MONTHLY REVIEW

FEDERAL RESERVE BANK OF RICHMOND

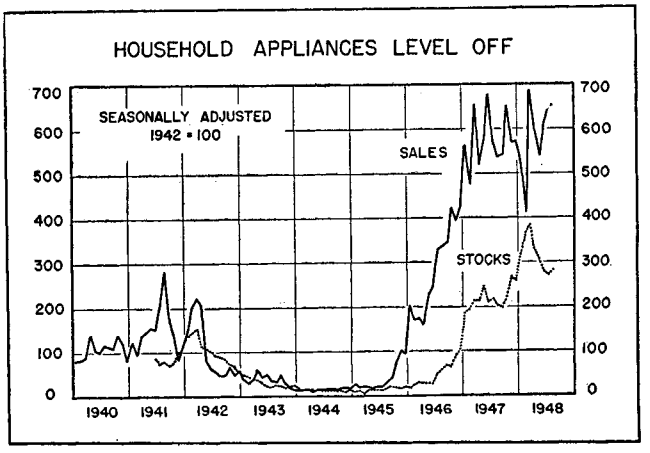
RICHMOND 13, VIRGINIA — SEPTEMBER 30, 1948

Business Conditions

READJUSTMENTS in the levels of business activity are in process in the Fifth Federal Reserve District. Four of the major industries of the District this summer have shifted their status from a seller's market to a buyer's market. These industries are cotton textiles, the District's largest employer, bituminous coal, the second largest employer, lumber, and hosiery, both important sources of livelihood for large numbers of people in this area.

Prices in these industries have been soft and still are not yet stabilized. This is not true of good quality lumber, but does apply to the poorer grades. Prices of numerous cotton goods and yarns have experienced considerable weakness during much of the year to date, but these prices still show much larger increases relative to pre-war than the rank and file of commodities. Off-grade coal, which along with the clean, graded and sized products, had been in very strong demand prior to this summer, now is practically without a market, and some of the better grades of coal require considerable selling effort. A few producers of women's full-fashioned hosiery have again marked prices down recently after some fairly general cuts several months earlier, and this was in the face of a 7 per cent rise in the price of nylon yarn.

There has, however, been nothing in the line of price weakness that formerly was characteristic of many of these commodities, and it is becoming more apparent that, for the time being, at least, adjustments to lower demand are likely to occur more in production than in price. This is only natural where price supports or other inflexible costs have raised the break-even point so that it becomes unprofitable to reduce prices very much in order to continue full production. There may be, however, a strong urge to continue high-level production and a consequent accumulation of inventories even when demand runs short of production, with prices at their high peaks and presumably vulnerable to reaction. This urge may come through a decision to produce and maintain the working force intact rather than shut down or cut hours of labor so much that the workers would seek jobs elsewhere. When jobs are plentiful, as they still are, industry is faced with the real problem of whether to build inventories or cut back and run the risk of losing a trained labor force. This summer, a good part of the hosiery industry in the district tried both approaches: prices were cut and production was continued at a level that resulted in a rise in inventories.



Trade

Trade levels in the nation are not showing any substantial increase of vitality, but they continue on a fairly high level, with some forward progress. If this situation holds, there is reason to believe that the price adjustments taking place in the Fifth District will not be drastic or continue for a very long period. Department store sales in the Fifth District, which ran inordinately ahead of national levels in June, have since been coming back in line. Seasonally adjusted indices of sales for the District declined in July and again in August, bringing the adjusted level of sales back to where it was in the spring.

While sales continued at a high level in August, there was a drop of 7 per cent in inventories. As a result, the stock-sales ratio, after allowing for seasonal changes, was the lowest of any month this year. Even with retail stores maintaining an ultra-conservative inventory policy, it would seem that some step-up in the rate of purchase would be in order during October and November.

On this page of this *Review* there appears a chart showing seasonally adjusted sales and stocks of major household appliances of those department stores in the Fifth Federal Reserve District which report departmentally. The major household appliance departments consist of refrigerators, washers, ironers, stoves and cabinets. These products had been, in substantial part, responsible for the sharp rise in store sales volume in 1946 and 1947. The chart shows, however, that sales, although remaining at a very high level, are no longer ris-

ing but have leveled off. Furthermore, inventories are no longer rising but have turned down.*

In the wholesale trades, dry goods and hardware were strong during August. The seasonally adjusted index of dry goods sales in that month rose 30 per cent over the July level to a point 10 per cent ahead of August, 1947. Wholesale hardware sales gained 37 per cent in August over July, on an adjusted basis, and August, 1948 sales were 34 per cent higher than in that month last year. Losses in adjusted sales were experienced in industrial supplies, drugs and electrical goods from July to August, while grocery sales held at July levels.

