above last November. Adjusted nondurable goods

### SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS ELEVEN MONTHS 1962 COMPARED WITH ELEVEN MONTHS 1961



stocks were also down slightly (1%) from a month earlier, but were up 4 percent from the year-ago level.

Based on adjusted data, most trade groups reported only small changes from previous month inventory levels, although stocks of paper, paper products declined 6 percent and lumber, construction materials stocks were down 4 percent. Changes from year-ago stock levels were more substantial, however, ranging from an 11 percent increase in tobacco products inventories to a 14 percent decrease in scrap, waste materials inventories.

The November 1962 stock-sales ratio for merchant wholesalers, based on the seasonally adjusted figures, was 117 percent, down 3 points from October and 1 point below the November 1961 stock-sales ratio. The stock-sales ratio of durable goods wholesalers was 160 percent (down 1 point from November of a year ago) compared with the nondurable goods ratio of 83 percent (also down 1 point from November 1961).

<sup>1</sup>An advance release of November 1962 data was issued on January 3, 1963.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											1961		Total 11 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct. <sup>1</sup>	Nov. <sup>2</sup>	Nov.	Dec.	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	12,252	11,847	12,772	11,991	13,342	12,916	12,652	11,916	133,770	127,689
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	11,369	10,942	11,828	11,098	12,177	11,712	11,345	10,791	123,126	116,907
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	5,209	4,969	5,312	5,007	5,526	5,161	5,059	4,691	55,557	52,217
Motor vehicles, automotive equipment, total..	643	614	684	695	708	722	714	744	692	794	733	674	623	7,744	7,186
Automobiles, other motor vehicles.....	209	221	251	237	226	236	231	232	221	272	216	204	204	2,598	2,099
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	512	472	522	470	458	419	5,146	5,087
Electrical goods, total.....	699	674	755	705	744	774	738	777	787	841	827	822	820	8,321	7,809
Electrical supplies, apparatus.....	290	285	317	319	346	337	327	348	330	351	334	343	335	3,583	3,365
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	411	430	457	489	493	479	486	4,738	4,444
Furniture, home furnishings, total.....	234	230	256	252	247	242	227	285	252	294	286	272	248	2,803	2,682
Furniture-household, office.....	63	64	68	68	73	79	67	89	74	88	83	71	70	815	764
Home furnishings, floor coverings.....	171	166	188	183	174	163	160	196	178	206	204	201	178	1,988	1,917
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	569	614	575	634	560	549	467	6,111	5,833
Hardware.....	181	186	208	212	225	211	200	223	213	233	217	212	183	2,309	2,232
Plumbing and heating equipment, supplies...	233	222	245	266	302	294	295	320	303	332	285	285	236	3,097	2,941
Lumber, construction materials, total.....	458	440	525	562	622	608	613	651	613	662	595	571	452	6,346	6,109
Lumber, millwork.....	316	300	355	369	410	405	394	418	395	421	376	372	302	4,156	4,046
Construction materials.....	143	140	170	193	212	203	218	234	219	240	219	199	149	2,191	2,063
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,364	1,396	1,302	1,446	1,359	1,249	1,225	14,986	13,179
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	974	980	925	1,015	944	897	890	10,674	9,176
Construction machinery, equipment.....	151	154	180	234	249	260	227	228	222	209	189	170	155	2,302	1,884
Industrial machinery, equipment, supplies.....	669	617	695	674	695	679	647	651	605	691	648	630	627	7,271	6,232
Professional equipment, supplies.....	141	131	144	138	141	147	147	162	155	168	157	142	137	1,630	1,499
Service-establishment equipment, supplies..	106	99	115	116	120	122	112	113	109	123	114	115	105	1,251	1,181
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	470	510	468	506	478	519	493	5,583	5,3
Iron, steel, and products.....	359	331	407	384	388	358	336	369	325	360	330	354	330	3,948	3,709
Nonferrous metals.....	148	137	165	149	165	160	133	141	144	146	148	164	164	1,636	1,649
Scrap, waste materials, total.....	286	277	289	280	272	241	222	254	227	253	235	296	257	2,835	3,189
Iron, steel scrap.....	170	165	162	152	146	126	114	129	119	136	124	182	155	1,542	1,951
Waste materials.....	116	112	127	128	126	115	108	126	107	117	111	114	102	1,294	1,238
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,878	7,459	6,984	7,816	7,754	7,593	7,225	78,214	75,472
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,972	6,516	6,091	6,651	6,551	6,286	6,100	67,570	64,689
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,671	2,462	2,686	2,634	2,485	2,422	27,899	26,265
General-line groceries.....	876	816	884	834	888	882	883	931	886	958	946	880	839	9,784	9,116
Specialty-line groceries.....	759	662	756	704	782	731	742	794	711	779	764	735	726	8,184	7,954
Confectionery.....	68	66	80	74	76	74	70	77	76	86	82	73	73	829	782
Meats, meat products.....	422	371	407	399	466	442	419	476	434	463	449	487	399	4,748	4,173
Poultry, poultry products.....	112	102	109	111	119	106	109	120	111	132	133	126	116	1,264	1,261
Fresh fruits, vegetables.....	258	239	306	289	335	312	307	274	245	269	260	255	268	3,090	2,979
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	657	703	641	710	762	748	811	7,154	6,826
Beer.....	203	201	235	250	299	305	310	323	250	266	250	241	241	2,891	2,805
Wine, distilled spirits.....	327	334	396	356	402	373	347	380	391	444	512	507	570	4,263	4,021
Drugs, chemicals, allied products, total.....	472	418	474	469	487	478	450	496	481	517	486	487	438	5,228	5,047
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	266	293	288	308	292	300	272	3,073	3,032
Paints, varnishes.....	24	23	28	31	33	32	32	35	31	34	29	28	22	332	318
Other chemicals, allied products.....	158	147	171	169	179	177	152	169	162	175	164	159	143	1,822	1,696
Tobacco, tobacco products.....	346	330	364	359	393	393	382	405	365	395	393	368	380	4,124	3,899
Dry goods, apparel, total.....	550	545	625	587	592	592	582	701	654	720	686	649	533	6,835	6,298
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	270	341	309	348	337	293	241	3,023	2,674
Dry goods, notions.....	197	187	220	201	204	217	198	225	212	225	215	215	172	2,301	2,228
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	342	392	373	405	364	388	368	4,078	3,934
Paper.....	305	278	311	309	315	310	291	324	308	339	310	319	295	3,401	3,274
Amusement, sporting goods.....	104	103	125	122	139	133	135	153	161	168	173	168	158	1,516	1,435
Books, magazines, newspapers.....	79	74	81	73	72	73	78	88	81	87	80	82	82	867	850
Coal.....	71	65	67	63	65	61	54	64	64	70	71	68	68	715	708
Farm supplies.....	162	168	217	217	194	162	127	147	151	169	156	132	136	1,868	1,850

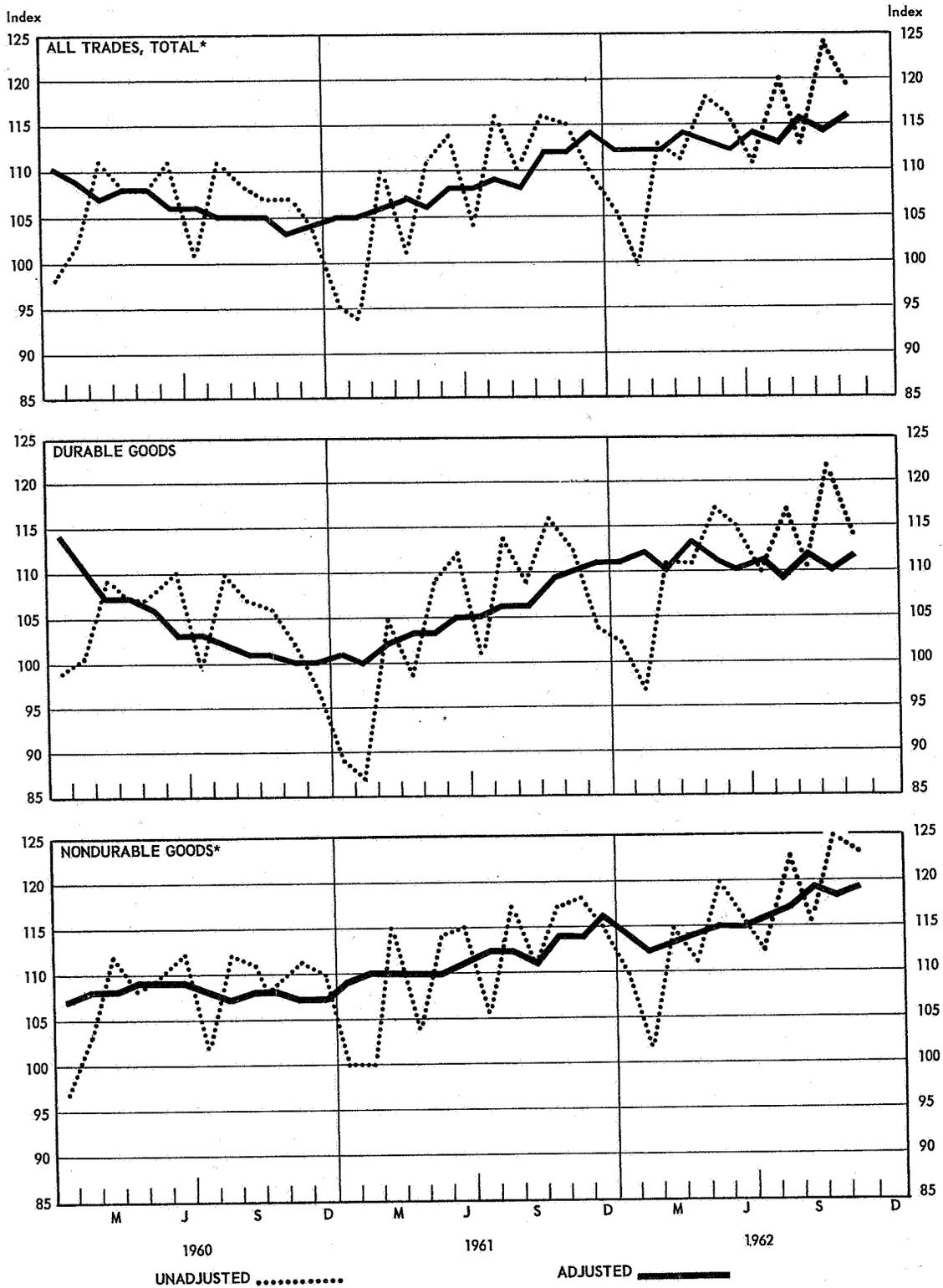
<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

See page 15, Estimating Procedures.

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

## MONTHLY SALES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\*Excludes farm products (raw materials).

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											1961	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct. <sup>1</sup>	Nov. <sup>2</sup>	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,341	13,341	13,413	13,539	13,472	13,098	12,781
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,177	8,115	8,108	8,069	8,009	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,224	1,210	1,219	1,237	1,240	1,140	1,132
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	956	928	960	965	949	893	891
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,254	1,228	1,225	1,263	1,281	1,265	1,186	1,135
Electrical supplies, apparatus.....	458	458	471	467	471	467	470	453	468	477	484	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	758	773	796	804	781	704	689
Hardware, plumbing, heating equip., supplies, total.....	1,023	1,046	1,067	1,065	1,082	1,094	1,092	1,069	1,063	1,055	1,016	1,037	1,000
Hardware.....	434	445	450	444	449	450	446	435	432	427	411	420	413
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	544	540	540	516	524	501
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,310	2,287	2,283	2,252	2,260	2,201	2,201
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	983	978	978	954	954	926	912
Metals, metalwork (except scrap), total.....	927	956	963	990	978	946	935	923	899	874	871	876	910
Iron, steel, and products.....	769	794	804	820	813	785	779	758	744	716	719	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,164	5,226	5,305	5,470	5,463	5,280	5,050
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,328	1,339	1,377	1,469	1,482	1,417	1,407
General-line groceries.....	691	700	717	692	691	680	678	683	696	728	745	717	694
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	716	706	697	730	779	793	783	650
Wine, distilled spirits.....	551	530	529	551	547	555	551	554	582	632	651	641	528
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	610	628	632	650	635	610	595
Drugs, drug proprietaries, druggists' sundries....	412	408	410	416	412	410	414	426	430	442	427	420	404
Paper, paper products, excluding wallpaper, total....	366	367	376	398	391	389	388	406	389	382	375	380	383
Paper.....	299	303	311	324	319	328	323	314	313	317	313	305	312

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											1961	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct. <sup>1</sup>	Nov. <sup>2</sup>	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	122	113	121	111	115	115	118
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	165	153	162	146	155	155	165
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	171	163	176	156	169	169	182
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	198	181	204	185	202	195	213
Electrical goods, total.....	166	176	159	173	167	162	166	158	161	152	153	144	138
Electrical supplies, apparatus.....	158	161	149	146	136	138	144	130	142	136	145	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	184	180	174	164	158	147	142
Hardware, plumbing, heating equip., supplies, total.....	223	231	210	197	179	185	192	174	185	166	179	189	214
Hardware.....	240	239	216	210	200	213	223	195	203	183	190	198	226
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	170	178	163	181	184	212
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	170	164	175	156	166	176	180
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	152	150	161	137	147	147	145
Metals, metalwork (except scrap), total.....	183	204	168	186	177	182	199	181	192	173	182	169	185
Iron, steel, and products.....	214	240	198	213	209	219	231	205	229	199	218	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	86	80	87	82	83	84	83
Groceries and related products, total.....	56	62	55	57	52	54	52	50	56	55	56	57	58
General-line groceries.....	79	86	81	83	78	77	77	73	79	76	79	81	83
Beer, wine, distilled alcoholic beverages, total....	127	122	106	115	100	106	108	99	114	110	104	105	80
Wine, distilled spirits.....	168	159	134	155	136	149	159	146	149	142	127	126	93
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	136	127	131	126	131	125	125
Drugs, drug proprietaries, druggists' sundries....	142	165	150	155	149	152	156	146	149	144	146	140	140
Paper, paper products, excluding wallpaper, total....	98	108	101	107	103	106	113	104	104	94	103	98	104
Paper.....	98	109	100	105	101	106	111	101	102	94	101	96	106

<sup>1</sup> Final estimate.<sup>2</sup> Preliminary estimate.

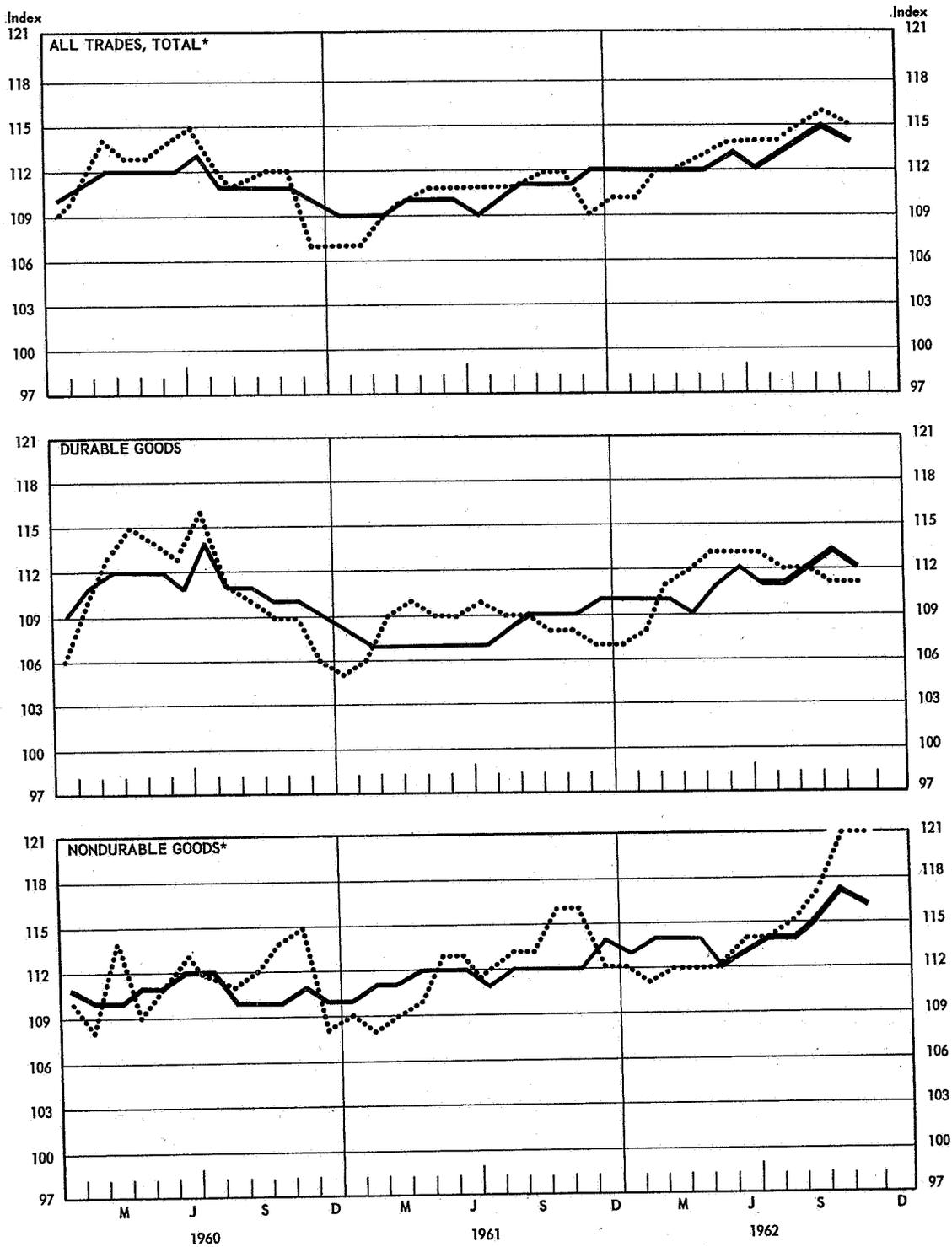
See page 15, Estimating Procedures.

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

# MONTHLY INVENTORIES OF MERCHANT WHOLESALERS

1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

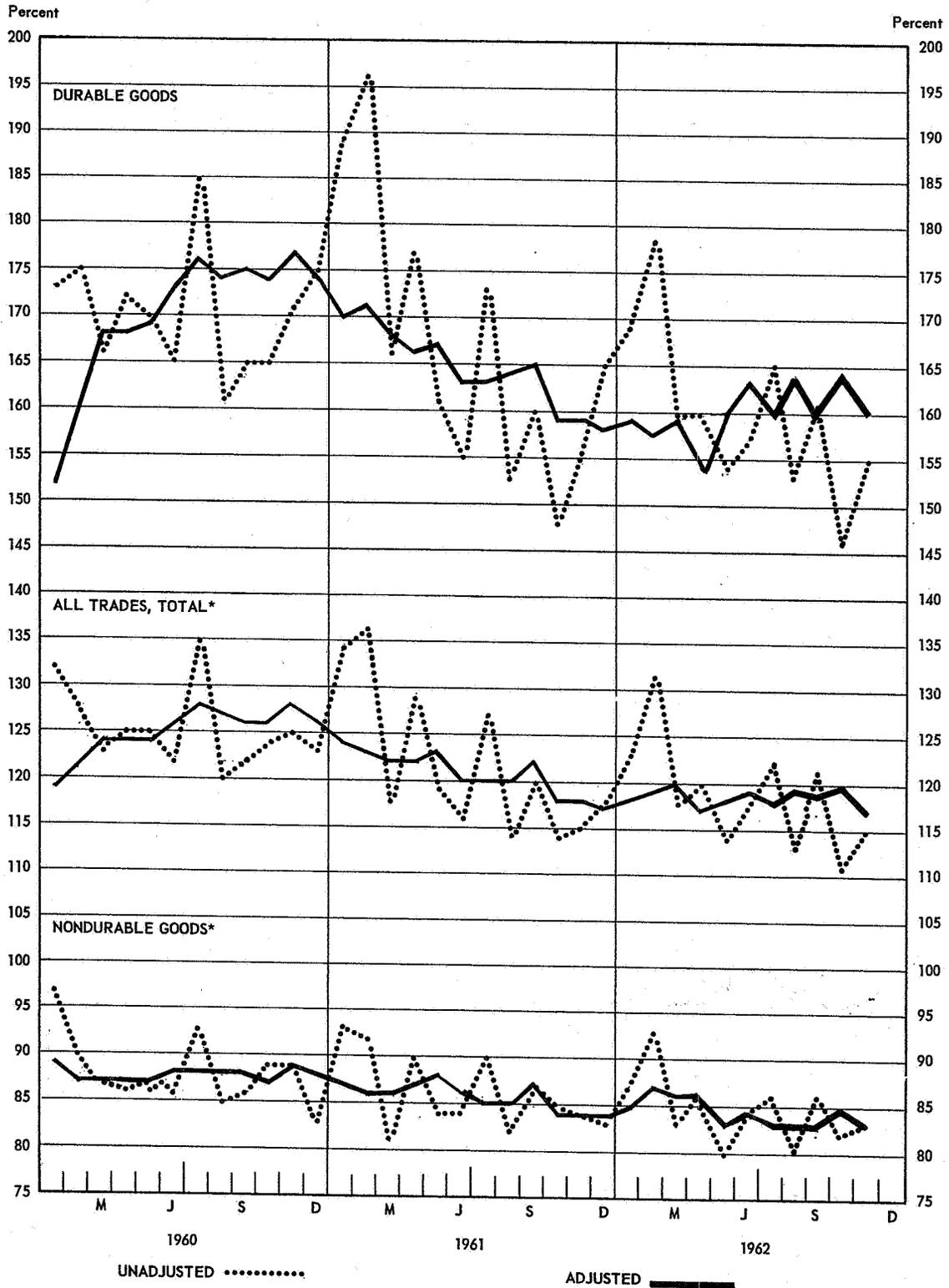


UNADJUSTED .....

ADJUSTED ———

\*Excludes farm products (raw materials).

### STOCK-SALES RATIOS OF MERCHANT WHOLESALERS 1960, 1961, AND 1962



\*Excludes farm products (raw materials).

Table 4. ESTIMATED MONTHLY SALES, INVENTORIES, AND STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											1961		Total 11 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct. <sup>1</sup>	Nov. <sup>2</sup>	Nov.	Dec.	1962	1961
Sales ADJUSTED for seasonal variations and trading day differences															
MERCHANT WHOLESALERS, TOTAL.....	12,069	12,040	11,918	12,134	12,107	12,118	r12,180	12,113	12,386	12,187	12,360	12,076	12,210	133,612	127,974
TOTAL (excluding farm products, raw materials).....	11,068	11,034	10,979	11,187	11,119	11,066	r11,198	11,154	11,403	11,234	11,404	11,030	11,193	122,843	116,930
DURABLE GOODS, TOTAL.....	5,013	5,069	4,980	5,127	5,012	4,971	r5,019	4,916	5,083	4,991	5,076	4,963	5,048	55,258	52,057
Motor vehicles, automotive equipment.....	676	696	662	688	664	677	r688	704	746	730	741	681	692	7,672	7,141
Electrical goods.....	747	762	771	782	769	773	r761	731	781	746	757	752	772	8,380	7,880
Furniture, home furnishings.....	261	262	247	262	240	244	r252	263	252	249	264	251	259	2,796	2,678
Hardware, plumbing, heating equipment.....	538	549	534	555	573	533	r560	555	551	538	549	538	549	6,035	5,775
Lumber, construction materials.....	557	565	561	565	548	546	r564	554	596	585	601	576	578	6,242	6,018
Machinery, equipment, supplies.....	1,340	1,337	1,314	1,394	1,355	1,388	r1,378	1,319	1,329	1,369	1,395	1,281	1,303	14,918	13,159
Metals, metalwork (except scrap).....	531	529	543	540	523	492	r491	464	495	471	474	514	525	5,553	5,333
Scrap, waste materials.....	284	284	264	263	262	247	r247	251	248	230	228	288	289	2,808	3,173
NONDURABLE GOODS, TOTAL.....	7,056	6,971	6,938	7,007	7,095	7,147	r7,161	7,197	7,303	7,196	7,284	7,113	7,162	78,354	75,737
TOTAL (excluding farm products, raw materials).....	6,055	5,965	5,999	6,060	6,107	6,095	r6,179	6,238	6,320	6,242	6,327	6,067	6,145	67,585	64,873
Groceries and related products.....	2,487	2,458	2,507	2,469	2,528	2,464	r2,522	2,598	2,617	2,585	2,616	2,466	2,496	27,851	26,315
Beer, wine, distilled alcoholic beverages.....	667	663	639	642	669	660	r672	674	682	681	669	657	665	7,318	6,992
Drugs, chemicals, allied products.....	458	455	463	477	461	471	r485	476	493	472	471	473	473	5,182	5,014
Tobacco, tobacco products.....	368	376	370	382	376	376	r374	387	372	365	390	366	368	4,136	3,925
Dry goods, apparel.....	585	584	589	621	606	626	r632	615	628	627	641	607	621	6,754	6,248
Paper, paper products, ex. wallpaper.....	379	371	366	382	375	368	r367	366	377	370	356	378	377	4,077	3,911
Inventories ADJUSTED for seasonal variations															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	13,086	13,135	13,126	13,083	13,105	13,206	13,176	13,252	13,399	13,475	13,381	12,986	13,131		
DURABLE GOODS, TOTAL.....	7,957	7,960	7,940	7,895	8,026	8,091	8,019	8,066	8,145	8,162	8,100	7,887	7,958		
Motor vehicles, automotive equipment.....	1,179	1,163	1,164	1,147	1,181	1,210	1,219	1,225	1,241	1,252	1,256	1,155	1,168		
Electrical goods.....	1,188	1,201	1,198	1,189	1,230	1,219	1,238	1,231	1,247	1,247	1,259	1,177	1,189		
Hardware, plumbing, heating equipment.....	1,062	1,050	1,035	1,037	1,046	1,051	1,051	1,077	1,058	1,082	1,059	1,081	1,076		
Machinery, equipment, supplies.....	2,246	2,222	2,255	2,241	2,295	2,292	2,241	2,245	2,304	2,265	2,244	2,167	2,189		
Metals, metalwork (except scrap).....	937	964	943	940	938	947	910	890	921	933	917	921	916		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,129	5,175	5,186	5,188	5,079	5,115	5,157	5,186	5,254	5,313	5,281	5,099	5,173		
Groceries and related products.....	1,383	1,405	1,409	1,400	1,368	1,367	1,372	1,361	1,399	1,442	1,443	1,378	1,415		
Beer, wine, distilled alcoholic beverages.....	716	720	728	734	683	711	708	684	697	695	701	690	689		
Drugs, chemicals, allied products.....	611	605	613	623	614	623	605	615	629	631	638	612	615		
Paper, paper products, ex. wallpaper.....	372	378	379	386	383	392	388	396	389	389	366	373	382		
Stock-sales ratios based on ADJUSTED data															
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	118	119	120	117	118	119	118	119	118	120	117	118	117		
DURABLE GOODS, TOTAL.....	159	157	159	154	160	163	160	164	160	164	160	159	158		
Motor vehicles, automotive equipment.....	174	167	176	167	178	179	r177	174	166	172	170	170	169		
Electrical goods.....	159	158	155	152	160	158	r163	168	160	167	166	157	154		
Hardware, plumbing, heating equipment.....	197	191	194	187	183	197	r188	194	192	201	193	201	196		
Machinery, equipment, supplies.....	168	166	172	161	169	165	r163	170	173	165	161	169	168		
Metals, metalwork (except scrap).....	176	182	174	174	179	192	r185	192	186	198	193	179	174		
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	85	87	86	86	83	84	83	83	83	85	83	84	84		
Groceries and related products.....	56	57	56	57	54	55	54	52	53	56	55	56	57		
Beer, wine, distilled alcoholic beverages.....	107	109	114	114	102	108	105	101	102	102	105	105	104		
Drugs, chemicals, allied products.....	133	133	132	131	133	132	125	129	128	134	135	129	130		
Paper, paper products, ex. wallpaper.....	98	102	104	101	102	107	106	108	103	105	103	99	101		

<sup>1</sup> Final estimate. <sup>2</sup> Preliminary estimate. } See page 15, Estimating Procedures.  
 Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding. Seasonally adjusted back data for 1960 and 1961 available on request.

## SALES AND INVENTORIES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

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

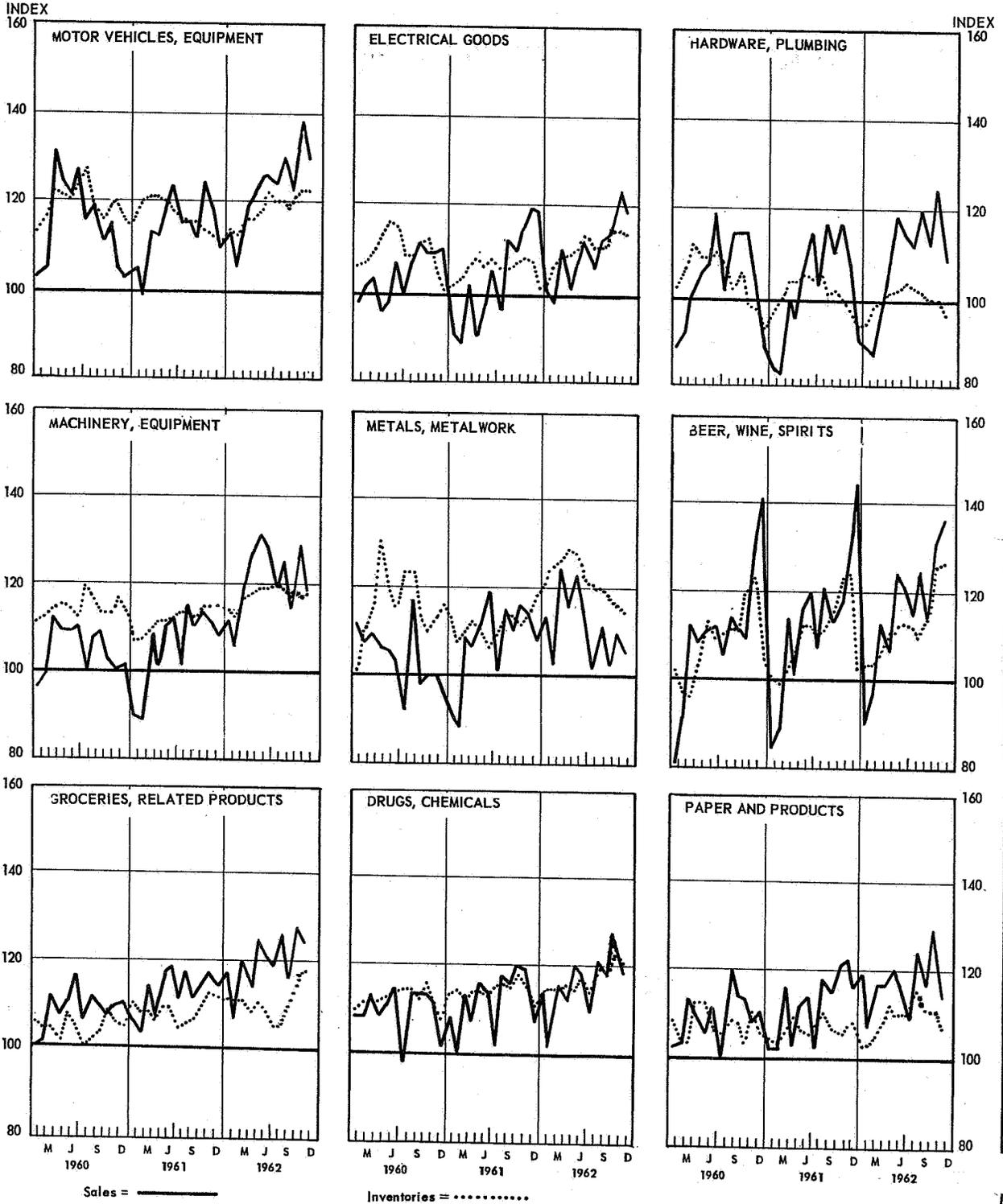


Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: NOVEMBER 1962

Kind of business	Unadjusted					Adjusted <sup>1</sup>				
	Sales			Inventories, end-of-month (at cost)		Sales			Inventories, end-of-month (at cost)	
	Nov. 1962 from--		11 mos. 1962 from 11 mos. 1961	Nov. 1962 from--		Nov. 1962 from--		11 mos. 1962 from 11 mos. 1961	Nov. 1962 from--	
	Nov. 1961	Oct. 1962		Nov. 1961	Oct. 1962	Nov. 1961	Oct. 1962		Nov. 1961	Oct. 1962
MERCHANT WHOLESALERS, TOTAL.....	+2	-3	+5	(X)	(X)	+2	+1	+5	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+3	-4	+5	+3	0	+3	+2	+5	+3	-1
DURABLE GOODS, TOTAL.....	+2	-7	+6	+3	-1	+2	+2	+6	+3	-1
Motor vehicles, automotive equipment, total.....	+9	-8	+8	+9	0	+9	+1	+7	+9	0
Automobiles, other motor vehicles.....	+21	-3	+24	+18	+7	-	-	-	-	-
Automotive equipment, tires, tubes.....	+3	-10	+1	+6	-2	-	-	-	-	-
Electrical goods, total.....	+1	-2	+7	+7	-1	+1	+1	+6	+7	+1
Electrical supplies, apparatus.....	-3	-5	+6	0	+2	-	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment.....	+3	+1	+7	+11	-3	-	-	-	-	-
Furniture, home furnishings, total.....	+5	-3	+5	+4	0	+5	+6	+4	+3	+1
Furniture-household, office.....	+16	-6	+7	+1	0	-	-	-	-	-
Home furnishings, floor coverings.....	+1	-1	+4	+4	0	-	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total.....	+2	-12	+5	-2	-4	+2	+2	+5	-2	-2
Hardware.....	+2	-7	+3	-2	-4	-	-	-	-	-
Plumbing and heating equipment, supplies.....	0	-14	+5	-2	-4	-	-	-	-	-
Air conditioning, refrigeration equipment, supplies.....	+10	-15	+7	-4	0	-	-	-	-	-
Lumber, construction materials, total.....	+4	-10	+4	+1	-2	+4	+3	+4	+1	-4
Lumber, millwork.....	+1	-11	+3	-2	-2	-	-	-	-	-
Construction materials.....	+10	-9	+6	+6	-2	-	-	-	-	-
Machinery, equipment, supplies, total.....	+9	-6	+14	+4	0	+9	+2	+13	+4	-1
Commercial, industrial machinery, equipment, supplies.....	+5	-7	+16	+2	00	-	-	-	-	-
Commercial machines, equipment.....	+9	-8	+4	+13	+2	-	-	-	-	-
Construction machinery, equipment.....	+11	-10	+22	-5	-1	-	-	-	-	-
Industrial machinery, equipment, supplies.....	+3	-6	+17	+5	+1	-	-	-	-	-
Professional equipment, supplies.....	+10	-7	+9	+8	0	-	-	-	-	-
Surgical, medical, hospital supplies.....	+16	-4	+14	+17	-1	-	-	-	-	-
Service-establishment equipment, supplies.....	-1	-7	+6	+8	-1	-	-	-	-	-
Stals, metalwork (except scrap), total.....	-8	-6	+4	0	0	-8	+1	+4	0	-2
Iron, steel, and products.....	-7	-8	+6	0	+1	-	-	-	-	-
Nonferrous metals.....	-10	+1	-1	-1	-4	-	-	-	-	-
Scrap, waste materials, total.....	-21	-7	-11	-14	+3	-21	-1	-12	-14	+3
Iron, steel scrap.....	-32	-9	-21	-19	+4	-	-	-	-	-
Waste materials.....	-2	-5	+5	-5	+1	-	-	-	-	-
Jewelry.....	-18	-8	-5	(X)	(X)	-18	-9	-5	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+2	-1	+4	(X)	(X)	+2	+1	+3	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+4	-2	+4	+3	0	+4	+1	+4	+4	-1
Groceries and related products, total.....	+6	-2	+6	+5	+1	+6	+1	+6	+5	0
General-line groceries.....	+8	-1	+7	+4	+2	-	-	-	-	-
Voluntary groups.....	+11	-4	+6	+9	+2	-	-	-	-	-
Retailer cooperatives.....	+8	+3	+9	+8	+5	-	-	-	-	-
Nonaffiliated.....	+4	-3	+7	-2	+1	-	-	-	-	-
Specialty-line groceries.....	+4	-2	+3	+9	0	-	-	-	-	-
Confectionery.....	+13	-4	+6	+5	+1	-	-	-	-	-
Meats, meat products.....	+8	-3	+14	0	-6	-	-	-	-	-
Poultry, poultry products.....	+6	+1	0	+5	+5	-	-	-	-	-
Fresh fruits, vegetables.....	+2	-3	+4	-8	+3	-	-	-	-	-
Beer, wine, distilled alcoholic beverages, total.....	+2	+7	+5	+1	+2	+2	-2	+5	+2	+1
Beer.....	+3	-6	+3	0	-3	-	-	-	-	-
Wine, distilled spirits.....	+1	+15	+6	+2	+3	-	-	-	-	-
Drugs, chemicals, allied products, total.....	-1	-6	+4	+4	-2	0	0	+3	+4	+1
Drugs, drug proprietaries, druggists' supplies.....	-3	-5	+1	+1	-4	-	-	-	-	-
General-line drugs.....	0	-7	+3	+8	-3	-	-	-	-	-
Paints, varnishes.....	+5	-13	+4	+5	0	-	-	-	-	-
Other chemicals, allied products.....	+3	-6	+7	+11	0	-	-	-	-	-
Tobacco, tobacco products.....	+7	0	+6	+10	+3	+7	+7	+5	+11	0
Dry goods, apparel, total.....	+6	-5	+9	(X)	(X)	+6	+2	+8	(X)	(X)
Apparel and accessories, hosiery, lingerie, footwear.....	+15	-3	+13	(X)	(X)	-	-	-	-	-
Dry goods notions.....	0	-5	+3	(X)	(X)	-	-	-	-	-
Piece goods converters.....	-5	-8	+8	(X)	(X)	-	-	-	-	-
Paper, paper products, excluding wallpaper, total.....	-7	-10	+4	-3	-2	-6	-4	+4	-2	-6
Paper.....	-4	-8	+4	+1	-1	-	-	-	-	-
Stationery, office supplies.....	(X)	(X)	+3	(X)	(X)	-	-	-	-	-
Farm products, raw materials.....	-8	+3	-1	(X)	(X)	-9	0	-1	(X)	(X)
Cotton.....	-19	-13	-10	(X)	(X)	-	-	-	-	-
Grain.....	-9	+12	0	(X)	(X)	-	-	-	-	-
Other nondurable goods, total.....	+6	+1	-1	+3	+1	+6	+4	-2	+3	+1
Amusements, sporting goods.....	+3	+3	+6	+1	-3	-	-	-	-	-
Books, magazines, newspapers.....	-2	-8	+2	+11	-1	-	-	-	-	-
Coal.....	+4	+1	+1	-2	-1	-	-	-	-	-
Farm supplies.....	+18	-8	+1	-6	+8	-	-	-	-	-

<sup>1</sup> Adjusted for seasonal variations and, in the case of sales, also for trading day differences. Adjusted data not available for all kinds of business, only for the summary kind of business groups shown.  
X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: NOVEMBER 1962  
(Based on data NOT ADJUSTED for seasonal variations or trading day differences.)

Kind of business and geographic division (see map, page 11)	Sales			Inventories, end-of-month (at cost)	
	November 1962 from--		11 months 1962 from 11 months 1961	November 1962 from--	
	November 1961	October 1962		November 1961	October 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+2	-3	+5	+3	0
New England.....	0	-7	+5	+2	-2
Middle Atlantic.....	0	-1	+4	+4	-1
East North Central.....	+3	-5	+6	+2	0
West North Central.....	+5	-1	+4	-1	-1
South Atlantic.....	+7	0	+11	+7	0
East South Central.....	-2	-12	+2	+2	0
West South Central.....	-1	-4	+1	+3	-1
Mountain.....	+11	-5	+5	+4	-2
Pacific.....	+1	-3	+5	+3	+1
DURABLE GOODS, TOTAL.....	+2	-7	+6	+3	-1
New England.....	+3	-10	+13	+2	-1
Middle Atlantic.....	-2	-4	+3	+3	-2
East North Central.....	+3	-8	+3	+3	0
West North Central.....	+9	-7	+5	+3	0
South Atlantic.....	+7	-9	+3	+1	-1
East South Central.....	+9	-9	+12	+7	0
West South Central.....	+3	-6	+8	0	-1
Mountain.....	-4	-8	+7	+2	-1
Pacific.....	+1	-4	+3	+1	-3
NONDURABLE GOODS, TOTAL <sup>1</sup> .....	+1	-4	+9	+2	+1
New England.....	+2	-1	+4	+3	0
Middle Atlantic.....	-2	-5	-1	+2	-2
East North Central.....	+2	0	+4	+5	-1
West North Central.....	+4	-2	+6	+1	+1
South Atlantic.....	+2	+2	+4	-5	-2
East South Central.....	+7	+7	+11	+6	+2
West South Central.....	-7	-14	-1	+7	0
Mountain.....	-4	-2	-4	+3	0
Pacific.....	+28	-2	+7	+12	+1
Automotive equipment, tire, tube wholesalers.....	+1	-1	+2	+4	+1
Middle Atlantic.....	-3	-10	+1	+6	-2
East North Central.....	-7	-15	-1	+2	-5
West North Central.....	+10	-9	0	+14	0
South Atlantic.....	+12	-10	-4	+20	0
East South Central.....	(X)	-10	+10	+26	0
West South Central.....	(X)	-12	+2	+8	0
Mountain.....	(X)	-12	-4	(X)	(X)
Pacific.....	(X)	-6	+1	(X)	(X)
Electrical supplies, apparatus distributors.....	+3	-5	0	+2	0
New England.....	(X)	-5	+6	0	+2
Middle Atlantic.....	(X)	0	+15	(X)	+12
East North Central.....	-8	-7	+7	-14	0
West North Central.....	-8	-7	0	-2	+3
South Atlantic.....	-4	-10	-1	+4	-1
East South Central.....	(X)	-8	+13	+11	-1
West South Central.....	(X)	-4	+15	+16	+2
Mountain.....	(X)	-1	+12	-7	+1
Pacific.....	(X)	+4	+2	+3	-5
Electrical appliances, TV, radio sets, electronic parts distributors.....	-14	-3	+4	0	+5
New England.....	+3	+1	+7	+11	-3
Middle Atlantic.....	(X)	+12	+4	(X)	-6
East North Central.....	+7	+4	+10	+21	-3
West North Central.....	+12	0	0	+14	-1
South Atlantic.....	-5	-4	+4	+10	-3
East South Central.....	+3	0	+18	+4	-3
West South Central.....	(X)	+3	+4	(X)	-1
Mountain.....	(X)	-5	+6	(X)	-4
Pacific.....	(X)	-9	+23	(X)	-14
Furniture, home furnishings wholesalers.....	+2	0	+1	+26	+1
New England.....	+5	-3	+5	+4	0
Middle Atlantic.....	+13	(X)	+5	(X)	(X)
East North Central.....	+6	-7	+2	+11	0
West North Central.....	+7	-1	+2	-7	+1
South Atlantic.....	-20	-10	-3	-13	+3
East South Central.....	+8	-1	+5	+9	+2
West South Central.....	(X)	-9	+2	(X)	-7
Mountain.....	(X)	+2	+15	(X)	-1
Pacific.....	(X)	+1	+1	(X)	(X)
Hardware wholesalers.....	(X)	(X)	+16	(X)	(X)
New England.....	+2	-7	+3	-2	-4
Middle Atlantic.....	-5	-6	+12	-2	0
East North Central.....	+1	-3	-1	-8	-5
West North Central.....	+3	-11	+2	-6	-4
South Atlantic.....	-15	-12	-7	-19	-9
East South Central.....	+18	+2	+15	+9	-3
West South Central.....	+7	-11	-3	+1	-4
Mountain.....	+16	-10	+13	(X)	+1
Pacific.....	(X)	-6	+16	-12	-4
	-4	-9	+4	-3	-2

See footnotes at end of table.