Cotton Textiles

The buyer's market still persists in the District's cotton textile industry in all its segments. The movement of industrial goods is somewhat steadier than that of apparel construction, but even here consuming industries have apparently decided to shorten their period of forward coverage and to maintain a more conservative inventory position. An improved demand for bags has brought forth an increase in purchase of bagging materials, but the paper competition in this area does not give much hope for other than a temporary spurt. The inventory position of apparel and household textiles apparently has been more substantial than had been believed, business in these lines being slow and mainly for nearby needs. Dry goods sales at wholesale in August, however, give hope that some improvement may be expected in the amount of business written in October and November.

Consumption of cotton in the District's mills recovered more than seasonally from July to August (8 per cent), but the August level was still around 7 per cent lower than in the first four months of the year. The demand for export appears to be running at a steadily declining rate. Moreover, domestic pipelines appear to be full. Under these circumstances, the industry would do well if it could hold its operating rate in the last half of 1948 within 5 or 6 per cent of that in the first half, without accumulating large inventories. Price sluggishness in the industry does not signify urgency of demand.

Bituminous Coal

Production in the District in August rose 5 per cent, on a seasonally adjusted basis, and stood in that month

Continued on page 9

*This is one series out of 57 major or sub-group departmental items which have similarly been measured in terms of seasonally adjusted index numbers. They run back to 1940 in the case of sales and to June, 1941, in the case of stocks. These are available to those who have need for them.

BUSINESS INDEXES—FIFTH FEDERAL RESERVE DISTRICT
AVERAGE DAILY 1935-39=100—SEASONALLY ADJUSTED

	Aug. 1948	July 1948	June 1948	Aug. 1947	% Change Aug. 1948 from July 48	% Change Aug. 1948 from Aug. 47
Automobile Registration*	-----	132	105	105	-----	-----
Bank Debits	365	329	327	308	+ 11	+ 19
Bituminous Coal Production	172	164r	165	163	+ 5	+ 6
Building Contracts Awarded	337	347	335	306	— 3	+ 10
Apartments and Hotels	-----	190	305	636	-----	-----
Commercial Construction Contracts	-----	414	478	339	-----	-----
Manufacturing Construction Contracts	-----	453	246	463	-----	-----
One and Two Family Houses	-----	434	299	313	-----	-----
Public Works and Utilities	-----	259	453	162	-----	-----
Residential Construction Contracts	348	404	271	431	— 14	— 19
Building Permits Issued	284	323	441	294	— 12	— 3
Business Failures—No.	38	35	29	25	+ 9	+ 52
Cigarette Production	265	223	245	233	+ 19	+ 14
Cotton Consumption	142	131	148	138r	+ 8	+ 3
Department Store Sales	315	328	335	283	— 4	+ 11
Department Store Stocks	289r	308	304	260	— 6	+ 11
Electric Power Production	-----	260	256	249	-----	-----
Employment—Mfg. Industries*	-----	133	135	132	-----	-----
Furniture Orders	-----	309	276	273	-----	-----
Furniture Shipments	-----	211	323	203	-----	-----
Furniture Unfilled Orders	-----	584	641	728	-----	-----
Furniture Sales—Retail	254	265r	299	219	— 4	+ 16
Gasoline Consumption	-----	-----	200	180	-----	-----
Life Insurance Sales	255	263	253	230	— 3	+ 11
Wholesale Trade:						
Automotive Supplies**	377	364	431	255	+ 4	+ 48
Drugs	264	270	260	269	— 2	— 2
Dry Goods†	246	189r	175r	223r	+ 30	+ 10
Electrical Goods**	88	93	77	74	— 5	+ 19
Groceries	277	276	273	271	0	+ 2
Hardware	218	159	175	163	+ 37	+ 34
Industrial Supplies**	285	342	391	311	— 17	— 8
Paper and Its Products**	167	146	161	166	+ 14	+ 1
Tobacco and Its Products**	87	98	93	98	— 11	— 11
Cotton Spindle Hours	146	125	155	142	+ 17	+ 3

*Not seasonally adjusted
**1938-41=100
†Seasonal index revised.