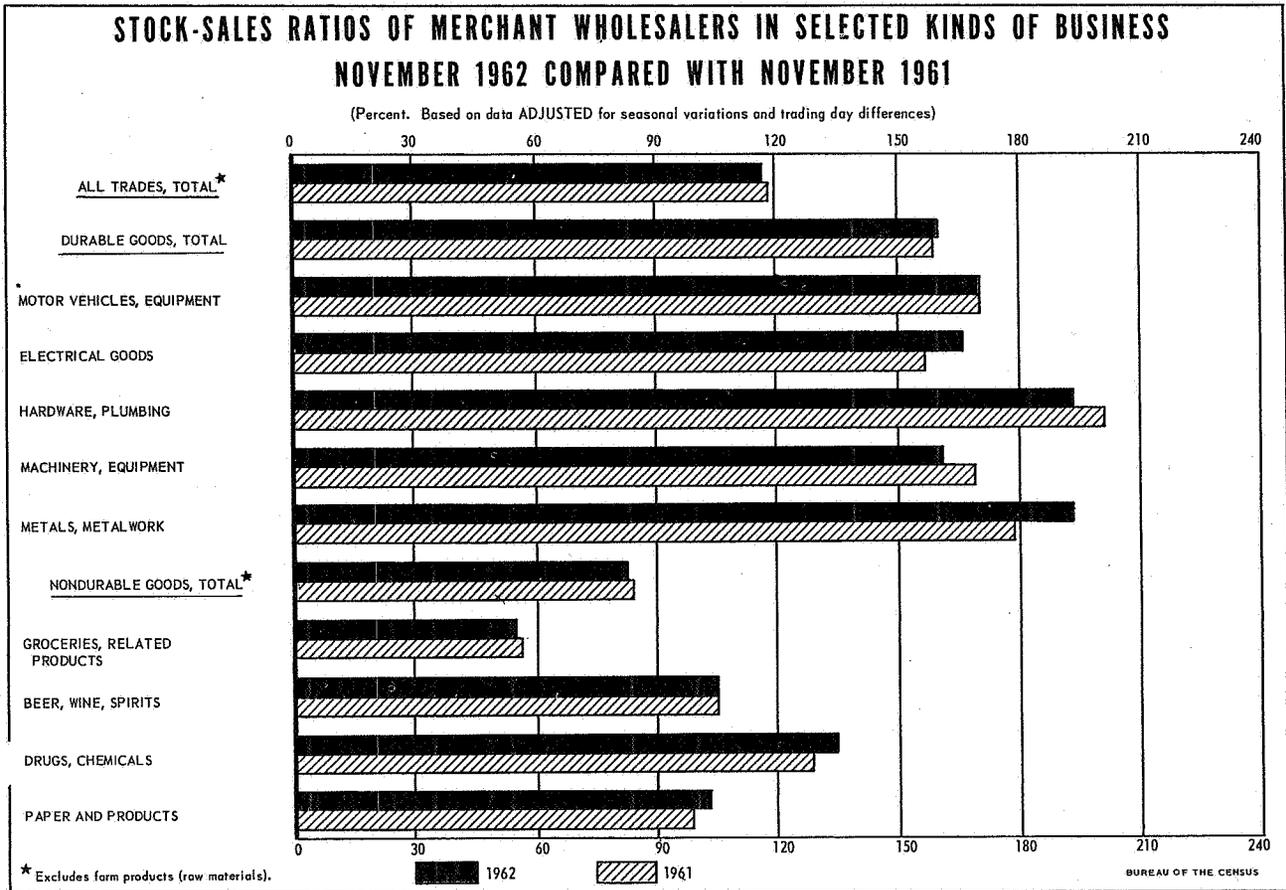
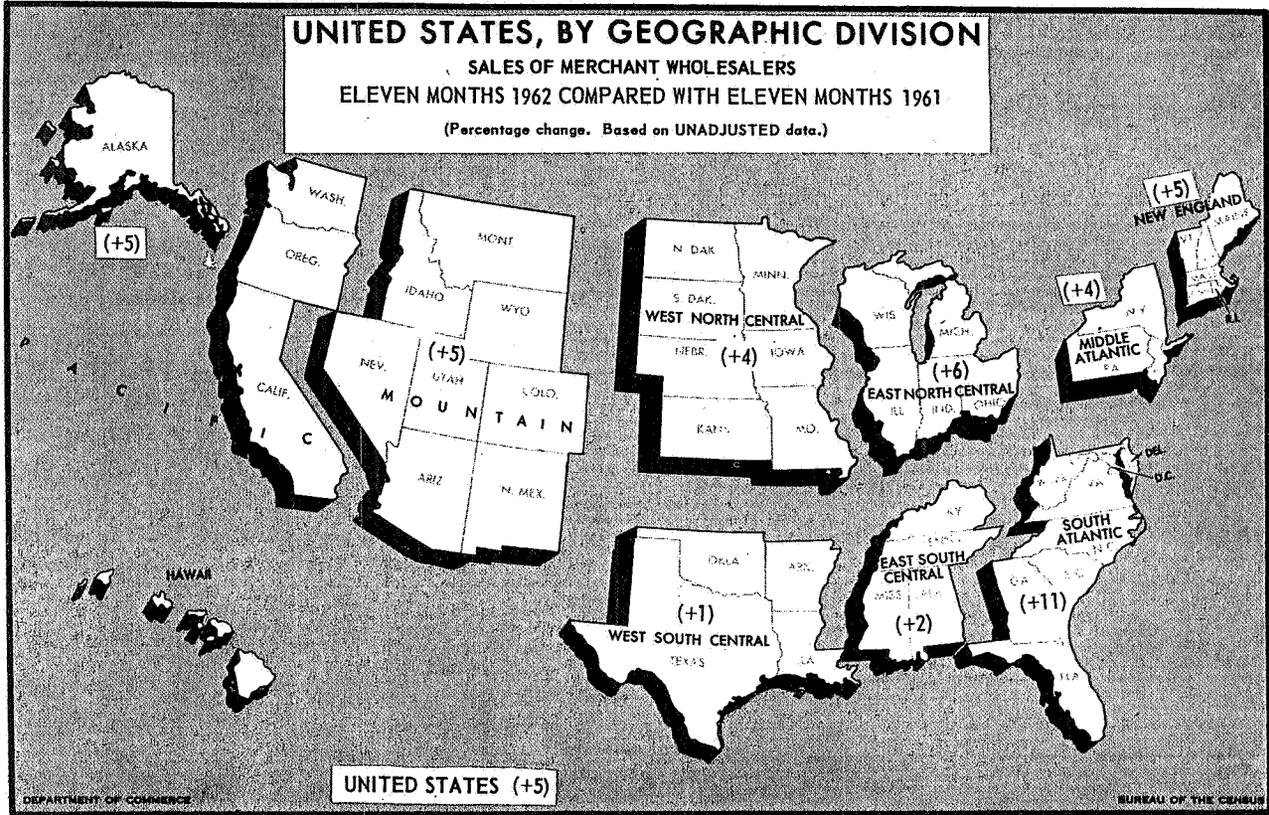


Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: NOVEMBER 1962--Continue<sup>1</sup>  
 (Based on data NOT ADJUSTED for seasonal variations or trading day differences.)

Kind of business and geographic division (see map, page 11)	Sales			Inventories, end-of-month (at cost)	
	November 1962 from--		11 months 1962 from 11 months 1961	November 1962 from--	
	November 1961	October 1962		November 1961	October 1962
Plumbing, heating equipment, supplies distributors.....	0	-14	+5	+2	-4
New England.....	(X)	(X)	0	(X)	(X)
Middle Atlantic.....	-3	-12	+6	0	-3
East North Central.....	+6	-16	+4	+8	-2
West North Central.....	+14	-16	-3	+2	-7
South Atlantic.....	-8	-17	+11	-8	-6
East South Central.....	(X)	-9	+6	(X)	-7
West South Central.....	+5	-8	+7	(X)	-5
Mountain.....	(X)	-6	(X)	-24	-2
Pacific.....	(X)	-8	+9	+6	-2
Lumber, construction materials distributors.....	+4	-10	+4	+1	-2
New England.....	(X)	-8	+8	(X)	(X)
Middle Atlantic.....	+2	-11	+5	(X)	(X)
East North Central.....	+3	-12	-4	(X)	+1
West North Central.....	+2	-11	-11	(X)	-8
South Atlantic.....	(X)	-8	+1	(X)	-4
East South Central.....	+32	-13	(X)	(X)	-7
West South Central.....	0	-4	+2	(X)	-4
Mountain.....	(X)	-4	-6	(X)	(X)
Pacific.....	+4	-8	+13	(X)	-3
Industrial machinery, equipment supplies distributors.....	+3	-6	+17	+5	+1
New England.....	(X)	-13	+36	(X)	-1
Middle Atlantic.....	-23	-3	+6	-10	0
East North Central.....	(X)	-8	+31	+1	-1
West North Central.....	(X)	-2	+19	+35	(X)
South Atlantic.....	(X)	(X)	+16	(X)	(X)
East South Central.....	0	-3	+12	+23	-1
West South Central.....	(X)	-3	+21	-2	-2
Pacific.....	(X)	-3	+21	-2	-2
General-line grocery wholesalers.....	+8	-1	+7	+4	+2
New England.....	(X)	-5	-2	(X)	(X)
Middle Atlantic.....	+6	-1	-4	+10	0
East North Central.....	+16	+1	+12	+12	+1
West North Central.....	+2	-3	+6	-8	+1
South Atlantic.....	+9	+2	+12	+2	+1
East South Central.....	-16	-4	+1	-16	0
West South Central.....	+11	0	+13	+4	+4
Mountain.....	+7	-2	+7	+22	+14
Pacific.....	+10	-4	+12	+7	+5
Specialty-line grocery wholesalers.....	+4	-2	+3	+9	0
New England.....	(X)	+3	0	(X)	(X)
Middle Atlantic.....	+1	+5	+3	(X)	(X)
East North Central.....	-5	-1	+1	(X)	-1
West North Central.....	+6	-6	+5	-3	-3
South Atlantic.....	(X)	(X)	+12	(X)	(X)
East South Central.....	+47	-3	+19	(X)	-2
West South Central.....	(X)	(X)	+2	(X)	(X)
Mountain.....	(X)	-3	+10	(X)	(X)
Pacific.....	+3	-1	-4	(X)	+2
Fresh fruit, vegetable wholesalers.....	+2	-3	+4	-8	+3
New England.....	(X)	-4	-3	(X)	(X)
Middle Atlantic.....	-8	-10	+1	(X)	+2
East North Central.....	-4	0	+2	(X)	+2
West North Central.....	-2	-6	-6	-7	+6
South Atlantic.....	(X)	-4	(X)	(X)	+1
East South Central.....	+4	-4	+9	(X)	(X)
West South Central.....	(X)	-2	+1	(X)	+12
Mountain.....	(X)	-6	-8	-6	+3
Pacific.....	(X)	-3	-8	+1	+4
Drug wholesalers (general and specialty lines).....	-3	-5	+1	+1	-4
New England.....	-3	-4	-9	(X)	(X)
Middle Atlantic.....	-5	-4	-2	(X)	(X)
East North Central.....	-2	-5	+7	-3	-2
West North Central.....	-3	-6	0	+2	(X)
South Atlantic.....	+3	-3	+1	+9	0
East South Central.....	0	-6	+6	-5	-2
West South Central.....	-6	-4	0	-6	-4
Mountain.....	(X)	-7	+8	+1	-9
Pacific.....	-12	-9	+6	+7	-2
Tobacco distributors.....	+7	0	+6	+10	+3
New England.....	+2	-5	+6	+9	-1
Middle Atlantic.....	+7	0	+6	(X)	(X)
East North Central.....	+8	-5	+2	(X)	(X)
West North Central.....	(X)	-2	+7	-16	+1
South Atlantic.....	(X)	(X)	+6	(X)	(X)
East South Central.....	+11	-4	+6	+3	+3
West South Central.....	(X)	(X)	0	(X)	(X)
Mountain.....	(X)	-1	+20	(X)	(X)
Pacific.....	+5	-1	+10	-2	+5
Dry goods, apparel wholesalers.....	+6	-5	+9	+4	-3
New England.....	(X)	(X)	-3	(X)	(X)
Middle Atlantic.....	+9	-5	+12	(X)	(X)
East North Central.....	(X)	-10	+13	+9	-10
West North Central.....	(X)	-8	+30	(X)	-15
South Atlantic.....	(X)	(X)	+8	(X)	(X)
East South Central.....	+14	+11	(X)	+16	-8
West South Central.....	(X)	-5	(X)	(X)	-17
Mountain.....	(X)	-9	-4	(X)	-9
Pacific.....	(X)	-9	-4	(X)	-9

<sup>1</sup> Withheld due to extreme variability of reported data or a high nonresponse rate.  
 Inventory trends for "Merchant Wholesalers, Total" and for "Nondurable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA

1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 18 through 20.

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

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1961, includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

The sample of 5,000 firms in any one month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates, and as a by-product,

geographic division estimates for a number of kinds of business. The number of firms selected for each kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

3. Previously Published Data

Data developed from the new sample may not be comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection, ready-mixed concrete distributors, which in 1954 reported sales of \$998 million (27% of the construction materials distributors total and 1% of total merchant wholesalers sales), were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of old and new samples are also attributable, in part, to sampling error in the monthly estimates (see Item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample. A study of the reasons for differences between the results of the old sample and the 1958 Census is underway. This should throw considerable light on the reasons for differences in the results from the old and new samples.

To provide comparative data for the new series, each month, during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in tables 7 and 8 as an approximate measure of the difference in level between the two series. However, the differences shown during this one month are not necessarily the differences that would occur in all months.

4. Currently Published Data

Sales.--Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission

Table 7. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212			
Lumber, construction materials, total.....	460	426	Drugs, chemicals, allied products, total.....	383	440
Lumber, millwork.....	261	290	Drugs, drug proprietaries, druggists' sundries.....	245	276
Construction materials.....	<sup>2</sup> 199	135	Paints, varnishes.....	24	21
Machinery, equipment, supplies, total.....	991	1,020	Other chemicals, allied products.....	139	143
Construction machinery, equipment.....	NA	138	Tobacco, tobacco products.....	304	317
Industrial machinery, equipment supplies.....	447	<sup>3</sup> 481			
Professional equipment, supplies.....	109	120	Dry goods, apparel, total.....	459	487
Service-establishment equipment, supplies.....	<sup>3</sup> 139	96	Apparel and accessories, hosiery, lingerie, footwear.....	155	<sup>4</sup> 189
Metals, metalwork (except scrap), total.....	382	418	Dry goods, notions.....	<sup>4</sup> 193	184
Iron, steel, and products.....	272	295	Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 347	323
Nonferrous metals.....	110	123	Paper.....	301	270
Scrap, waste materials, total.....	232	237	Coal.....	75	72
Iron, steel scrap.....	120	127	Farm supplies.....	133	147
Waste materials.....	112	110			

See footnotes below.

Table 8. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	<sup>3</sup> 812	185	<sup>3</sup> 169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 326	369	<sup>5</sup> 94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales—are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

basis are also included. Local and State sales taxes and Federal excise taxes are included.

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 37 individual kinds of business, as well as for kind-of-business groups. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

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

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

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

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates; but where the measurement of trend are considered to have acceptable reliability. Table 6 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

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

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-9 version of Census Method II for seasonal adjustment. A description of this technique is included in the Appendix of the March 1962 publication of Business Cycle Developments issued by the Bureau of the Census. The trading day factors used to adjust the sales statistics for all kinds of business are based on a 5½ day workweek, with equal weight given to each day of the week. The seasonal adjustment factors being used in 1962 are available upon request.

#### 5. Unpublished Data

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes, and stock-sales ratios shown in this report.

The preliminary "composite" estimate is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the above pre-

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

vious month composite estimate by the current to previous month ratio obtained from the current month reports.

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates, and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 9 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimates. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 9.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an esti-

mate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the non-response rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for non-response. In some geographic divisions the non-response may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

The use of sampling errors shown in table 9 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 9. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	0.7-1.0	0.8	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	-	-	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	6
Construction machinery, equipment.....	4-8	6	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	5
Professional equipment, supplies.....	3-5	4	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	-	-	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	4-5	5	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	1.2-1.6	1.5	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	1	2-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	-	-	1-2	2	3-3	2	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	2-4	3	1-3	1	3-4	3	-	-	0.6-2.2	1.1	3-5	4
Confectionery.....	4-7	4	1-3	1	6-10	8	-	-	0.6-2.7	1.3	5-7	7
Meat, meat products.....	5-10	6	1-4	2	3-4	4	-	-	1.8-7.9	3.1	3-10	7
Poultry, poultry products.....	4-6	5	1-6	2	5-6	6	-	-	1.7-4.9	2.8	9-11	11
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2.0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	2-3	2	0.3-0.9	0.5	2-2	2
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-5	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

**Motor Vehicles, Automotive Equipment  
(SIC 501)**

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

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

**Electrical Goods  
(SIC 506)**

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

**Furniture, Home Furnishings  
(Part of SIC 509)**

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

**Lumber, Construction Materials  
(Part of SIC 509)**

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

**Machinery, Equipment, Supplies  
(SIC 508)**

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, pipes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

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

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

Cotton (part of SIC 505)--Establishments primarily engaged in wholesale distribution of raw cotton and cotton lintners.

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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

# MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE  
Luther H. Hodges, Secretary  
BUREAU OF THE CENSUS  
Richard M. Scammon, Director

DECEMBER 1962

BW-62-12

## SALES AND INVENTORIES

FOR RELEASE  
February 8, 1963<sup>1</sup>

### ANNUAL SALES

Twelve months 1962 sales of merchant wholesalers reached a record high of \$146.0 billion, up \$6.5 billion (5%) over sales in the comparable period of 1961. The durable goods trades, with total sales of \$60.3 billion in 1962, were 6 percent above their 1961 level, while the nondurable goods trades, with 1962 sales of \$85.7 billion, were up 4 percent over 1961. Most trades reported annual 1962 sales above 1961 sales levels. Automobiles, other motor vehicles, with sales up 24 percent, and construction machinery, equipment, with sales up 21 percent, registered the largest gains. Iron, steel scrap, with sales down 21 percent, indicated the sharpest decline from 1961 sales. Other declines from annual 1961 levels were reported by cotton (-11%), jewelry (-5%), nonferrous metals (-2%), and grain (-1%).

### DECEMBER SALES

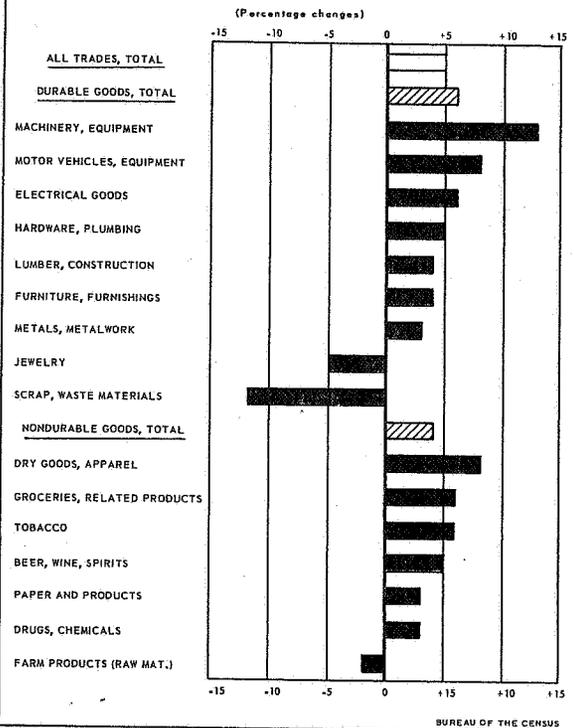
December 1962 sales of merchant wholesalers, estimated at \$12.3 billion, dropped 5 percent below November sales but were 3 percent above December sales a year ago. However, after adjustment for seasonal variations and trading day differences, but not for price changes, December 1962 sales reached a record high of \$12.5 billion, up 2 percent over November sales and 3 percent above December 1961 sales.

Adjusted December sales in both the durable and nondurable goods trades also reached record highs for 1962. Adjusted sales in the durable goods trades, at \$5.1 billion, increased 2 percent over the November level as well as the December 1961 level. Nondurable goods sales, at \$7.4 billion after adjustment, showed a slight (1%) increase over the previous month and a 4 percent gain over a year ago. Among the individual trade groups, scrap, waste materials registered a substantial gain (11%) over November sales but showed a sharp drop (-11%) from a year ago. Paper products accounted for the sharpest decline (-7%) from November sales and also showed the sharpest drop (-12%) from December 1961 sales. Metals, metalwork, which showed a small decline (-2%) from November sales, indicated a sharp decline (-11%) from a year ago.

### INVENTORIES

Inventories of merchant wholesalers, excluding farm products (raw materials) merchants, were valued at \$13.2 billion at the end of December. After adjustment for seasonal variations, December inventories were slightly (1%) above November inventories and 3 percent above a year ago. Stocks in the durable goods trades, after adjustment, were unchanged from the previous month but 2 percent above last December. However, adjusted nondurable goods stocks

### SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS TWELVE MONTHS 1962 COMPARED WITH TWELVE MONTHS 1961



rose 2 percent during December and were 4 percent above their year-ago level.

Based on adjusted data, most trade groups reported only small changes from previous month inventory levels, although stocks in the furniture, home furnishings trades increased 6 percent and metals, metalwork inventories declined 4 percent. More substantial changes from year-ago stock levels ranged from a 10 percent increase in motor vehicles, automotive equipment inventories to a 13 percent decrease in scrap, waste materials inventories.

The December 1962 stock-sales ratio for merchant wholesalers, based on the seasonally adjusted figures, was 117 percent, down 1 point from November but unchanged from the December 1961 stock-sales ratio. The stock-sales ratio of durable goods wholesalers was 158 percent (unchanged from December of a year ago) compared with the nondurable goods ratio of 84 percent (also unchanged from December 1961).

<sup>1</sup>An advance release of December 1962 data was issued on January 31, 1963.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS  
1961 AND 1962

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

Kind of business	1961												Total 1961
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
MERCHANT WHOLESALERS, TOTAL.....	10,295	10,153	11,843	10,891	11,856	11,963	11,052	12,444	11,767	12,717	12,652	11,916	139,549
TOTAL (excluding farm products, raw materials).....	9,357	9,246	10,834	10,031	10,967	11,185	10,203	11,390	10,835	11,466	11,345	10,791	127,650
DURABLE GOODS, TOTAL.....	4,021	3,918	4,739	4,494	4,915	5,093	4,593	5,181	4,929	5,272	5,059	4,691	56,905
Motor vehicles, automotive equipment, total..	600	566	649	643	674	705	659	660	638	712	674	623	7,803
Automobiles, other motor vehicles.....	172	166	196	188	197	200	197	166	179	217	216	204	2,298
Automotive equipment, tires, tubes.....	428	401	453	455	477	504	462	495	459	495	458	419	5,506
Electrical goods, total.....	628	616	705	629	677	726	671	776	760	800	822	820	8,630
Electrical supplies, apparatus.....	263	258	297	285	314	314	299	340	311	342	343	335	3,700
Electrical appliances, TV, radio sets, electronic parts, equipment.....	365	358	408	344	363	412	372	436	449	458	479	486	4,930
Furniture, home furnishings, total.....	203	203	258	232	249	244	213	273	250	285	272	248	2,931
Furniture-household, office.....	60	58	68	67	72	77	62	80	69	79	71	70	835
Home furnishings, floor coverings.....	143	145	190	166	177	167	150	193	180	206	201	178	2,097
Hardware, plumbing, heating equipment, supplies, total.....	428	421	514	494	544	591	527	598	567	600	549	467	6,299
Hardware.....	166	169	216	198	206	212	188	217	215	234	212	183	2,419
Plumbing and heating equipment, supplies...	212	207	239	238	273	303	274	312	290	308	285	236	3,173
Lumber, construction materials, total.....	426	400	527	531	614	625	569	640	585	622	571	452	6,562
Lumber, millwork.....	290	273	360	364	415	418	364	406	380	404	372	303	4,348
Construction materials.....	135	128	167	167	199	206	205	233	205	218	199	149	2,213
Machinery, equipment, supplies, total.....	1,020	1,015	1,228	1,145	1,258	1,270	1,148	1,310	1,252	1,286	1,249	1,225	14,404
Commercial, industrial, machinery equip- ment, supplies.....	704	700	824	777	878	883	795	930	888	901	897	890	10,064
Construction machinery, equipment.....	138	134	152	172	207	186	167	192	191	175	170	155	2,041
Industrial machinery, equipment, supplies.....	481	484	579	508	567	596	539	632	594	624	630	627	6,860
Professional equipment, supplies.....	120	121	135	122	131	139	136	152	153	147	142	137	1,635
Service-establishment equipment, supplies..	96	92	110	102	107	110	104	114	109	121	115	105	1,286
Metals, metalwork (except scrap), total.....	418	401	492	456	507	543	461	527	502	531	519	493	5,851
Iron, steel, and products.....	295	275	351	321	355	375	312	364	342	364	354	330	4,039
Nonferrous metals.....	123	126	141	135	152	168	150	163	160	167	164	164	1,812
Scrap, waste materials, total.....	237	235	288	292	317	317	285	305	289	328	296	257	3,446
Iron, steel scrap.....	127	133	165	185	201	198	183	188	180	208	182	155	2,106
Waste materials.....	110	102	123	106	116	119	101	117	109	120	114	102	1,340
NONDURABLE GOODS, TOTAL.....	6,274	6,235	7,104	6,397	6,941	6,870	6,459	7,263	6,838	7,446	7,593	7,225	82,645
TOTAL (excluding farm products, raw materials).....	5,336	5,328	6,095	5,537	6,052	6,092	5,610	6,209	5,907	6,194	6,286	6,100	70,746
Groceries and related products, total.....	2,253	2,197	2,420	2,266	2,488	2,509	2,365	2,493	2,356	2,432	2,485	2,422	28,690
General-line groceries.....	794	775	829	779	835	857	801	865	838	864	880	839	9,955
Specialty-line groceries.....	697	672	754	699	753	743	714	758	713	716	735	726	8,682
Confectionery.....	63	71	72	66	71	74	67	74	71	79	73	73	855
Meats, meat products.....	345	337	365	349	391	387	368	404	389	419	417	399	4,572
Poultry, poultry products.....	116	111	128	111	119	120	109	114	97	112	126	116	1,377
Fresh fruits, vegetables.....	238	230	272	262	319	328	306	278	248	242	255	268	3,249
Beer, wine, distilled alcoholic beverages, total.....	469	501	639	567	653	675	601	676	635	661	748	811	7,636
Beer.....	196	201	244	225	275	307	294	309	267	247	241	241	3,047
Wine, distilled spirits..	274	300	395	342	378	369	308	367	368	414	507	570	4,590
Drugs, chemicals, allied products, total.....	440	408	464	436	474	468	419	483	473	491	487	438	5,485
Drugs, drug proprietaries, druggists' sundries.....	276	256	283	263	275	272	247	282	283	292	300	272	3,305
Paints, varnishes.....	21	21	29	29	32	33	29	34	30	31	28	22	340
Other chemicals, allied products.....	143	131	152	144	167	163	143	168	160	167	159	143	1,840
Tobacco, tobacco products.....	317	310	358	328	366	380	356	382	365	368	368	380	4,279
Dry goods, apparel, total.....	487	525	629	514	549	561	510	638	583	655	649	533	6,833
Apparel and accessories, hosiery, lingerie, footwear.....	189	225	271	198	218	213	227	291	262	287	293	241	2,925
Dry goods, notions.....	184	177	215	188	205	215	186	221	199	221	215	172	2,400
Paper, paper products, excluding wallpaper, total.....	323	324	370	328	355	364	324	376	365	385	388	368	4,275
Paper.....	270	266	310	277	294	307	271	312	300	318	319	295	3,540
Amusement, sporting goods.....	86	91	116	112	125	135	130	151	154	167	168	158	1,593
Books, magazines, newspapers.....	77	70	78	69	72	77	77	83	81	84	82	82	931
Coal.....	72	69	64	59	59	60	56	64	65	71	68	68	778
Farm supplies.....	147	170	236	214	203	182	143	147	141	142	132	136	1,995

See footnotes at end of table 1, page 3.

Table 1. ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS

1961 AND 1962

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

Kind of business	1962												Total 12 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov. <sup>1</sup>	Dec. <sup>2</sup>	1962	1961
MERCHANT WHOLESALERS, TOTAL.....	11,441	10,760	12,085	11,777	12,608	<sup>r</sup> 12,245	11,847	12,772	<sup>r</sup> 11,984	13,342	12,881	12,298	146,040	139,549
TOTAL (excluding farm products, raw materials).....	10,438	9,843	11,151	10,933	11,650	<sup>r</sup> 11,362	10,942	11,828	<sup>r</sup> 11,091	12,177	11,698	11,229	134,343	127,650
DURABLE GOODS, TOTAL.....	4,601	4,406	5,021	5,049	5,294	<sup>r</sup> 5,202	4,969	5,312	<sup>r</sup> 5,000	5,526	5,140	4,812	60,332	56,905
Motor vehicles, automotive equipment, total.....	643	614	684	695	708	722	714	744	692	794	733	703	8,446	7,803
Automobiles, other motor vehicles.....	209	221	251	237	226	236	231	232	221	272	262	264	2,861	2,298
Automotive equipment, tires, tubes.....	434	392	433	459	483	486	483	512	472	522	471	438	5,585	5,506
Electrical goods, total.....	699	674	755	705	744	<sup>r</sup> 767	738	777	<sup>r</sup> 780	841	830	836	9,146	8,630
Electrical supplies, apparatus.....	290	285	317	319	346	<sup>r</sup> 330	327	348	<sup>r</sup> 323	351	339	356	3,931	3,700
Electrical appliances, TV, radio sets, electronic parts, equipment.....	409	389	438	386	398	436	411	430	457	489	491	480	5,216	4,930
Furniture, home furnishings, total.....	234	230	256	252	247	242	227	285	252	294	284	249	3,051	2,931
Furniture-household, office.....	63	64	68	68	73	79	67	89	74	88	79	73	884	835
Home furnishings, floor coverings.....	171	166	188	183	174	163	160	196	178	206	205	176	2,166	2,097
Hardware, plumbing, heating, equipment, supplies, total.....	459	454	507	542	606	591	569	614	575	634	563	491	6,605	6,299
Hardware.....	181	186	208	212	225	211	200	223	213	233	216	182	2,490	2,419
Plumbing and heating equipment, supplies.....	233	222	245	266	302	294	295	320	303	332	290	254	3,356	3,173
Lumber, construction materials, total.....	458	440	525	562	622	608	613	651	613	662	591	499	6,841	6,562
Lumber, millwork.....	316	300	355	369	410	405	394	418	395	421	376	332	4,487	4,348
Construction materials.....	143	140	170	193	212	203	218	234	219	240	215	166	2,354	2,213
Machinery, equipment, supplies, total.....	1,250	1,182	1,354	1,412	1,469	1,453	1,364	1,396	1,302	1,446	1,331	1,280	16,238	14,404
Commercial, industrial, machinery equipment, supplies.....	911	854	967	1,009	1,053	1,041	974	980	925	1,015	928	878	11,536	10,064
Construction machinery, equipment, industrial machinery, equipment, supplies.....	151	154	180	234	249	260	227	228	222	209	178	178	2,469	2,041
Professional equipment, supplies.....	669	617	695	674	695	679	647	651	605	691	645	602	7,870	6,860
Service-establishment equipment, supplies.....	141	131	144	138	141	147	147	162	155	168	157	151	1,781	1,635
Metals, metalwork (except scrap), total.....	508	468	572	533	553	518	470	510	468	506	480	434	6,020	5,851
Iron, steel, and products.....	399	331	407	384	388	358	336	369	325	360	332	303	4,252	4,039
Nonferrous metals.....	148	137	165	149	165	160	133	141	144	146	148	131	1,768	1,812
Scrap, waste materials, total.....	286	277	289	280	272	241	222	254	227	253	236	225	3,060	3,446
Iron, steel scrap.....	170	165	162	152	146	126	114	129	119	136	122	120	1,659	2,106
Waste materials.....	116	112	127	128	126	115	108	126	107	117	114	105	1,401	1,340
NONDURABLE GOODS, TOTAL.....	6,840	6,355	7,064	6,728	7,314	7,043	6,878	7,459	6,984	7,816	7,741	7,486	85,708	82,645
TOTAL (excluding farm products, raw materials).....	5,837	5,438	6,130	5,884	6,356	6,160	5,972	6,516	6,091	6,651	6,558	6,417	74,011	70,746
Groceries and related products, total.....	2,495	2,256	2,542	2,410	2,666	2,547	2,531	2,671	2,462	2,686	2,630	2,544	30,440	28,690
General-line groceries.....	876	816	884	834	888	882	883	931	886	958	923	880	10,641	9,955
Specialty-line groceries.....	759	662	756	704	782	731	742	794	711	779	784	755	8,959	8,682
Confectionery.....	68	66	80	74	76	74	70	77	76	86	78	77	902	855
Meats, meat products.....	422	371	407	399	466	442	419	476	434	463	450	426	5,175	4,572
Poultry, poultry products.....	112	102	109	111	119	106	109	120	111	132	134	126	1,391	1,377
Fresh fruits, vegetables.....	258	239	306	289	335	312	307	274	245	269	261	280	3,372	3,249
Beer, wine, distilled alcoholic beverages, total.....	529	535	631	606	701	678	657	703	641	710	764	844	7,999	7,636
Beer.....	203	201	235	250	299	305	310	323	250	266	249	251	3,141	3,047
Wine, distilled spirits.....	327	334	396	356	402	373	347	380	391	444	515	592	4,858	4,590
Drugs, chemicals, allied products, total.....	472	418	474	469	487	478	450	496	481	517	491	436	5,669	5,485
Drugs, drug proprietaries, druggists' sundries.....	291	248	274	269	276	269	266	293	288	308	299	262	3,342	3,305
Paints, varnishes.....	24	23	28	31	33	32	32	35	31	34	29	22	354	340
Other chemicals, allied products.....	158	147	171	169	179	177	152	169	162	175	164	151	1,973	1,840
Tobacco, tobacco products.....	346	330	364	359	393	393	382	405	365	395	392	403	4,527	4,279
Dry goods, apparel, total.....	550	545	625	587	592	592	582	701	654	720	689	547	7,384	6,833
Apparel and accessories, hosiery, lingerie, footwear.....	217	227	262	243	242	228	270	341	309	348	331	249	3,267	2,925
Dry goods, notions.....	197	187	220	201	204	217	198	225	212	225	221	183	2,490	2,400
Paper, paper products, excluding wallpaper, total.....	374	340	372	371	379	368	342	392	373	405	368	328	4,412	4,275
Paper.....	305	278	311	309	315	310	291	324	308	339	309	274	3,674	3,540
Amusement, sporting goods.....	104	103	125	122	139	133	135	153	161	168	174	179	1,696	1,593
Books, magazines, newspapers.....	79	74	81	73	72	73	78	88	81	87	79	78	944	931
Coal.....	71	65	67	63	65	61	54	64	64	70	68	68	783	778
Farm supplies.....	162	168	217	217	194	162	127	147	151	169	166	169	2,047	1,995

<sup>1</sup> Final estimate<sup>2</sup> Preliminary estimate.

See page 19, Estimating Procedures.

r Revised.

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

Table 1A. ESTIMATES OF CUMULATIVE 12 MONTHS SALES OF MERCHANT WHOLESALERS AND SAMPLING ERRORS--UNITED STATES, BY KIND OF BUSINESS

1962 AND 1961

(Sales in millions of dollars; sampling errors in percent.)

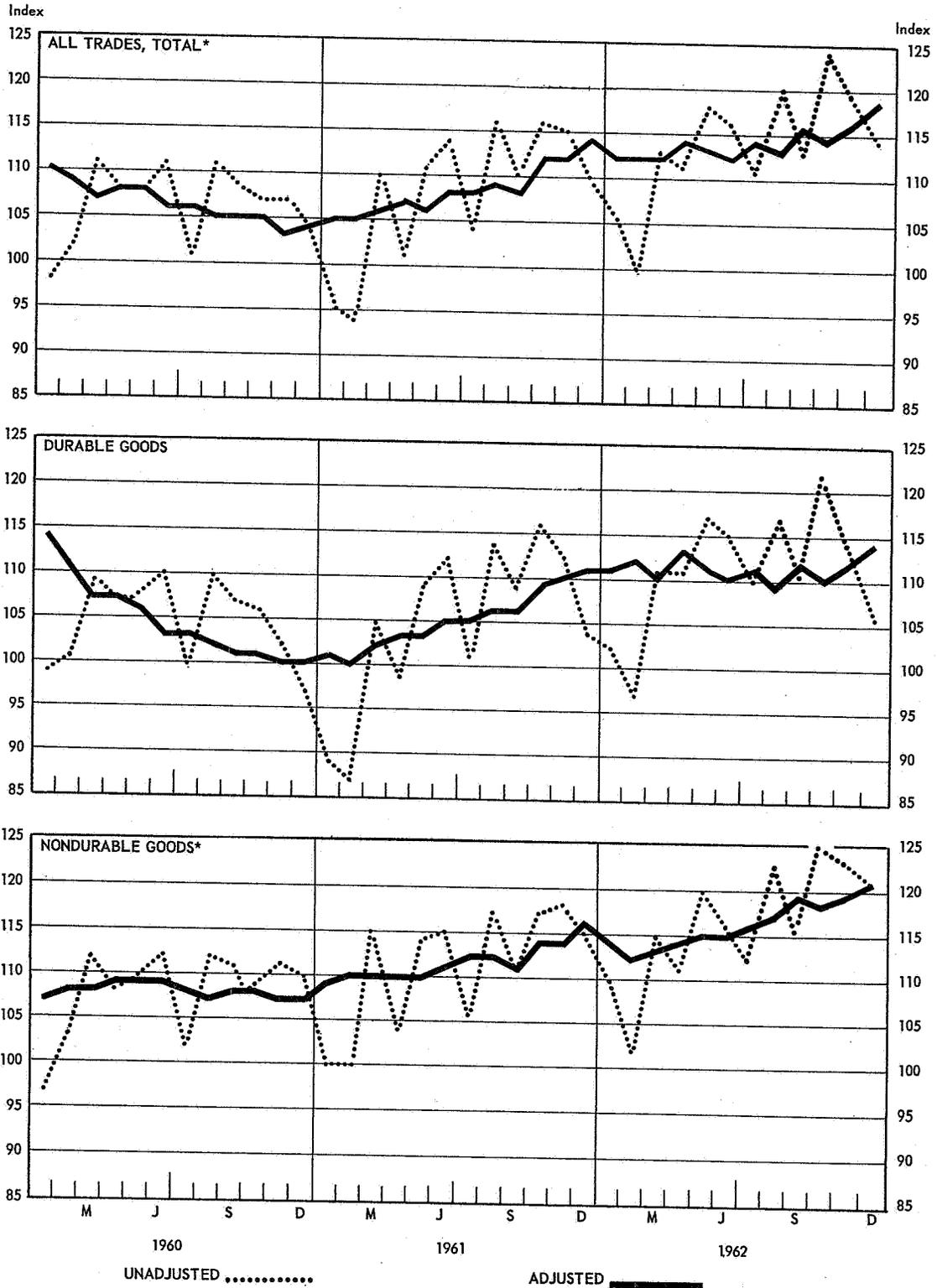
Kind of business	12 month sales		Percent change 1962 from 1961	Sampling error of the--		Kind of business	12 month sales		Percent change 1962 from 1961	Sampling error of the--	
	1962	1961		Estimated sales	Percent change		1962	1961		Estimated sales	Percent change
MERCHANT WHOLESALERS, TOTAL..	146,040	139,549	+5	0.6	0.6	NONDURABLE GOODS, TOTAL.....	85,708	82,645	+4	0.9	0.7
TOTAL (exc. farm products, raw materials).....	134,343	127,650	+5	0.6	0.5	TOTAL (exc. farm products, raw materials).....	74,011	70,746	+5	1.0	0.5
DURABLE GOODS, TOTAL.....	60,332	56,905	+6	0.6	0.6						
Motor vehicles, automotive equip...	8,446	7,803	+8	2	1	Groceries and related products...	30,440	28,690	+6	2	1
Automobiles, other motor vehicles	2,861	2,298	+24	4	4	General-line groceries.....	10,641	9,955	+7	3	1
Automotive equip. tires, tubes...	5,585	5,506	+1	6	4	Voluntary groups*.....	(X)	(X)	+6	-	2
Automotive equipment*.....	4,990	4,803	+4	2	2	Retailers cooperatives*.....	(X)	(X)	+9	-	1
Electrical goods.....	9,147	8,630	+6	2	1	Other general-line groceries*..	(X)	(X)	+6	-	2
Electrical supplies, apparatus...	3,931	3,700	+6	3	3	Specialty-line groceries.....	8,959	8,682	+3	2	2
Electrical appliances, TV, radios, parts, equipment.....	5,216	4,930	+6	3	3	Confectionery.....	902	855	+5	5	4
Appliances, TV, radio sets.....	3,649	3,453	+6	2	2	Meats, meat products.....	5,175	4,572	+13	8	2
Electronic parts, equipment*..	1,568	1,475	+6	9	7	Poultry, poultry products.....	1,391	1,377	+1	5	3
Furniture, home furnishings.....	3,051	2,931	+4	2	2	Fresh fruits, vegetables.....	3,372	3,249	+4	5	3
Furniture-household, office.....	884	835	+6	4	3	Beer, wine, distilled alcoholic beverages.....	7,999	7,636	+5	3	1
Household furniture*.....	501	432	+16	6	4	Beer.....	3,141	3,047	+3	4	2
Office furniture*.....	384	403	-5	6	3	Wine, distilled spirits.....	4,858	4,590	+6	5	2
Home furnishings, floor coverings	2,166	2,097	+3	3	2	Drugs, chemicals, allied products..	5,669	5,485	+3	3	1
Hardware, plumbing, heating, equip.	6,605	6,299	+5	2	1	Drugs, proprietaries, sundries..	3,342	3,305	+1	3	1
Hardware.....	2,490	2,419	+3	3	2	General-line*.....	1,726	1,687	+2	3	1
General-line hardware*.....	1,604	1,608	0	2	1	Specialty-lines*.....	1,615	1,617	0	5	3
Plumbing & heating equip. supplies	3,356	3,173	+6	3	1	Paints, varnishes.....	354	340	+4	3	2
Air conditioning, refrig. equip.*	760	708	+7	4	3	Other chemicals, allied products	1,973	1,840	+7	5	3
Lumber, construction materials....	6,841	6,562	+4	3	1	Tobacco, tobacco products.....	4,527	4,279	+6	3	1
Lumber, millwork.....	4,487	4,348	+3	4	2	Dry goods, apparel.....	7,384	6,833	+8	3	3
Construction materials.....	2,354	2,213	+6	3	3	Apparel, accessories, hosiery, lingerie, footwear.....	3,267	2,925	+12	6	6
Machinery, equipment, supplies....	16,238	14,404	+13	2	1	Dry goods, notions.....	2,490	2,400	+4	3	2
Commercial, industrial machinery, equipment, supplies.....	11,536	10,064	+15	2	2	Piece goods converters.....	(X)	(X)	+7	-	2
Commercial machines, equip.*..	1,197	1,162	+3	5	5	Paper, paper products, except wallpaper.....	4,422	4,275	+3	3	2
Construction machinery, equip..	2,469	2,041	+21	4	4	Paper.....	3,674	3,540	+3	2	2
Industrial machinery, equipment, supplies.....	7,870	6,860	+15	3	3	Coarse*.....	1,442	1,388	+4	5	4
Industrial machinery*.....	4,488	3,915	+15	5	3	Stationery, office supplies*..	(X)	(X)	0	-	7
Industrial supplies*.....	3,382	2,945	+15	4	3	Farm products-raw materials*....	11,697	11,899	-2	4	3
Professional equip. supplies...	1,781	1,635	+9	3	3	Cotton*.....	(X)	(X)	-11	-	6
Surgical, medical, hospital supplies*.....	719	630	+14	4	4	Grain*.....	6,770	6,844	-1	5	4
Service-establishment equipment, supplies.....	1,357	1,286	+6	4	2	Other nondurable goods*.....	13,579	13,561	0	3	2
Metals, metalwork (except scrap)...	6,020	5,851	+3	3	2	Amusement, sporting goods.....	1,696	1,593	+6	3	3
Iron, steel, and products.....	4,252	4,039	+5	4	3	Books, magazines, newspapers....	944	931	+1	3	2
Nonferrous metals.....	1,768	1,812	-2	2	2	Coal.....	783	778	+1	2	3
Scrap, waste materials.....	3,060	3,446	-12	4	2	Farm supplies.....	2,047	1,995	+3	4	4
Iron, steel scrap.....	1,659	2,106	-21	5	3						
Waste materials.....	1,401	1,340	+5	6	3						
Jewelry*.....	925	978	-5	5	5						