An Economic Classification of Fifth District Farms

Did you know that:

1. Half of the farms in the Fifth District are small-scale units which produce less than 10 per cent of the value of farm products sold?

2. The only practical way most small-scale farmers can materially increase their income is by off-farm work or materially enlarging their farms?

3. Less than half of the farms in the Fifth District are commercial family farms?

4. Although many family farms can be advantageously enlarged, most of them will find it possible to raise farm income primarily through increased production efficiency, mechanization and changes in farm organization?

5. Less than 1 per cent of all farms are large-scale units, but they produce about 12 per cent of the value of farm products sold in the District?

We are accustomed to thinking of most farms in this area as family farms, and to regarding the maintenance of family farms as a desirable objective. Public policy for agriculture in general accepts this view. In recent years such legislation as the Bankhead Jones Tenant Purchase Act has emphasized the desirability of establishing owner-operated family farms. The ideal of the family farm seems consequently to be an important one for agriculture. It is the purpose of this paper to describe the different classes of farms in this area and in particular to evaluate the importance of family farms.

What Is a Family Farm?

When we speak of family farms we usually are thinking of farms of a fairly definite size. In fact, family farms are often called family-sized farms. We usually believe that a family farm is one small enough so that the farmer and his family do most of the work or at least a large part of the work. Although a family farm may use hired labor, it normally is operated mainly with the labor of the farmer and members of his family. In general, if half or more of the labor on a farm is hired, we would suspect that the particular farm is somewhat larger than a family farm, and it might be called a large-scale unit or some similar term. Similarly, if the farm is so small that the farmer and his family cannot keep themselves occupied profitably most of the time with farm work, we would usually consider that particular farm smaller than a family farm. It would probably be called a small-scale farm, a small holding, a part-time farm, or by some similar description to indicate that it is smaller than a family farm.

The family farm is also a commercial farm. By commercial we mean that a substantial share, usually more than half, of the farm income comes from producing products for sale. Such farms may and usually do produce considerable amounts of products for the use of the farm household. However, production for sale is the most important source of farm income. If production for use of the farm household is the most important source of farm income, the particular farm would usually be considered smaller than a family farm and would be a small-scale unit of some kind.

The concept of the family farm implies a farm large enough to produce, under normal conditions, an "adequate" or "satisfactory" income for the farm family. It is here that the concept becomes most vague although it is still present and important. There is no general agreement on what an adequate income for the farm would be. We might all agree that a $600 gross value of products would result in an inadequate income and a $5,000 gross value would result in a fully adequate income. But for an intermediate figure of, say, $1,500 there are more likely to be difference of opinion. The final decision as to whether income is adequate or not rests with the farm family and is dependent upon the size of the family and the level of living the family wishes to maintain. Farmers on farms which provide small incomes relative to their needs are often under considerable pressure to increase their income and frequently seek off-farm work. Most of the farmers reporting off-farm work in this area are operators of small units.

Finally, the idea of the family farm is a changing one. The use of improved farm machinery, tractors, and improved methods has considerably increased the size of farms which can be handled by the farmer and his family. For example, a typical Piedmont cotton family farm at present consists of about 40 acres with 20 acres of crop-land including 6 acres of cotton. Little livestock is kept. With mechanization and improved methods a family can handle in that area around 270 acres with 120 acres of cropland. Cotton acreage could be increased to 12 acres or more depending on the degree of mechanization. Other land in crops could increase from 14 acres to over 100. In addition, the farmer would be able to milk 10 or 12 cows and possibly more. This larger farm would still be a family farm. The difference is that improved methods and mechanization has enabled the farm family to handle more land and livestock and produce a greater volume of farm products efficiently.