X Withheld due to extreme variability of reported data, high nonresponse rate or other bias.

\* Separate kinds of business for which monthly sales estimates are not published.

## MONTHLY SALES OF MERCHANT WHOLESALERS 1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100



\*Excludes farm products (raw materials).

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1961											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,574	12,578	12,815	12,920	13,012	13,011	12,984	13,013	13,028	13,071	13,098	12,781
DURABLE GOODS, TOTAL.....	7,618	7,660	7,877	7,953	7,907	7,891	7,930	7,904	7,892	7,823	7,818	7,731
Motor vehicles, automotive equipment, total.....	1,185	1,220	1,231	1,226	1,221	1,199	1,181	1,168	1,174	1,154	1,140	1,132
Automotive equipment, tires, tubes.....	896	922	936	951	958	929	928	920	932	909	893	891
Electrical goods, total.....	1,138	1,149	1,179	1,199	1,184	1,203	1,182	1,189	1,194	1,200	1,186	1,135
Electrical supplies, apparatus.....	444	449	462	469	471	464	469	459	478	475	482	446
Electrical appliances, TV, radio sets, electronic parts, equipment.....	694	700	717	730	713	739	713	721	715	726	704	689
Hardware, plumbing, heating equip., supplies, total...	1,028	1,056	1,097	1,096	1,112	1,102	1,115	1,068	1,078	1,057	1,037	1,000
Hardware.....	423	438	448	448	455	449	449	438	440	430	420	413
Plumbing and heating equipment, supplies.....	503	525	546	544	553	552	563	533	543	533	524	501
Machinery, equipment, supplies, total.....	2,047	2,049	2,093	2,129	2,128	2,150	2,181	2,173	2,160	2,179	2,201	2,201
Industrial machinery, equipment, supplies.....	828	822	839	868	863	875	910	903	897	897	926	912
Metals, metalwork (except scrap), total.....	871	826	845	863	847	816	837	875	873	851	876	910
Iron, steel, and products.....	741	694	690	712	704	682	687	726	727	706	722	755
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	4,956	4,917	4,938	4,967	5,105	5,121	5,054	5,109	5,136	5,248	5,280	5,050
Groceries and related products, total.....	1,394	1,363	1,361	1,344	1,383	1,379	1,321	1,336	1,341	1,392	1,417	1,407
General-line groceries.....	635	659	680	661	666	668	653	647	662	709	717	694
Beer, wine, distilled alcoholic beverages, total.....	640	628	644	668	712	710	699	705	733	780	783	650
Wine, distilled spirits.....	510	496	509	513	550	545	528	550	583	631	641	528
Drugs, chemicals, allied products, total.....	587	604	595	603	605	601	610	617	607	623	610	595
Drugs, drug proprietaries, druggists' sundries.....	400	411	410	413	407	404	418	420	418	428	420	404
Paper, paper products, excluding wallpaper, total.....	369	364	373	386	375	371	379	390	374	370	380	383
Paper.....	295	293	302	307	296	297	307	305	296	297	305	312

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1961											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	134	136	118	129	119	116	127	114	120	114	115	118
DURABLE GOODS, TOTAL.....	189	196	166	177	161	155	173	153	160	148	155	165
Motor vehicles, automotive equipment, total.....	198	216	190	191	181	170	179	177	184	162	169	182
Automotive equipment, tires, tubes.....	209	230	207	209	201	184	201	186	203	184	195	213
Electrical goods, total.....	181	187	167	191	175	166	176	153	157	150	144	138
Electrical supplies, apparatus.....	169	174	156	165	150	148	157	135	154	135	141	133
Electrical appliances, TV, radio sets, electronic parts, equipment.....	190	196	176	212	196	179	192	165	159	159	147	142
Hardware, plumbing, heating equip., supplies, total...	240	251	213	222	204	186	212	179	190	176	189	214
Hardware.....	255	259	207	226	221	212	239	202	205	184	198	226
Plumbing and heating equipment, supplies.....	237	254	228	229	203	182	205	171	187	173	184	212
Machinery, equipment, supplies, total.....	201	202	170	186	169	169	190	166	173	169	176	180
Industrial machinery, equipment, supplies.....	172	170	145	171	152	147	169	143	151	144	147	145
Metals, metalwork (except scrap), total.....	208	206	172	189	168	150	182	166	174	160	169	185
Iron, steel, and products.....	251	252	197	222	198	182	220	199	213	194	204	229
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	93	92	81	90	84	84	90	82	87	85	84	83
Groceries and related products, total.....	62	62	56	59	56	55	56	54	57	57	57	58
General-line groceries.....	80	85	82	85	80	78	82	75	79	82	81	83
Beer, wine, distilled alcoholic beverages, total.....	136	125	101	118	109	105	116	104	115	118	105	80
Wine, distilled spirits.....	186	165	129	150	146	148	171	150	159	152	126	93
Drugs, chemicals, allied products, total.....	133	148	128	138	128	128	146	128	128	127	125	136
Drugs, drug proprietaries, druggists' sundries.....	145	160	145	157	148	149	169	149	148	147	140	149
Paper, paper products, excluding wallpaper, total.....	114	112	101	118	106	102	117	104	102	96	98	104
Paper.....	109	110	97	111	101	97	113	98	99	93	96	106

See footnotes at end of table 3, page 7.

Table 2. ESTIMATED MONTHLY INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov. <sup>1</sup>	Dec. <sup>2</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,870	12,904	13,129	13,158	13,253	13,365	13,341	13,341	13,413	13,539	13,530	13,176
DURABLE GOODS, TOTAL.....	7,775	7,853	8,051	8,080	8,157	8,195	8,177	8,115	8,108	8,069	8,046	7,902
Motor vehicles, automotive equipment, total.....	1,160	1,169	1,193	1,179	1,199	1,237	1,224	1,210	1,219	1,237	1,242	1,250
Automotive equipment, tires, tubes.....	911	921	926	916	935	961	956	928	960	965	953	950
Electrical goods, total.....	1,157	1,187	1,204	1,218	1,244	1,254	1,228	1,225	1,263	1,281	1,249	1,193
Electrical supplies, apparatus.....	458	458	471	467	471	467	470	453	468	477	485	456
Electrical appliances, TV, radio sets, electronic parts, equipment.....	700	730	733	752	774	787	758	773	796	804	763	737
Hardware, plumbing, heating equip., supplies, total..	1,023	1,046	1,067	1,065	1,082	1,094	1,092	1,069	1,063	1,055	1,026	992
Hardware.....	434	445	450	444	449	450	446	435	432	427	416	399
Plumbing and heating equipment, supplies.....	503	515	527	528	541	548	552	544	540	540	523	509
Machinery, equipment, supplies, total.....	2,185	2,158	2,255	2,257	2,300	2,290	2,310	2,287	2,283	2,252	2,293	2,266
Industrial machinery, equipment, supplies.....	905	903	964	958	976	971	983	978	976	945	982	965
Metals, metalwork (except scrap), total.....	927	956	963	990	978	946	935	923	899	874	869	855
Iron, steel, and products.....	769	794	804	820	813	785	779	758	744	716	713	703
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,095	5,050	5,078	5,078	5,096	5,170	5,164	5,226	5,305	5,470	5,483	5,274
Groceries and related products, total.....	1,405	1,409	1,410	1,371	1,390	1,368	1,328	1,339	1,377	1,469	1,471	1,430
General-line groceries.....	691	700	717	692	691	680	678	683	696	728	733	708
Beer, wine, distilled alcoholic beverages, total.....	674	653	668	696	699	716	706	697	730	779	810	693
Wine, distilled spirits.....	551	530	529	551	547	555	551	554	582	632	669	564
Drugs, chemicals, allied products, total.....	603	605	608	621	614	622	610	628	632	650	643	628
Drugs, drug proprietaries, druggists' sundries.....	412	408	410	416	412	410	414	426	430	442	434	424
Paper, paper products, excluding wallpaper, total....	366	367	376	398	391	389	388	406	389	382	380	373
Paper.....	299	303	311	324	319	328	323	314	313	317	312	305

See footnotes below table 3.

Table 3. STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov. <sup>1</sup>	Dec. <sup>2</sup>
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	123	131	118	120	114	118	122	113	121	111	116	117
DURABLE GOODS, TOTAL.....	169	178	160	160	154	157	165	153	162	146	157	164
Motor vehicles, automotive equipment, total.....	181	190	174	169	169	171	171	163	176	156	169	178
Automotive equipment, tires, tubes.....	210	235	213	200	194	198	198	181	204	185	203	217
Electrical goods, total.....	166	176	159	173	167	162	166	158	161	152	150	143
Electrical supplies, apparatus.....	158	161	149	146	136	138	144	130	142	136	143	128
Electrical appliances, TV, radio sets, electronic parts, equipment.....	171	187	167	195	194	180	184	180	174	164	155	153
Hardware, plumbing, heating equip., supplies, total..	223	231	210	197	179	185	192	174	185	166	182	202
Hardware.....	240	239	216	210	200	213	223	195	203	183	193	220
Plumbing and heating equipment, supplies.....	216	232	215	199	179	186	187	170	178	163	180	200
Machinery, equipment, supplies, total.....	175	182	167	160	157	158	170	164	175	156	172	177
Industrial machinery, equipment, supplies.....	135	146	139	142	141	143	152	150	161	137	152	160
Metals, metalwork (except scrap), total.....	183	204	168	186	177	182	199	181	192	173	181	197
Iron, steel, and products.....	214	240	198	213	209	219	231	205	229	199	215	232
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	93	83	86	80	84	86	80	87	82	84	82
Groceries and related products, total.....	56	62	55	57	52	54	52	50	56	55	56	56
General-line groceries.....	79	86	81	83	78	77	77	73	79	76	79	80
Beer, wine, distilled alcoholic beverages, total.....	127	122	106	115	100	106	108	99	114	110	106	82
Wine, distilled spirits.....	168	159	134	155	136	149	159	146	149	142	130	95
Drugs, chemicals, allied products, total.....	128	145	128	132	126	130	136	127	131	126	131	144
Drugs, drug proprietaries, druggists' sundries.....	142	165	150	155	149	152	156	146	149	144	145	161
Paper, paper products, excluding wallpaper, total....	98	108	101	107	103	106	113	104	104	94	103	114
Paper.....	98	109	100	105	101	106	111	101	102	94	101	111

<sup>1</sup> Final estimate.

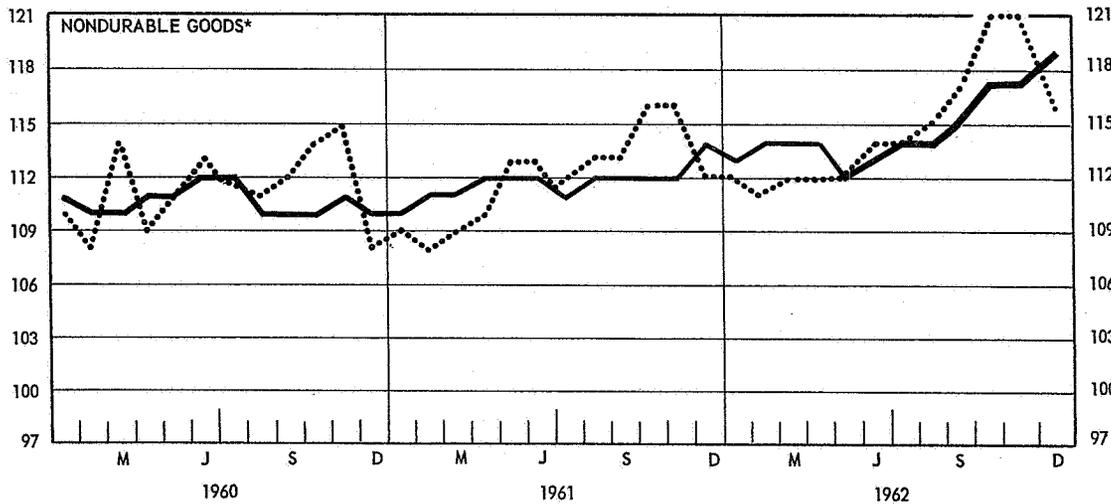
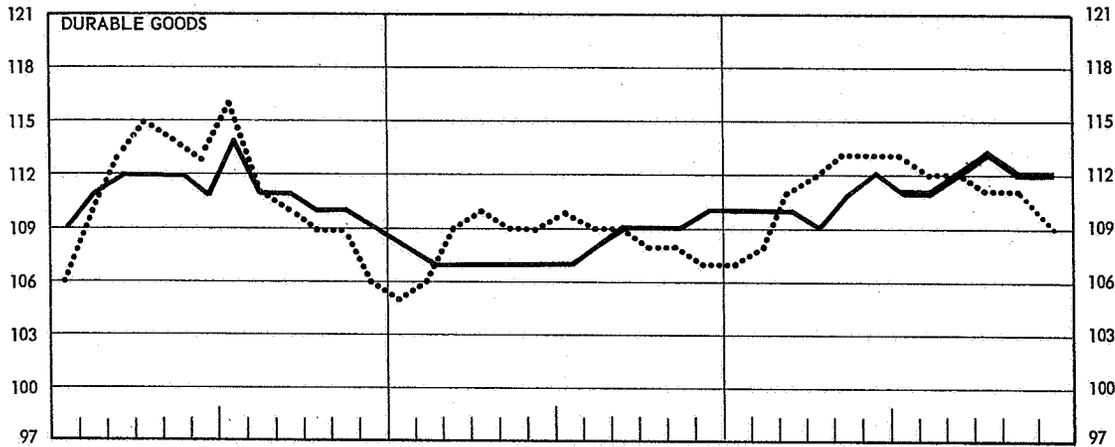
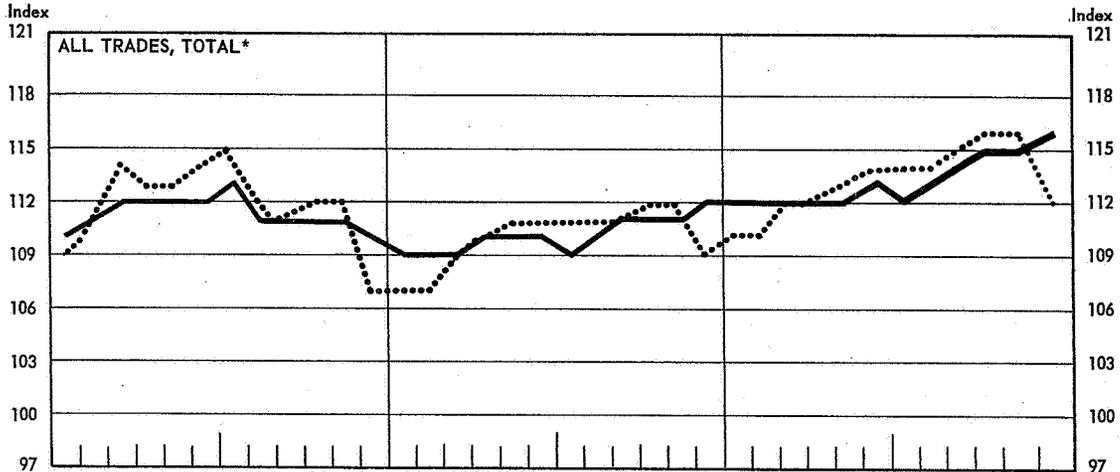
<sup>2</sup> Preliminary estimate.

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

# MONTHLY INVENTORIES OF MERCHANT WHOLESALERS

1960, 1961, AND 1962

1957-59 MONTHLY AVERAGE = 100

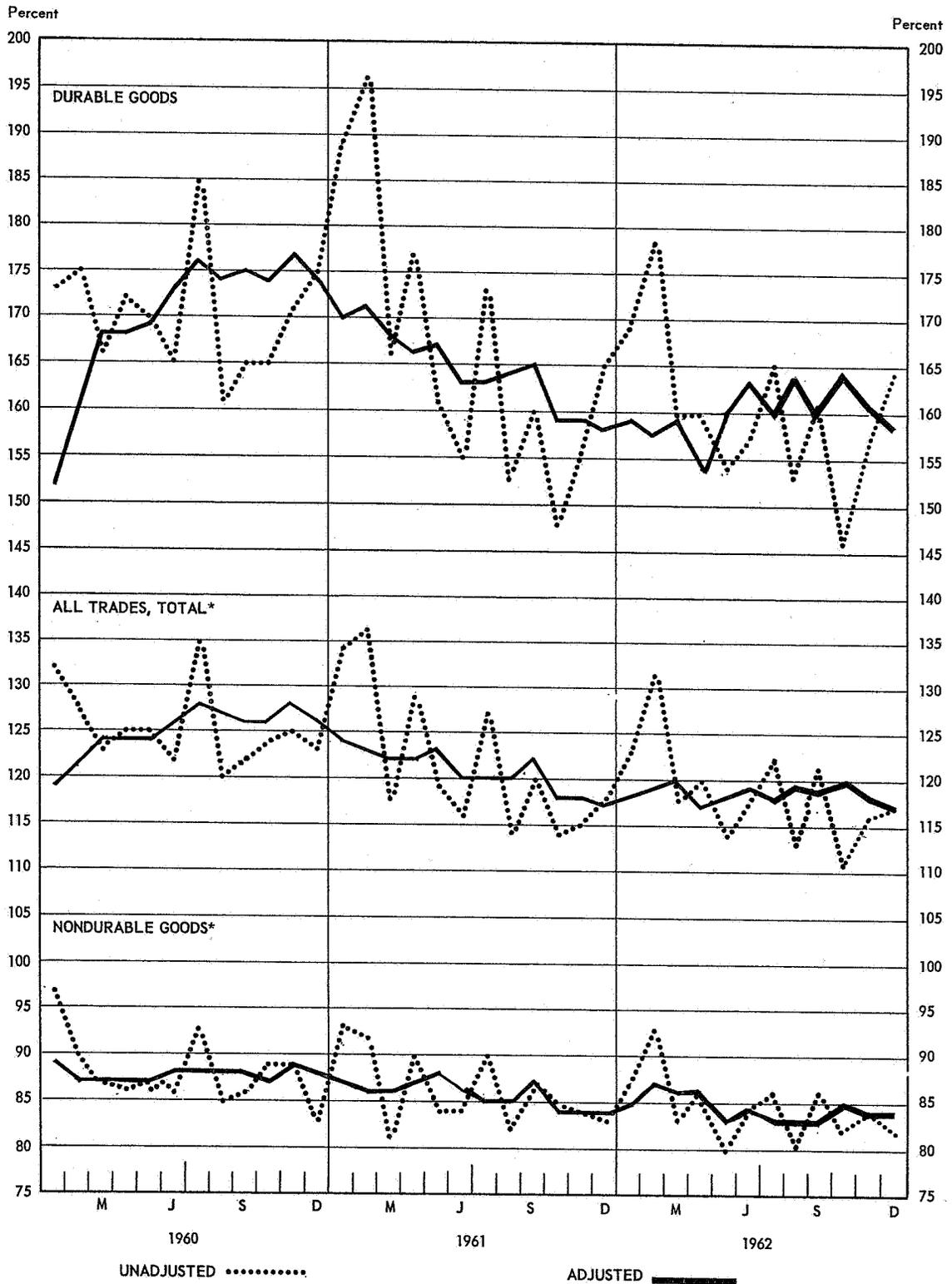


UNADJUSTED .....