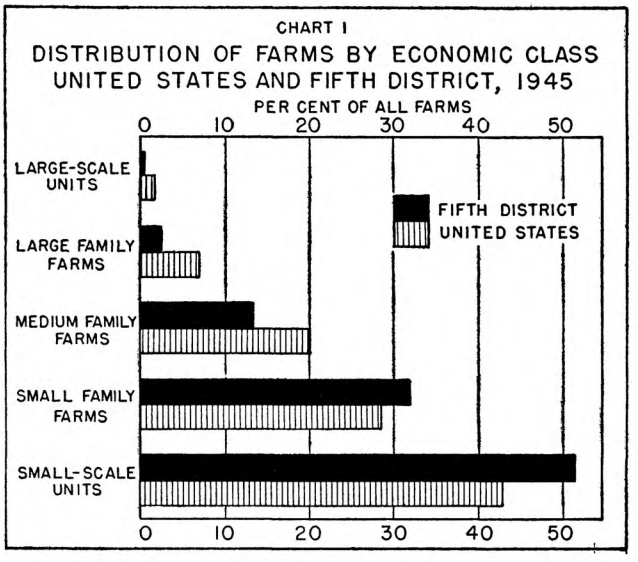
The above example illustrates the effect of mechanization and technological improvement on family farms. It shows that family farms may be relatively large and mechanized and still be family farms. Also, if family farms are to efficiently utilize family labor and provide adequate incomes they must be fairly large and mechanized. It is, of course, not possible in most areas for every individual farmer to enlarge his farm in this manner. Therefore, we can say that mechanization and other technological developments tend to result in fewer and larger commercial family farms. As industrializa-

tion develops there is a tendency for farmers who do not care to enlarge their farms or who cannot do so to engage in off-farm work. This results in an increase in part-time farms and other small-scale units. Two trends may, therefore, be observed in farms in this area. There is a trend toward fewer and larger full-scale commercial family farms. Second, there is an increase in small non-commercial farms because the increased nonfarm employment of farm people has resulted in more part-time farms and rural residences.

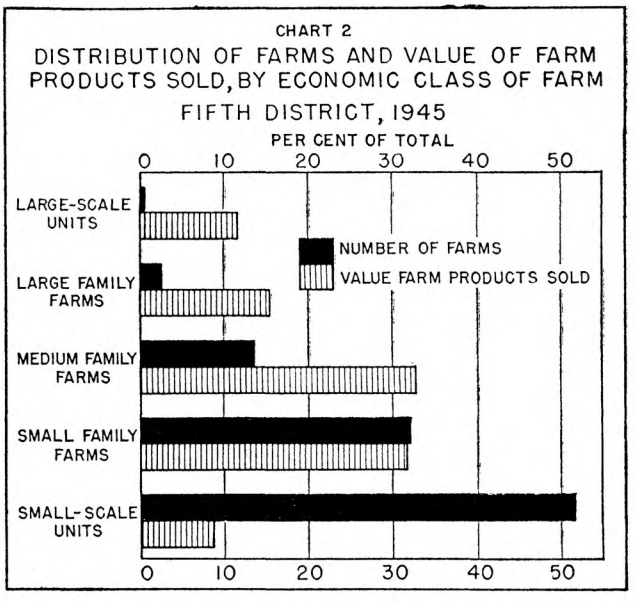
We distinguish, therefore, three general classes of farms: large-scale units which are larger than family farms, commercial family farms, and small-scale farms which are generally smaller than family farms and are usually not commercial farms. Previous to the 1945 Census of Agriculture we had no data on farms according to this classification. The 1945 Sample Censue of Agriculture, however, made a classification of farms on the primary basis of the value of products sold or used in 1944. A secondary basis of classification was the value of land and buildings. The amount of work off the farm was also considered. As is usual in Censue studies, each cropper and tenant unit was reported as a separate farm.[1] Consequently, the term "large-scale unit" does not refer to plantations and other multiple-family farms operated with cropper labor. Instead large-scale units are large farms where most of the labor is hired and the farmer devotes nearly all of his time to supervision and management.

This Census divided all farms into classes on the primary basis of the value of products sold or used by the farm household in 1944. Farms with a gross value of products of $20,000 or more are large-scale units and are almost always larger than family farms. Those farms with a gross value of products from $1,200 up to $20,000 may be called commercial family farms and may be further divided into three size groups. The large family farms are generally those with a gross value of products of $8,000 to $19,999. Medium family farms had $3,000 to $7,999 value of products, and the small family farms had $1,200 to $2,999. Farms with less than $1,200 value of products are primarily small-scale non-commercial farms and include part-time farms, small holdings, and nominal units. However, the largest family farms may be quite similar to large-scale units and the smaller family farms may resemble small-scale units in many ways.