ADJUSTED ———

\*Excludes farm products (raw materials).

## STOCK-SALES RATIOS OF MERCHANT WHOLESALERS 1960, 1961, AND 1962



\*Excludes farm products (raw materials).

Table 4. ESTIMATED MONTHLY SALES, INVENTORIES, AND STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1961											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	Sales ADJUSTED for seasonal variations and trading day differences											
MERCHANT WHOLESALERS, TOTAL.....	11,307	11,361	11,457	11,486	11,391	11,580	11,617	11,806	11,643	12,070	12,076	12,210
TOTAL (excluding farm products, raw materials)..	10,339	10,363	10,465	10,501	10,474	10,676	10,679	10,739	10,664	11,000	11,030	11,193
DURABLE GOODS, TOTAL.....	4,576	4,519	4,617	4,675	4,656	4,764	4,752	4,795	4,791	4,949	4,963	5,048
Motor vehicles, automotive equipment.....	657	642	618	652	632	648	650	623	656	682	681	692
Electrical goods.....	697	696	710	716	699	710	708	731	721	740	752	772
Furniture, home furnishings.....	237	231	244	246	243	241	242	253	239	251	251	259
Hardware, plumbing, heating equipment.....	522	511	530	517	514	522	531	540	520	530	538	549
Lumber, construction materials.....	541	518	552	546	542	550	534	543	544	572	576	578
Machinery, equipment, supplies.....	1,142	1,150	1,167	1,156	1,159	1,187	1,190	1,237	1,224	1,266	1,281	1,303
Metals, metalwork (except scrap).....	456	453	459	473	480	505	492	480	508	513	514	525
Scrap, waste materials.....	246	241	256	282	307	319	323	300	301	310	288	289
NONDURABLE GOODS, TOTAL.....	6,731	6,842	6,840	6,811	6,735	6,816	6,865	7,011	6,852	7,121	7,113	7,162
TOTAL (excluding farm products, raw materials)..	5,763	5,844	5,848	5,826	5,818	5,912	5,927	5,944	5,873	6,051	6,067	6,145
Groceries and related products.....	2,341	2,392	2,342	2,370	2,359	2,381	2,405	2,427	2,397	2,435	2,466	2,496
Beer, wine, distilled alcoholic beverages.....	615	623	636	615	622	644	626	647	648	659	657	665
Drugs, chemicals, allied products.....	445	442	444	454	450	452	460	464	463	467	473	473
Tobacco, tobacco products.....	351	355	357	357	350	357	355	365	357	355	366	368
Dry goods, apparel.....	539	564	582	556	563	581	568	559	536	593	607	621
Paper, paper products, excluding wallpaper.....	341	354	356	346	352	358	356	350	354	366	378	377
	Inventories ADJUSTED for seasonal variations											
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	12,785	12,778	12,784	12,839	12,865	12,845	12,820	12,917	12,995	12,981	12,986	13,131
DURABLE GOODS, TOTAL.....	7,795	7,738	7,745	7,767	7,770	7,770	7,768	7,844	7,912	7,893	7,887	7,958
Motor vehicles, automotive equipment.....	1,204	1,215	1,203	1,194	1,202	1,172	1,176	1,182	1,197	1,168	1,155	1,168
Electrical goods.....	1,170	1,161	1,175	1,172	1,172	1,170	1,194	1,190	1,181	1,167	1,177	1,189
Hardware, plumbing, heating equipment.....	1,067	1,059	1,061	1,068	1,078	1,060	1,074	1,073	1,074	1,084	1,081	1,076
Machinery, equipment, supplies.....	2,083	2,087	2,078	2,098	2,108	2,136	2,106	2,118	2,162	2,174	2,167	2,189
Metals, metalwork (except scrap).....	882	834	828	823	814	814	813	845	896	908	921	916
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	4,990	5,040	5,039	5,072	5,095	5,075	5,052	5,073	5,083	5,088	5,099	5,173
Groceries and related products.....	1,372	1,362	1,360	1,374	1,364	1,382	1,365	1,358	1,361	1,363	1,378	1,415
Beer, wine, distilled alcoholic beverages.....	681	693	702	705	697	705	703	692	700	697	690	689
Drugs, chemicals, allied products.....	595	604	600	605	606	603	606	605	602	604	612	615
Paper, paper products, excluding wallpaper.....	373	375	377	376	367	373	379	382	374	376	373	382
	Stock-sales ratios based on ADJUSTED data											
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	124	123	122	122	123	120	120	120	122	118	118	117
DURABLE GOODS, TOTAL.....	170	171	168	166	167	163	163	164	165	159	159	158
Motor vehicles, automotive equipment.....	183	189	195	183	190	181	181	190	182	171	170	169
Electrical goods.....	168	167	165	164	168	165	169	163	164	158	157	154
Hardware, plumbing, heating equipment.....	204	207	200	207	210	203	202	199	207	205	201	196
Machinery, equipment, supplies.....	182	181	178	181	182	180	177	171	177	172	169	168
Metals, metalwork (except scrap).....	193	184	180	174	170	161	165	176	176	177	179	174
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	87	86	86	87	88	86	85	85	87	84	84	84
Groceries and related products.....	54	57	58	58	58	58	57	56	57	56	56	57
Beer, wine, distilled alcoholic beverages.....	111	111	110	115	112	109	112	107	108	106	105	104
Drugs, chemicals, allied products.....	134	137	135	133	135	133	132	130	130	129	129	130
Paper, paper products, excluding wallpaper.....	109	106	105	109	104	104	106	109	106	103	99	101

See footnotes at end of table 4, page 11.

Table 4. ESTIMATED MONTHLY SALES, INVENTORIES, AND STOCK-SALES RATIOS OF MERCHANT WHOLESALERS, UNITED STATES, FOR SELECTED KINDS OF BUSINESS: 1961 AND 1962

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

Kind of business	1962											
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov. <sup>1</sup>	Dec. <sup>2</sup>
	Sales ADJUSTED for seasonal variations and trading day differences											
MERCHANT WHOLESALERS, TOTAL.....	12,069	12,040	11,918	12,134	12,107	12,118	12,180	12,113	12,386	12,187	12,326	12,526
TOTAL (excluding farm products, raw materials)..	11,068	11,034	10,979	11,187	11,119	11,066	11,198	11,154	11,403	11,234	11,386	11,566
DURABLE GOODS, TOTAL.....	5,013	5,069	4,980	5,127	5,012	4,971	5,019	4,916	5,083	4,991	5,052	5,149
Motor vehicles, automotive equipment.....	676	696	662	688	664	677	688	704	746	730	741	787
Electrical goods.....	747	762	771	782	769	773	761	731	781	746	760	780
Furniture, home furnishings.....	261	262	247	262	240	244	252	263	252	249	263	260
Hardware, plumbing, heating equipment.....	538	549	534	555	573	533	560	555	551	538	551	566
Lumber, construction materials.....	557	565	561	565	548	546	564	554	596	585	597	616
Machinery, equipment, supplies.....	1,340	1,337	1,314	1,394	1,355	1,388	1,378	1,319	1,329	1,369	1,366	1,344
Metals, metalwork (except scrap).....	531	529	543	540	523	492	491	464	495	471	476	468
Scrap, waste materials.....	284	284	264	263	262	247	247	251	248	230	229	254
NONDURABLE GOODS, TOTAL.....	7,056	6,971	6,938	7,007	7,095	7,147	7,161	7,197	7,303	7,196	7,274	7,377
TOTAL (excluding farm products, raw materials)..	6,055	5,965	5,999	6,060	6,107	6,095	6,179	6,238	6,320	6,242	6,334	6,417
Groceries and related products.....	2,487	2,458	2,507	2,469	2,528	2,464	2,522	2,598	2,617	2,585	2,612	2,597
Beer, wine, distilled alcoholic beverages.....	667	663	639	642	669	660	672	674	682	681	670	681
Drugs, chemicals, allied products.....	458	455	463	477	461	471	485	476	493	472	476	479
Tobacco, tobacco products.....	368	376	370	382	376	376	374	387	372	365	389	393
Dry goods, apparel.....	585	584	589	621	606	626	632	615	628	627	644	624
Paper, paper products, excluding wallpaper.....	379	371	366	382	375	368	367	366	377	370	359	330
	Inventories ADJUSTED for seasonal variations											
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	13,086	13,135	13,126	13,083	13,105	13,206	13,176	13,252	13,399	13,475	13,437	13,531
DURABLE GOODS, TOTAL.....	7,957	7,960	7,940	7,895	8,026	8,091	8,019	8,066	8,145	8,162	8,137	8,128
Motor vehicles, automotive equipment.....	1,179	1,163	1,164	1,147	1,181	1,210	1,219	1,225	1,241	1,252	1,258	1,287
Electrical goods.....	1,188	1,201	1,198	1,189	1,230	1,219	1,238	1,231	1,247	1,247	1,243	1,265
Hardware, plumbing, heating equipment.....	1,062	1,050	1,035	1,037	1,046	1,051	1,051	1,077	1,058	1,082	1,070	1,060
Machinery, equipment, supplies.....	2,246	2,222	2,255	2,241	2,295	2,292	2,241	2,245	2,304	2,265	2,277	2,246
Metals, metalwork (except scrap).....	937	964	943	940	938	947	910	890	921	933	915	877
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	5,129	5,175	5,186	5,188	5,079	5,115	5,157	5,186	5,254	5,313	5,300	5,402
Groceries and related products.....	1,383	1,405	1,409	1,400	1,368	1,367	1,372	1,361	1,399	1,442	1,433	1,416
Beer, wine, distilled alcoholic beverages.....	716	720	728	734	683	711	708	684	697	695	716	734
Drugs, chemicals, allied products.....	611	605	613	623	614	623	605	615	629	631	647	650
Paper, paper products, excluding wallpaper.....	372	378	379	386	383	392	388	396	389	389	371	377
	Stock-sales ratios based on ADJUSTED data											
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	118	119	120	117	118	119	118	119	118	120	118	117
DURABLE GOODS, TOTAL.....	159	157	159	154	160	163	160	164	160	164	161	158
Motor vehicles, automotive equipment.....	174	167	176	167	178	179	177	174	166	172	170	164
Electrical goods.....	159	158	155	152	160	158	163	168	160	167	164	162
Hardware, plumbing, heating equipment.....	197	191	194	187	183	197	188	194	192	201	194	187
Machinery, equipment, supplies.....	168	166	172	161	169	165	163	170	173	165	167	167
Metals, metalwork (except scrap).....	176	182	174	174	179	192	185	192	186	198	192	187
NONDURABLE GOODS, TOTAL (excluding farm products, raw materials).....	85	87	86	86	83	84	83	83	83	85	84	84
Groceries and related products.....	56	57	56	57	54	55	54	52	53	56	55	55
Beer, wine, distilled alcoholic beverages.....	107	109	114	114	102	108	105	101	102	102	107	108
Drugs, chemicals, allied products.....	133	133	132	131	133	132	125	129	128	134	136	136
Paper, paper products, excluding wallpaper.....	98	102	104	101	102	107	106	108	103	105	103	114

<sup>1</sup> Final estimate.

<sup>2</sup> Preliminary estimate.

} See page 19, Estimating Procedures.

Note: Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding. Seasonally adjusted back data for 1960 and 1961 available on request.



Table 5. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS, UNITED STATES, BY KIND OF BUSINESS: DECEMBER 1962

Kind of business	Unadjusted					Adjusted <sup>1</sup>			
	Sales			Inventories, end-of-month (at cost)		Sales		Inventories, end-of-month (at cost)	
	Dec. 1962 from--		12 mos. 1962 from 12 mos. 1961	Dec. 1962 from--		Dec. 1962 from--		Dec. 1962 from--	
	Dec. 1961	Nov. 1962		Dec. 1961	Nov. 1962	Dec. 1961	Nov. 1962	Dec. 1961	Nov. 1962
MERCHANT WHOLESALERS, TOTAL.....	+3	-5	+5	(X)	(X)	+3	+2	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+4	-4	+5	+3	-3	+3	+2	+3	+1
DURABLE GOODS, TOTAL.....	+3	-6	+6	+2	-2	+2	+2	+2	0
Motor vehicles, automotive equipment, total.....	+13	-4	+8	+10	+1	+14	+6	+10	+2
Automobiles, other motor vehicles.....	+29	+1	+24	+24	+4	-	-	-	-
Automotive equipment, tires, tubes.....	+5	-7	+1	+7	0	-	-	-	-
Electrical goods, total.....	+2	+1	+6	+6	-4	+1	+3	+7	+2
Electrical supplies, apparatus.....	+6	+5	+6	+3	-5	-	-	-	-
Electrical appliances, TV, radio sets, electronic parts, equipment.....	-1	-2	+6	+7	-3	-	-	-	-
Furniture, home furnishings, total.....	0	-12	+4	+6	-1	0	-1	+6	+6
Furniture-household, office.....	+4	-8	+6	+1	-1	-	-	-	-
Home furnishings, floor coverings.....	-1	-14	+3	+8	-1	-	-	-	-
Hardware, plumbing, heating equipment, supplies, total.....	+6	-13	+5	-1	-3	+3	+3	-1	-1
Hardware.....	0	-16	+3	-3	-4	-	-	-	-
Plumbing and heating equipment, supplies.....	+8	-12	+6	+2	-3	-	-	-	-
Air conditioning, refrigeration equipment, supplies.....	(X)	(X)	+7	-3	-3	-	-	-	-
Lumber, construction materials, total.....	+10	-16	+4	+3	0	+7	+3	0	+1
Lumber, millwork.....	+9	-12	+3	+2	+3	-	-	-	-
Construction materials.....	+11	-23	+6	+4	-4	-	-	-	-
Machinery, equipment, supplies, total.....	+5	-4	+13	+3	-1	+4	-2	+3	-1
Commercial, industrial machinery, equipment, supplies.....	-1	-5	+15	+2	-2	-	-	-	-
Commercial machines, equipment.....	-3	-6	+3	+5	-1	-	-	-	-
Construction machinery, equipment.....	+14	0	+21	-7	-2	-	-	-	-
Industrial machinery, equipment, supplies.....	-4	-7	+15	+6	-2	-	-	-	-
Professional equipment, supplies.....	+10	-4	+9	+10	-3	-	-	-	-
Surgical, medical, hospital supplies.....	+15	-1	+14	+17	-4	-	-	-	-
Service-establishment equipment, supplies.....	+1	-8	+6	+14	+2	-	-	-	-
Metals, metalwork (except scrap), total.....	-12	-9	+3	-6	-2	-11	-2	-4	-4
Iron, steel, and products.....	-8	-7	+5	-7	-1	-	-	-	-
Nonferrous metals.....	-20	-11	-2	-2	-3	-	-	-	-
Scrap, waste materials, total.....	-13	-5	r-12	-14	0	-11	+11	-13	-3
Iron, steel scrap.....	-23	-2	-21	-17	+1	-	-	-	-
Waste materials.....	+2	-8	+5	(X)	(X)	-	-	-	-
Jewelry.....	-11	+3	r-5	(X)	(X)	-10	+4	(X)	(X)
NONDURABLE GOODS, TOTAL.....	+4	-3	+4	(X)	(X)	+4	+1	(X)	(X)
TOTAL (excluding farm products, raw materials).....	+5	-2	+5	+4	-4	+5	+1	+4	+2
Groceries and related products, total.....	+5	-3	+6	+2	-3	+4	-1	0	-1
General-line groceries.....	+5	-5	+7	+2	-3	-	-	-	-
Voluntary groups.....	+4	-4	+6	+9	-2	-	-	-	-
Retailer cooperatives.....	+11	-4	+9	+10	-3	-	-	-	-
Nonaffiliated.....	0	-7	+6	-7	-5	-	-	-	-
Specialty-line groceries.....	+4	-4	+3	+3	-2	-	-	-	-
Confectionery.....	+5	-1	+5	-2	-5	-	-	-	-
Meats, meat products.....	+7	-5	+13	-4	-	-	-	-	-
Poultry, poultry products.....	+9	-6	+1	(X)	r-8	-	-	-	-
Fresh fruits, vegetables.....	+4	-7	+4	-2	-7	-	-	-	-
Beer, wine, distilled alcoholic beverages, total.....	+4	+10	+5	+7	-15	+2	+2	+7	+3
Beer.....	+4	+1	+3	+6	-9	-	-	-	-
Wine, distilled spirits.....	+4	+15	+6	+7	-16	-	-	-	-
Drugs, chemicals, allied products, total.....	-1	-11	+3	+6	-2	+1	+1	+6	+1
Drugs, drug proprietaries, druggists' supplies.....	-4	-12	+1	+5	-2	-	-	-	-
General-line drugs.....	+1	-8	+2	+8	-3	-	-	-	-
Paints, varnishes.....	0	-22	+4	-2	-3	-	-	-	-
Other chemicals, allied products.....	+5	-8	+7	+10	-2	-	-	-	-
Tobacco, tobacco products.....	+6	+3	+6	+7	-10	+7	+1	+8	0
Dry goods, apparel, total.....	+3	-21	+8	(X)	(X)	+1	-3	(X)	(X)
Apparel and accessories, hosiery, lingerie, footwear.....	+4	-25	+12	(X)	(X)	-	-	-	-
Dry goods notions.....	+6	-17	+4	(X)	(X)	-	-	-	-
Piece goods converters.....	(X)	(X)	+7	(X)	(X)	-	-	-	-
Paper, paper products, excluding wallpaper, total.....	-12	-11	+3	-4	-2	-12	-7	-1	+1
Paper.....	-8	-11	+4	-3	-2	-	-	-	-
Stationery, office supplies.....	(X)	(X)	0	(X)	(X)	-	-	-	-
Farm products, raw materials.....	-5	-10	r-2	(X)	(X)	-5	+2	(X)	(X)
Cotton.....	-23	0	-11	(X)	(X)	-	-	-	-
Grain.....	-5	-14	-1	(X)	(X)	-	-	-	-
Other nondurable goods, total.....	+15	+7	0	+7	-1	+15	+11	+6	+3
Amusements, sporting goods.....	+13	+3	+6	+5	-10	-	-	-	-
Books, magazines, newspapers.....	-5	-2	+1	+5	-4	-	-	-	-
Coal.....	0	-6	+1	0	-4	-	-	-	-
Farm supplies.....	+24	+2	+3	-2	+3	-	-	-	-

r Revised since Advance Release dated January 31, 1963.

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

X Withheld due to extreme variability of reported data or a high nonresponse rate.

Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: DECEMBER 1962

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

Kind of business and geographic division (see map, page 15)	Sales			Inventories, end-of-month (at cost)	
	December 1962 from--		12 months 1962 from 12 months 1961	December 1962 from--	
	December 1961	November 1962		December 1961	November 1962
MERCHANT WHOLESALERS, TOTAL <sup>1</sup> .....	+3	-5	+5	+3	-3
New England.....	-2	-1	+4	+6	-2
Middle Atlantic.....	-2	-8	+3	+3	-2
East North Central.....	+10	-2	+6	+1	-3
West North Central.....	+1	-8	+3	+1	-1
South Atlantic.....	+11	-3	+11	+6	-4
East South Central.....	+4	-3	+2	0	0
West South Central.....	-2	0	0	+2	-4
Mountain.....	+11	-2	+6	+5	-2
Pacific.....	+6	-5	+5	+5	-3
DURABLE GOODS, TOTAL.....	+3	-6	+6	+2	-2
New England.....	+9	-6	+13	+11	-1
Middle Atlantic.....	-6	-7	+3	+3	-1
East North Central.....	+2	-8	+5	-1	-2
West North Central.....	+8	-8	+3	+1	-1
South Atlantic.....	+13	-2	+12	+3	-3
East South Central.....	+9	-11	+8	0	0
West South Central.....	+5	-3	+7	+3	-2
Mountain.....	+4	+1	+4	+4	-2
Pacific.....	+5	-8	+9	+3	-2
NONDURABLE GOODS, TOTAL.....	+4	-3	+4	+4	-4
New England.....	-9	+2	-1	-1	-4
Middle Atlantic.....	0	-8	+3	+4	-3
East North Central.....	+15	+3	+7	+5	-6
West North Central.....	-2	-9	+4	+1	-1
South Atlantic.....	+10	-4	+11	+11	-5
East South Central.....	+1	+2	-1	+1	+1
West South Central.....	-7	+2	-4	-1	-7
Mountain.....	+19	-5	+7	+7	-4
Pacific.....	+6	-2	+3	+8	-4
Automotive equipment, tire, tube wholesalers.....	+5	-7	+1	+7	0
Middle Atlantic.....	-5	-4	-1	(X)	(X)
East North Central.....	+10	-7	+1	+8	-2
West North Central.....	-9	-9	-5	0	-1
South Atlantic.....	(X)	-6	+10	+8	0
East South Central.....	(X)	-15	+2	(X)	(X)
West South Central.....	0	-5	-3	+18	+2
Mountain.....	(X)	0	+3	0	-4
Pacific.....	-2	-9	0	(X)	-2
Electrical supplies, apparatus distributors.....	+6	+5	+6	+2	-6
New England.....	(X)	+2	+11	(X)	-7
Middle Atlantic.....	+9	+5	+7	(X)	(X)
East North Central.....	-7	+7	-1	-9	-7
West North Central.....	+15	+14	0	-1	-11
South Atlantic.....	+10	-5	+13	+10	-3
East South Central.....	+6	0	+13	(X)	(X)
West South Central.....	(X)	+3	+11	+1	-4
Mountain.....	+15	+3	+4	+11	-5
Pacific.....	+12	+10	+5	+10	-7
Electrical appliances, TV, radio sets, electronic parts distributors.....	-1	-2	+6	+7	-3
New England.....	(X)	(X)	+3	(X)	(X)
Middle Atlantic.....	-1	+1	+8	+14	-4
East North Central.....	-12	-9	-2	-8	-4
West North Central.....	(X)	(X)	+3	(X)	(X)
South Atlantic.....	(X)	-7	+17	+14	-1
East South Central.....	(X)	-11	+4	-10	-4
West South Central.....	(X)	(X)	+6	(X)	(X)
Mountain.....	(X)	(X)	+24	(X)	(X)
Pacific.....	+12	-6	+3	+30	-2
Furniture, home furnishings wholesalers.....	0	-12	+4	+6	-1
New England.....	(X)	(X)	+2	(X)	(X)
Middle Atlantic.....	-2	-18	+1	(X)	(X)
East North Central.....	+4	-10	+1	-12	-3
West North Central.....	(X)	+2	0	(X)	+2
South Atlantic.....	(X)	(X)	+4	(X)	-3
East South Central.....	(X)	-17	+1	(X)	(X)
Mountain.....	(X)	(X)	+1	(X)	(X)
Pacific.....	+2	-11	+15	+4	-1
Hardware wholesalers.....	0	-16	+3	-3	-4
New England.....	(X)	(X)	+12	(X)	(X)
Middle Atlantic.....	-14	(X)	-2	(X)	(X)
East North Central.....	+7	-13	+3	+1	0
West North Central.....	-19	-27	-7	-12	-1
South Atlantic.....	+25	-13	+15	+2	-6
East South Central.....	+5	-15	-3	-9	-16
West South Central.....	+6	-8	+11	-4	-8
Mountain.....	+1	-8	+15	(X)	-4
Pacific.....	-8	-14	+3	-6	-5

See footnotes at end of table.

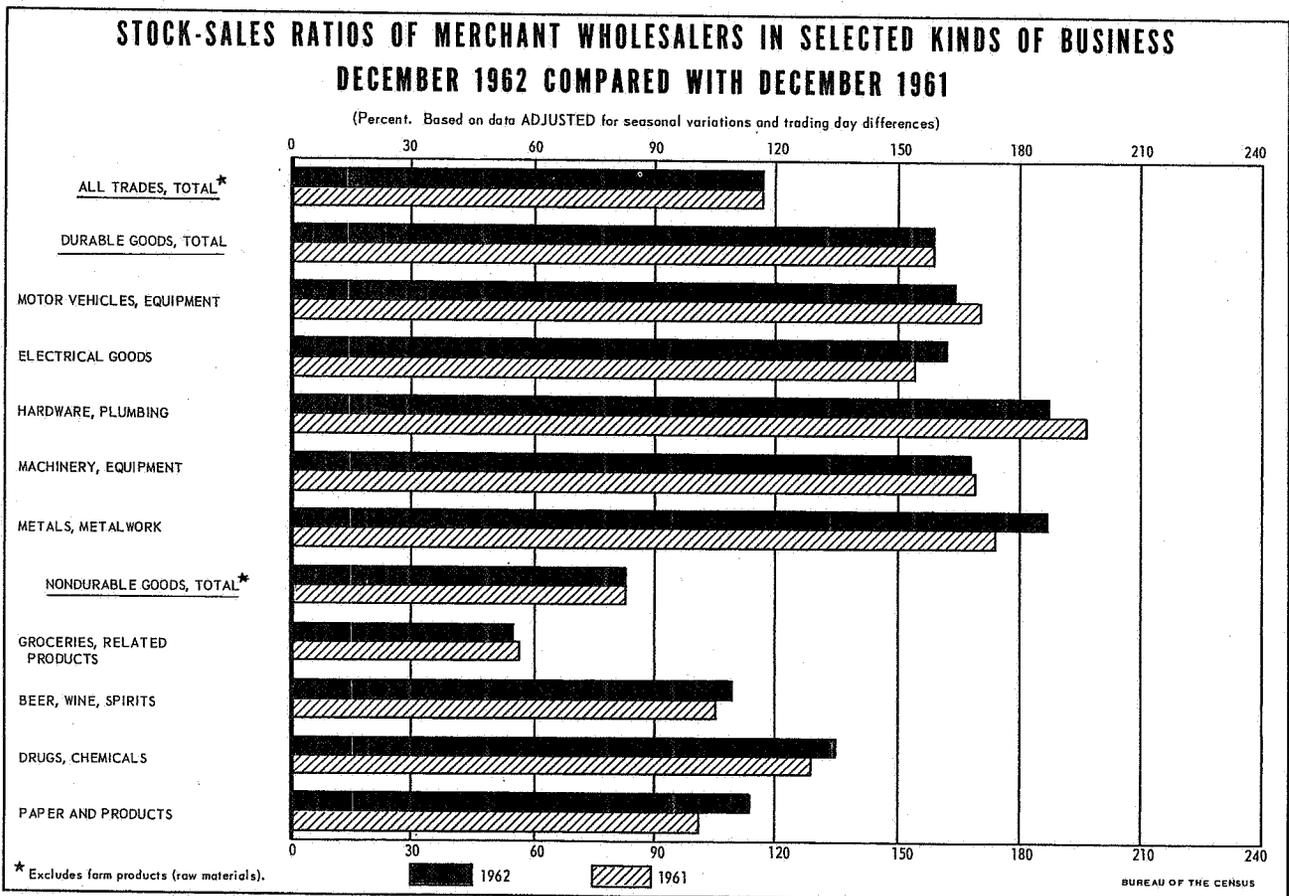
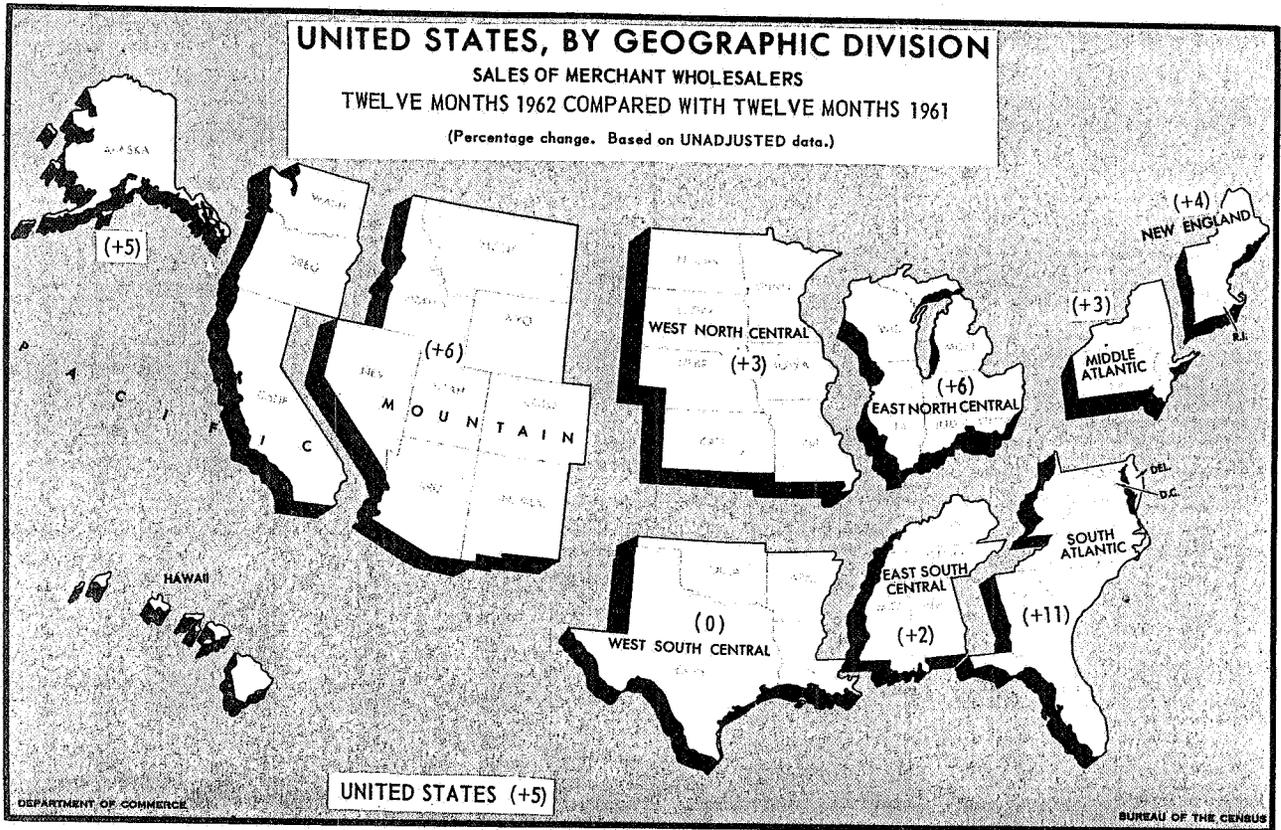


Table 6. PERCENTAGE CHANGES IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS: DECEMBER 1962--Con.

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

Kind of business and geographic division (see map, page 15)	Sales			Inventories, end-of-month (at cost)	
	December 1962 from--		12 months 1962 from 12 months 1961	December 1962 from--	
	December 1961	November 1962		December 1961	November 1962
Plumbing, heating equipment, supplies distributors.....	+8	-12	+6	+2	-3
New England.....	(X)	(X)	+1	(X)	(X)
Middle Atlantic.....	+2	-12	+6	+7	+1
East North Central.....	+12	-17	+4	+14	-4
West North Central.....	+17	-19	-1	+2	+1
South Atlantic.....	(X)	(X)	+12	(X)	(X)
West South Central.....	(X)	-21	+7	-2	0
Pacific.....	(X)	-14	+7	-2	-2
Lumber, construction materials distributors.....	+10	-16	+4	+3	0
New England.....	(X)	(X)	+6	(X)	(X)
Middle Atlantic.....	-9	-19	+3	+14	+3
East North Central.....	+7	-26	-3	+6	-1
West North Central.....	+7	-10	-10	+2	-6
South Atlantic.....	+12	-14	+2	-7	-5
East South Central.....	(X)	-19	(X)	(X)	+3
West South Central.....	(X)	-20	+4	+19	+5
Mountain.....	(X)	-8	-5	(X)	-1
Pacific.....	+28	-7	+14	-2	+1
Industrial machinery, equipment supplies distributors.....	-4	-7	+15	+6	-2
New England.....	(X)	(X)	+34	(X)	(X)
Middle Atlantic.....	-9	+2	+5	+7	+1
East North Central.....	-3	-11	+28	+5	-1
West North Central.....	(X)	-12	+19	(X)	-2
South Atlantic.....	(X)	(X)	+12	(X)	(X)
East South Central.....	(X)	-2	+14	(X)	-1
West South Central.....	-9	-8	+10	+10	-5
Mountain.....	(X)	-8	(X)	-5	-10
Pacific.....	(X)	-9	+20	+13	0
General-line grocery wholesalers.....	+5	-5	+7	+2	-3
New England.....	(X)	-9	-5	(X)	-2
Middle Atlantic.....	-3	-3	-4	-10	-8
East North Central.....	+9	-4	+11	0	+6
West North Central.....	+3	-5	+6	+7	+2
South Atlantic.....	+17	-3	+11	+12	+6
East South Central.....	+3	-5	+2	(X)	0
West South Central.....	+7	-6	+12	+5	-5
Mountain.....	+18	-4	+8	+24	+4
Pacific.....	+5	-5	+11	+7	+1
Specialty-line grocery wholesalers.....	+4	-4	+3	+3	-2
New England.....	(X)	(X)	-1	(X)	(X)
Middle Atlantic.....	+4	+1	+4	-7	+4
East North Central.....	+4	+1	+2	-7	+4
West North Central.....	-6	-14	+4	0	-2
South Atlantic.....	-5	-9	+11	(X)	-1
East South Central.....	(X)	-6	+13	(X)	-4
West South Central.....	(X)	-2	+13	-3	-4
Mountain.....	(X)	(X)	+11	(X)	(X)
Pacific.....	+5	-13	-4	+15	+1
Fresh fruit, vegetable wholesalers.....	+2	+4	+4	-2	-7
New England.....	(X)	-1	-4	(X)	-3
Middle Atlantic.....	+6	-4	+2	(X)	+2
East North Central.....	+24	+9	+4	(X)	-7
West North Central.....	-13	(X)	-6	-12	-5
South Atlantic.....	-5	+25	+26	(X)	-6
East South Central.....	(X)	(X)	+11	(X)	(X)
West South Central.....	-2	+6	0	(X)	(X)
Mountain.....	(X)	(X)	+5	(X)	(X)
Pacific.....	+7	+11	-7	+14	+4
Drug wholesalers (general and specialty lines).....	-4	-12	+1	+5	-2
New England.....	-9	-1	-10	+4	-1
Middle Atlantic.....	-17	-20	-4	(X)	(X)
East North Central.....	+4	-11	+8	+14	+3
West North Central.....	+3	-9	+1	(X)	+2
South Atlantic.....	+15	-5	+3	+9	+5
East South Central.....	0	-5	+5	+4	+5
West South Central.....	-13	-6	-1	+3	+3
Mountain.....	(X)	-20	+7	(X)	(X)
Pacific.....	+5	-13	+6	+11	-3
Tobacco distributors.....	+6	+3	+6	+7	-10
New England.....	-10	+4	+5	(X)	(X)
Middle Atlantic.....	+6	+2	+6	(X)	(X)
East North Central.....	+11	+8	+3	+20	-10
West North Central.....	+1	-7	+8	(X)	-7
South Atlantic.....	+11	+3	+6	+14	-13
East South Central.....	+10	+10	+7	-9	-13
West South Central.....	-13	+1	-1	-10	-12
Mountain.....	(X)	0	+21	+22	-11
Pacific.....	+11	+1	+10	+12	-5
Dry goods, apparel wholesalers.....	+3	-20	+8	(X)	(X)
New England.....	(X)	(X)	-3	(X)	(X)
Middle Atlantic.....	+7	-23	+12	(X)	(X)
East North Central.....	(X)	-9	+13	-4	-13
West North Central.....	(X)	-22	+25	(X)	+9
South Atlantic.....	(X)	-25	+6	(X)	(X)
East South Central.....	(X)	-24	(X)	(X)	-8
Pacific.....	(X)	-7	-2	0	-8

X Withheld due to extreme variability of reported data or a high nonresponse rate.

1 Inventory trends for "Merchant Wholesalers, Total" and for "Nondurable Goods, Total," for the United States and by geographic division, exclude "Farm products (raw materials) merchants."

### 1. Scope of Survey

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

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes the other types of wholesale trade such as manufacturers sales branches and sales offices, petroleum bulk stations, agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey. A description of each kind-of-business classification shown in this report is included on pages 18 through 20.

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

### 2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The revised sample, introduced in February 1961, includes over 17,000 firms drawn from two sources: (1) 1958 Census of Business lists representing all wholesalers (with paid employees) in business in 1958 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1958. The sample is supplemented four times a year for new firms on the BOASI lists.

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

The sample of 5,000 firms in any one month is the maximum that can be canvassed within budgetary limitations. This size sample provides the basis for reliable national estimates, and as a by-product, geographic division estimates for a number of kinds of business. The number of firms selected for each

kind of business varies from 50 to 650 firms, depending upon the total number of firms in the trade and their distribution by sales size. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased somewhat to provide wider representation by geographic division. For other trades, however, data are not shown separately for some or all geographic divisions because it would have required a considerable increase in the sample size to provide reliable results.

The revised sample is similar in design to the previous sample which was selected from 1954 Census of Business lists supplemented by BOASI records of business births. While the number of firms reporting monthly in the new sample is slightly smaller than the old sample, improved procedures in the handling of business births are expected to improve the reliability of the estimates.

### 3. Previously Published Data

Data developed from the new sample are not comparable with data previously published in this series. This is partly due to changes in coverage between Censuses. In this connection, ready-mixed concrete distributors, which in 1954 reported sales of \$998 million (27% of the construction materials distributors total and 1% of total merchant wholesalers sales), were included in manufacturing in the 1958 Census. Hawaii and Alaska, included in the revised sample, were not included in the old sample. These States reported sales of \$399 million in 1958, about 0.3% of the total merchant wholesale sales.

The differences between results of the old and new samples are also attributable, in part, to sampling error in the monthly estimates (see Item 7) and, in part, to changes in the kind-of-business classification of individual firms from one Census year to another. There is also evidence that some business births (i.e., those which were not assigned a kind-of-business code immediately upon receipt by BOASI) were missed in the old sample.

To provide comparative data for the new series, each month, during 1961, estimates for the comparable month of 1960 were derived from the new sample.

During January 1961, data were obtained from both the old and new samples. January 1961 estimates from both the old and new sample are included in tables 7 and 8 as an approximate measure of the difference in level between the two series. However, the differences shown during this one month are not necessarily the differences that would occur in all months.

### 4. Currently Published Data

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

Table 1 shows unadjusted monthly dollar volume estimates of sales for the United States, including detail for 37 individual kinds of business, as well as for kind-of-business groups. Table 1A shows dollar volume estimates, trends, and sampling errors of the cumulative sales for 12 months 1962 and 1961, for

Table 7. COMPARISON OF SALES ESTIMATES FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Sales		Kind of business	Sales	
	Old sample	New sample		Old sample	New sample
MERCHANT WHOLESALERS, TOTAL.....	9,817	10,295	NONDURABLE GOODS, TOTAL.....	6,044	6,274
TOTAL (excluding farm products, raw materials).....	8,799	9,357	TOTAL (excluding farm products, raw materials)....	5,026	5,336
DURABLE GOODS, TOTAL.....	3,773	4,021			
Motor vehicles, automotive equipment, total.....	475	600	Groceries and related products, total.....	2,189	2,253
Automotive equipment, tires, tubes.....	409	428	General-line groceries.....	838	794
Electrical goods, total.....	602	628	Specialty-line groceries.....	580	697
Electrical supplies, apparatus.....	284	263	Confectionery.....	58	63
Electrical appliances, TV, radio sets, electronic parts, equipment.....	318	365	Meats, meat products.....	336	345
Furniture, home furnishings, total.....	169	203	Poultry, poultry products.....	150	116
Furniture-household, office.....	56	60	Fresh fruits, vegetables.....	228	238
Home furnishings, floor coverings.....	113	143	Beer, wine, distilled alcoholic beverages, total.....	469	469
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	404	428	Beer.....	183	196
Hardware.....	156	166	Wine, distilled spirits.....	286	274
Plumbing and heating equipment, supplies.....	203	212	Drugs, chemicals, allied products, total.....	383	440
Lumber, construction materials, total.....	460	426	Drugs, drug proprietaries, druggists' sundries.....	245	276
Lumber, millwork.....	261	290	Paints, varnishes.....	24	21
Construction materials.....	<sup>2</sup> 199	135	Other chemicals, allied products.....	139	143
Machinery, equipment, supplies, total.....	991	1,020	Tobacco, tobacco products.....	304	317
Construction machinery, equipment.....	NA	138	Dry goods, apparel, total.....	459	487
Industrial machinery, equipment supplies.....	447	<sup>3</sup> 481	Apparel and accessories, hosiery, lingerie, footwear.....	155	<sup>4</sup> 189
Professional equipment, supplies.....	109	120	Dry goods, notions.....	<sup>4</sup> 193	184
Service-establishment equipment, supplies.....	<sup>3</sup> 139	96	Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 347	323
Metals, metalwork (except scrap), total.....	382	418	Paper.....	301	270
Iron, steel, and products.....	272	295	Coal.....	75	72
Nonferrous metals.....	110	123	Farm supplies.....	133	147
Scrap, waste materials, total.....	232	237			
Iron, steel scrap.....	120	127			
Waste materials.....	112	110			

See footnotes below.

Table 8. COMPARISON OF INVENTORY ESTIMATES AND STOCK-SALES RATIOS FROM NEW AND OLD SAMPLES: JANUARY 1961

Kind of business	Inventories		Stock-sales ratios	
	Old sample	New sample	Old sample	New sample
MERCHANT WHOLESALERS, TOTAL (excluding farm products, raw materials).....	11,811	12,558	134	134
Selected Kinds of Business				
Motor vehicles, automotive equipment, total.....	1,019	1,185	215	198
Automotive equipment, tires, tubes.....	898	896	220	209
Electrical goods, total.....	1,048	1,138	174	181
Electrical supplies, apparatus.....	463	444	163	169
Electrical appliances, TV, radio sets, electronic parts, equipment.....	585	694	184	190
Hardware, plumbing, heating equipment, supplies, total <sup>1</sup> .....	936	1,028	232	240
Hardware.....	402	423	258	255
Plumbing and heating equipment, supplies.....	445	503	219	237
Machinery, equipment, supplies, total.....	2,044	2,031	206	199
Industrial machinery, equipment supplies.....	829	<sup>3</sup> 812	185	<sup>3</sup> 169
Metals, metalwork (except scrap), total.....	778	871	204	208
Iron, steel and products distributors.....	646	741	238	251
Groceries and related products, total.....	1,315	1,394	60	62
General-line groceries.....	703	635	84	80
Beer, wine, distilled alcoholic beverages, total.....	635	640	135	136
Wine, distilled spirits.....	525	510	184	186
Drugs, chemicals, allied products, total.....	534	587	139	133
Drugs, drug proprietaries, druggists' sundries.....	384	400	157	145
Paper, paper products, excluding wallpaper, total.....	<sup>5</sup> 326	369	<sup>5</sup> 94	114
Paper.....	269	295	89	109

<sup>1</sup> "Air conditioning, commercial refrigeration equipment supplies," was included in "Machinery equipment supplies" group in the old sample, but now is included in "Hardware, plumbing, heating equipment supplies" group. Dollar volume estimates are not published separately for this trade, but are included in the old and new sample data for the latter group.

<sup>2</sup> Ready mixed concrete distributors, which in 1954 represented 27 percent of the construction material total and about 1 percent of total merchant wholesale sales—are excluded from the revised sample because they were classified in manufacturing in the 1958 Census.

<sup>3</sup> "Welding supplies," included in "Service establishment equipment supplies" in the old sample is now included in "Industrial machinery, equipment."

<sup>4</sup> "Hosiery and lingerie" included in "Dry goods, notions" in the old sample, is now included in "Apparel and accessories."

<sup>5</sup> "Wallpaper" included in "Stationery, office supplies" and the "Paper, paper products group" in the old sample, is now included in "Other nondurable goods" group.

Note: Totals include data from some kinds of business not shown separately. Detail may not add to totals due to rounding. Alaska and Hawaii which represented about 0.3% of the total merchant wholesale sales in 1958, are included in the new sample but were not included in the old sample.

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

all kinds of business for which monthly sales estimates are shown in table 1 and for selected additional kinds of business for which monthly sales estimates are not published. However, monthly data for these additional kinds of business are available upon request but are subject to a somewhat higher sampling error than is shown here for the cumulative 12 month sales estimates. Table 4 shows monthly sales estimates adjusted for seasonal variation and trading day differences, for summary totals and for kind-of-business groups. Adjusted sales data are not available at this time for the more detailed kinds of business for which unadjusted data are published.

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

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

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

Table 5 shows inventory trends, based on both the unadjusted and adjusted dollar volume estimates shown in tables 2 and 4. Trend figures are also shown for some kinds of business for which the dollar volume estimates are not published because they are subject to high sampling variability or other causes affecting the reliability of the estimates; but where the measurement of trend are considered to have acceptable reliability. Table 6 shows inventory trends by geographic division for selected kinds of business, based on unadjusted dollar volume estimates.

Farm products (raw materials) merchants carry substantial inventories which are frequently subject to sharp fluctuations. Their inventory data appear to be subject to a very large bias due, in part, to the lack of adequate monthly records on the dollar value of inventories. For this reason, separate inventory data are not published for this trade. Also, because inventory movements for this trade can dominate the total for merchant wholesalers and thus conceal significant movements of other wholesalers, data for this trade are excluded from the total.

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

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

Adjustment for seasonal variations and trading day differences.--The seasonal adjustment factors used to adjust the sales and inventory data in this report were developed by the Bureau of the Census, using the X-9 version of Census Method II for seasonal adjustment. A description of this technique is included in the Appendix of the March 1962 publication of Business Cycle Developments issued by the Bureau of the Census. The trading day factors used to adjust the sales statistics for all kinds of business are based on a 5½ day workweek, with equal weight given to each day of the week. The seasonal adjustment factors being used in 1962 are available upon request.

#### 5. Unpublished Data

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

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

#### 6. Estimating Procedure

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

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes, and stock-sales ratios shown in this report.

The preliminary "composite" estimate is a weighted average of two estimates: (a) the current month unbiased estimate (weight .3) and (b) a ratio estimate (weight .7) obtained by multiplying the above pre-

## DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

vious month composite estimate by the current to previous month ratio obtained from the current month reports.

The final "composite" estimate (available a month later) is a weighted average of two estimates: (a) the preliminary "composite" estimate (weight .72) and (b) the unbiased estimate (weight .28) for the same month as obtained from the next month's reporting panel. The "composite" estimates provide a measure of the dollar volume of sales and inventories considerably more reliable than the unbiased estimates, and the final "composite" estimate is also generally more reliable than the preliminary "composite" estimate.

#### 7. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the dollar level of the "composite" sales estimates for any individual month was about 0.8 percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within 0.8 percent of the results of a complete enumeration. The median sampling error of the inventory estimates for all trades combined (excluding farm products) was 0.7 percent.

Sampling errors have been computed by kind of business for the monthly estimates of sales and inventories and for the ratios of current month to previous month sales and inventories for 13 months, from May 1961 through May 1962. Sampling errors of the ratios of current month to year-ago sales and inventories have been computed for 5 months, from February through June 1962. Table 9 presents the range of the sampling errors and their medians; however, the sampling errors for individual months are available upon request. The sampling errors shown for the monthly dollar estimates are based on the final "composite" estimates, while the sampling errors of the month-to-month ratios are based on the preliminary "composite" estimate of the current month and the final "composite" estimate of the previous month and the year-ago month. The sampling error of the preliminary "composite" estimates are not shown, but would generally be slightly higher than those shown for the final "composite" estimates. The sampling error of month-to-month ratios based on the final estimates would be somewhat higher than that shown in table 9.

Sampling errors of the sales and inventory trends by geographic division are also being computed but have not yet been evaluated.

Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations. Differences may also exist to the extent that the variances of the new sample differ from the variances of the old sample.

These measures of sampling variability do not include biases that may arise from nonsampling errors, such as the failure of respondents to submit correct figures or to submit reports in time for tabulation. In preparing the dollar volume estimates, an esti-

mate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in some trades where the non-response rate was considered too high to provide reliable level estimates. At the national level, approximately 10 percent of the total sales and 30 percent of total inventories are imputed for non-response. In some geographic divisions the non-response may be higher. Biases may also arise due to the use of estimates by respondents. This probably occurs more often in the case of inventories than for sales, reflecting the fact that inventory records are not kept by all businesses on a monthly basis to the same extent as for sales.

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

#### 8. Use of Sampling Errors

The use of sampling errors shown in table 9 is illustrated by the following computation: Multiply the median sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the sales estimate made for all durable goods in May 1962. The published estimate is \$5,294 million while the median sampling error shown in this report is 1.0 percent (or .01). Multiplying \$5,294 million by .01 we obtain \$53 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$5,241 and \$5,347 million. Doubling the given median sampling error gives us the limits \$5,188 to \$5,400 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1962 to May 1962 for all durable goods. This ratio of change, obtained by dividing \$5,294 million by \$5,049 million, is 1.049 (it can also be expressed as a 5% increase). The median sampling error of this ratio is 0.6 percent (.006). Multiplying 1.049 by .006 we obtain .006 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.043 to 1.055 (that is, that the April to May change was between a 4% and 6% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.037 to 1.061.

Table 9. SAMPLING VARIABILITY--ESTIMATES OF SALES AND INVENTORIES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sales						Inventories					
	Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--				Sampling error of the monthly dollar estimates		Sampling error of the ratio of current month to--			
	Range	Median	Previous month		Year ago		Range	Median	Previous month		Year ago	
			Range	Median	Range	Median			Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL.....	0.7-0.9	0.8	0.3-0.7	0.6	0.7-1.0	0.9	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.6-0.9	0.7	0.3-0.7	0.5	0.7-1.0	0.8	0.6-0.9	0.7	0.1-0.8	0.2	0.6-1.0	0.9
DURABLE GOODS, TOTAL.....	0.7-1.2	1.0	0.5-0.9	0.6	1.0-1.7	1.3	0.7-1.0	0.8	0.2-0.5	0.3	0.8-1.3	1.0
Motor vehicles, automotive equipment, total.....	2-3	3	1-3	2	2-5	3	2-3	3	0.4-1.0	0.6	2-4	3
Automobiles, other motor vehicles.....	3-5	4	2-5	4	6-9	7	-	-	0.8-2.3	1.5	3-5	4
Automotive equipment, tires, tubes.....	2-4	2	1-3	2	2-4	3	3-4	3	0.3-1.2	0.7	3-5	4
Electrical goods, total.....	2-4	2	1-2	1	1-5	2	2-3	2	0.4-1.2	0.6	1-3	2
Electrical supplies, apparatus.....	2-3	2	1-2	1	3-8	3	2-3	3	0.3-0.9	0.6	2-3	3
Electrical appliances, TV, radio sets, electronic parts.....	3-7	3	1-3	2	3-6	3	3-4	3	0.5-1.2	0.8	2-3	3
Furniture, home furnishings, total.....	2-4	3	1-4	2	3-5	3	-	-	0.6-2.1	0.8	3-5	4
Furniture-household, office.....	4-6	5	2-5	3	3-4	4	-	-	0.8-1.5	1.1	3-5	4
Home furnishings, floor coverings.....	3-5	4	1-5	2	3-6	5	-	-	0.6-2.7	1.0	4-6	5
Hardware, plumbing-heating equipment, supplies, total.....	2-3	2	1-2	1	2-3	3	2-3	2	0.2-0.6	0.4	2-2	2
Hardware.....	3-4	3	1-3	2	2-4	3	2-3	2	0.4-1.4	0.6	2-4	2
Plumbing and heating equipment, supplies.....	3-4	3	1-3	2	3-5	3	3-4	4	0.3-1.0	0.5	3-4	3
Air conditioning, refrigeration equipment, supplies.....	-	-	2-8	4	8-11	9	-	-	0.8-1.7	1.1	5-6	6
Lumber, construction materials, total.....	2-3	3	1-3	2	2-4	3	-	-	0.5-1.8	0.8	2-6	4
Lumber, millwork.....	3-5	4	1-4	2	3-4	4	-	-	0.7-2.6	1.2	4-8	4
Construction materials.....	3-5	4	2-4	3	5-6	5	-	-	0.7-2.3	0.9	4-6	5
Machinery, equipment, supplies, total.....	2-4	2	1-2	2	3-4	4	1-3	2	0.3-1.1	0.6	2-3	2
Commercial, industrial machinery, equipment, supplies.....	1-4	3	2-4	3	4-6	4	-	-	0.5-1.2	0.8	3-3	3
Commercial machines, equipment.....	-	-	3-7	4	8-9	8	-	-	0.6-2.1	1.0	5-6	6
Construction machinery, equipment.....	4-8	6	2-6	5	6-8	6	-	-	0.4-1.9	0.9	2-4	3
Industrial machinery, equipment, supplies.....	3-5	3	2-4	3	5-7	6	3-5	4	0.6-2.0	0.9	4-5	5
Professional equipment, supplies.....	3-5	4	2-3	2	4-5	5	-	-	0.4-1.1	0.6	3-5	3
Surgical, medical, hospital supplies.....	-	-	2-5	3	5-7	6	-	-	0.3-2.3	0.8	3-6	5
Service establishment equipment, supplies.....	4-6	5	2-4	3	4-6	4	-	-	0.5-3.3	1.3	5-6	5
Metals, metalwork (except scrap), total.....	3-4	3	1-4	2	3-6	4	2-5	4	0.4-1.5	0.5	3-4	3
Iron, steel and products.....	4-5	4	2-5	3	4-7	6	2-5	4	0.4-1.8	0.6	3-4	3
Nonferrous metals.....	2-4	3	2-4	2	4-5	4	-	-	0.5-1.5	0.8	2-4	3
Scrap, waste materials, total.....	3-5	4	2-5	2	3-5	4	-	-	0.6-1.8	1.1	4-6	5
Iron, steel scrap.....	4-7	5	2-6	3	4-8	7	-	-	0.9-2.9	1.9	7-9	8
Waste materials.....	5-8	6	2-5	3	4-5	5	-	-	0.8-3.6	1.3	4-6	5
Jewelry.....	-	-	2-5	4	7-8	7	-	-	0.6-1.9	1.0	3-5	4
NONDURABLE GOODS, TOTAL.....	0.9-1.4	1.1	0.3-1.0	0.7	0.7-1.2	1.0	-	-	-	-	-	-
TOTAL (excluding farm products, raw materials).....	0.8-1.2	0.9	0.4-0.8	0.5	0.8-1.1	1.0	1.2-1.6	1.5	0.2-0.5	0.3	0.9-1.7	1.1
Groceries and related products, total.....	2-2	2	1-2	1	1-2	2	2-4	3	0.4-1.5	0.6	2-3	2
General-line groceries.....	2-3	3	1-1	1	1-2	2	2-3	2	0.4-1.2	0.6	2-3	2
Voluntary groups.....	-	-	1-2	1	2-3	3	-	-	0.4-1.7	0.7	3-5	4
Retailer-cooperatives.....	-	-	1-2	1	2-3	2	-	-	0.5-1.9	1.0	2-4	3
Nonaffiliated.....	-	-	1-2	2	3-3	2	-	-	0.8-2.2	1.2	3-5	3
Specialty-line groceries.....	2-4	3	1-3	1	3-4	3	-	-	0.6-2.2	1.1	3-5	4
Confectionery.....	4-7	4	1-3	1	6-10	8	-	-	0.6-2.7	1.3	5-7	7
Meat, meat products.....	5-10	6	1-4	2	3-4	4	-	-	1.8-7.9	3.1	3-10	7
Poultry, poultry products.....	4-6	5	1-6	2	5-6	6	-	-	1.7-4.9	2.8	9-11	11
Fresh fruit, vegetable.....	4-8	5	2-6	3	5-9	6	-	-	1.0-4.6	2.2	8-10	9
Beer, wine, distilled alcoholic beverages, total.....	3-4	3	1-2	1	2-4	3	5-7	6	0.7-1.8	1.2	3-6	4
Beer.....	2-5	4	1-2	1	2-4	3	-	-	1.4-2.6	2-0	4-5	5
Wine, distilled spirits.....	4-6	5	1-2	2	3-5	4	7-8	7	0.9-2.3	1.3	4-6	5
Drugs, chemicals, allied products, total.....	2-3	3	1-2	1	2-4	2	2-3	2	0.4-1.0	0.5	1-3	2
Drugs, drug proprietaries, druggists' sundries.....	3-4	3	1-3	1	2-3	2	2-3	2	0.3-0.9	0.5	2-2	2
General-line drugs.....	-	-	1-1	1	1-2	1	-	-	0.1-0.8	0.3	1-3	1
Paints, varnishes.....	3-7	4	1-3	2	3-6	5	-	-	0.5-1.9	0.7	3-4	3
Other chemicals, allied products.....	3-6	5	1-3	2	4-7	5	-	-	0.5-3.8	1.2	6-13	8
Tobacco, tobacco products.....	2-3	3	1-1	1	2-2	2	-	-	0.5-2.7	0.7	3-4	3
Dry goods, apparel, total.....	2-3	2	1-3	2	2-3	2	-	-	0.4-1.4	0.8	3-3	3
Apparel and accessories, hosiery, lingerie, footwear.....	3-6	4	2-5	4	5-7	6	-	-	0.9-2.2	1.3	5-7	5
Dry goods, notions.....	3-5	4	2-4	3	3-6	5	-	-	0.5-1.9	1.1	3-5	4
Piece goods converters.....	-	-	1-3	2	3-5	4	-	-	0.3-1.3	0.7	-	-
Paper, paper products (excluding wallpaper), total.....	2-4	3	1-3	2	4-5	4	3-5	4	0.4-2.8	0.7	3-4	3
Paper.....	2-3	3	1-2	2	3-5	4	3-4	4	0.4-1.4	0.8	3-4	3
Stationery, office supplies.....	-	-	3-15	6	-	-	-	-	-	-	-	-
Farm products (raw materials), total.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Cotton.....	-	-	3-16	6	9-11	9	-	-	-	-	-	-
Grain.....	-	-	2-5	3	3-5	4	-	-	-	-	-	-
Other nondurable goods, total.....	-	-	1-3	2	3-4	3	-	-	0.4-1.6	1.0	3-4	3
Amusement, sporting goods.....	3-6	4	2-5	3	4-6	5	-	-	0.8-2.2	1.2	4-5	4
Books, magazines, newspapers.....	3-4	3	1-4	2	2-4	3	-	-	0.5-2.4	0.9	3-5	5
Coal.....	2-4	3	1-3	2	1-5	4	-	-	0.9-4.0	2.0	9-11	10
Farm supplies.....	4-8	5	2-6	3	5-7	5	-	-	1.1-5.4	2.3	5-8	6

Note: The sampling errors of the monthly sales and inventory estimates (final estimates) and the ratios of current month to previous month sales and inventories are based on 13 measurements, from May 1961 through May 1962. The sampling errors of the ratios of current month to year-ago sales and inventories are based on 5 measurements, from February through June 1962.

## DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications shown in the 1957 edition of the Standard Industrial Classification (SIC) Manual and used in the 1958 Census of Business. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

## DURABLE GOODS

Motor Vehicles, Automotive Equipment  
(SIC 501)

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

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

Electrical Goods  
(SIC 506)

Electrical supplies, apparatus (SIC 5062 plus 5063).--Establishments primarily engaged in the wholesale distribution of electrical wiring supplies and construction materials; electrical apparatus and equipment. Where such establishments are also engaged in the wholesale distribution of major electrical appliances such as radio sets, television sets, refrigerators, and freezers, they are classified as general-line electrical supplies, apparatus distributors (SIC 5062). If not also engaged in distribution of major electrical appliances, they are classified as specialty-line electrical supplies, apparatus distributors (SIC 5063).

Electrical appliances, TV, radio sets, electronic parts, equipment (SIC 5064 plus 5065).--Establishments primarily engaged in the wholesale distribution of radio and television sets, self-contained air-conditioning units, and household electrical appliances. Gas clothes dryers and gas household refrigerators are included here (SIC 5064). Also establishments primarily engaged in wholesale distribution of electronic parts and equipment, such as radio and television receiving and transmitting, and industrial electronic tubes; electronic intercommunication equipment; radio parts and accessories; and electronic sound equipment (SIC 5065).

Furniture, Home Furnishings  
(Part of SIC 509)

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

Home furnishings, floor coverings (part of SIC 5097).--Establishments primarily engaged in the wholesale distribution of antiques, china, glassware, and earthenware; curtains and draperies; table linens, towels; carpets, linoleum, and

all other types of hard and soft surface floor coverings; and all other general home furnishings and homewares.

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

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

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

Air conditioning, refrigeration equipment, supplies (SIC 5077).--Establishments primarily engaged in the wholesale distribution of air conditioning, refrigeration, and ventilating equipment and supplies, except self-contained air-conditioning units--SIC Code 506.

Lumber, Construction Materials  
(Part of SIC 509)

Lumber, millwork (part of SIC 5098).--Establishments primarily engaged in the wholesale distribution of rough, dressed and finished lumber; plywood; door and window frames (wooden or metal), and all other varieties of wooden and metal millwork.

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

Machinery, Equipment, Supplies  
(SIC 508)

Commercial, industrial machinery, equipment, supplies (SIC 5082):

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

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

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

Professional equipment, supplies (SIC 5086).--Establishments primarily engaged in the wholesale distribution of

## DESCRIPTION OF KINDS OF BUSINESS

mechanical devices and other equipment used by dentists, physicians, surgeons, veterinarians, optometrists, osteopaths, and other like professional groups.

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

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

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

**Metals, Metalwork (except scrap)  
(Part of SIC 509)**

Iron, steel, and products (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of iron and steel products--bars, rods, plates, sheet, wire, nails, spikes, shapes, pipe, tubing, containers, etc.

Nonferrous metals (part of SIC 5091).--Establishments primarily engaged in wholesale distribution of nonferrous metals (except precious metals)--copper, brass, aluminum, etc.--and miscellaneous nonmetallic minerals.

**Scrap and Waste Materials  
(Part of SIC 509)**

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

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

**Jewelry  
(Part of SIC 509)**

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

**NONDURABLE GOODS**

**Groceries and Related Products  
(SIC 504)**

General-line groceries (SIC 5042).--Establishments engaged in the wholesale distribution of a general line of groceries--canned foods, coffee, flour, sugar, tea, spices, etc. Vol-

untary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

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

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

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

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

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

**Beer, Wine, Distilled Alcoholic Beverages  
(Part of SIC 509)**

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

Wines, distilled spirits (part of SIC 5095).--Establishments primarily engaged in wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending, wines, and distilled liquors.

**Drugs, Chemicals, Allied Products  
(SIC 502)**

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

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

## DESCRIPTION OF KINDS OF BUSINESS

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

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

**Tobacco**  
(Part of SIC 509)

Tobacco, tobacco products (SIC 5094)--Establishments primarily engaged in wholesale distribution of manufactured tobacco products--cigarettes, cigars, smoking tobacco. Marketers of leaf tobacco are classified in SIC Industry 5051.

**Dry Goods, Apparel**  
(SIC 503)

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

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

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

**Paper, Paper Products, Except Wallpaper**  
(Part of SIC 509)

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

Stationery, office supplies (part of SIC 5096)--Establishments primarily engaged in wholesale distribution of commercial stationery; office supplies including envelopes, typewriter and mimeograph paper, file cards and folders, pens, calendars, etc.; social stationery, including envelopes.

**Farm Products--Raw Materials**  
(SIC 505)

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

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

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

**Other Nondurable Goods**  
(Part of SIC 509)

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

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

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

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

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

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

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

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

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