Only 55 per cent of the farms in the United States are classed as commercial family farms. A small proportion, 2 per cent, are large-scale units, whereas, 43 per cent comprise a miscellaneous group of small-scale farms. This last group is composed of family farms in the sense that each farm has a family living on it. However, these small-scale farms are usually not commercial farms because the amount of production per farm is quite small. About two-thirds of these small-scale farms are part-time farms and nominal units where the farmer and his family depend on nonfarm sources for part or all of their income.



The Fifth Federal Reserve District had about 750,000 farms enumerated in the 1945 Census of Agriculture. As noted above each cropper unit is classed as a separate farm. Less than half of Fifth District farms, or 48 per cent, are commercial family farms. On the other hand, less than 1 per cent of our farms are large-scale units where the farmer depends primarily upon hired labor and not upon his own labor and that of his family in operating the farm. In other words, less than half of the farms in this District are large enough to justify the full-time labor of a farmer. Most of the farms not in the commercial family farm category are small-scale units where the gross production is too small to furnish an adequate living for the farm family and where a part or most of the family living is obtained from the farm in the form of farm products for home consumption and from work off the farm. About 52 per cent of the District's farms are in this latter group.



[1]The Census of Agriculture definition of a farm is: "A farm, for Census purposes, is all the land on which some agricultural operations are performed by one person, either by his own labor alone or with the assistance of members of his household, or hired employees. . . . When a landowner has one or more tenants, renters, croppers, or managers, the land operated by each is considered a farm. . . . Do not report as a farm any tract of land of less than 3 acres, unless its agricultural products in 1944 were valued at $250 or more."—**United States Census of Agriculture: 1945, "Special Report on the 1945 Sample Census of Agriculture," p. 8.**

TABLE 1
PERCENTAGE OF FARMS, FARM POPULATION, CROPLAND HARVESTED AND VALUE OF FARM PRODUCTS, BY ECONOMIC CLASS FIFTH FEDERAL RESERVE DISTRICT, 1945*

Class	Number of Farms	Farm Population	Cropland Harvested	Gross Value of Farm Production*	Value of Farm Products Sold
	Per cent	Per cent	Per cent	Per cent	Per cent
All Farms	100.0	100.0	100.0	100.0	100.0
Large-scale units	0.6	1.8	5.5	9.8	11.8
Commercial family farms	47.9	52.8	70.1	75.4	79.4
Large	2.5	4.0	9.9	13.2	15.3
Medium	13.4	16.3	24.7	29.8	32.5
Small	32.0	32.5	35.5	32.4	31.6
Small-scale units	51.5	45.4	24.4	14.8	8.8
Part-time farms	13.3	13.7	4.6	4.0	1.7
Small holdings	18.0	15.9	12.7	7.8	5.7
Nominal units	20.2	15.8	7.1	3.0	1.4

*Includes only products sold and used by the farm household.

Compiled from **Special Report on the 1945 Sample Census of Agriculture,** Table 29.

Large-Scale Units

Large-scale units are defined primarily as farms with a gross value of products of $20,000 or more and a land and building value of at least $15,000. Where the investment in land and buildings is $70,000 or more, farms with a value of products of $8,000 to $19,999 are included. These large-scale units are not numerous. Less than 2 per cent of the farms in the United States and only 0.6 per cent of the farms in the Fifth District are in this group. Large-scale farms represent a size of business and method of operation that in general differ considerably from commercial family farms. Much labor is hired, and the operator devotes more of his time to supervision and management than does the operator of a family farm.

TABLE 2
NUMBER AND IMPORTANT CHARACTERISTICS OF FARMS, BY ECONOMIC CLASS FIFTH FEDERAL RESERVE DISTRICT, 1945

Class	Number of Farms	Average per Farm*				
		Cropland Harvested	Value of Land and Buildings	Value of Implements & Machinery	Gross Value of Products Sold or Used	Value of Products Sold
	Number	Acres	Dollars	Dollars	Dollars	Dollars
All Farms	747,172	23	4,096	331	1,873	1,510
Large-scale units	4,387	219	47,006	5,684	31,196	30,293
Commercial family farms	357,669	34	5,243	491	2,949	2,505
Large	18,730	92	16,904	1,930	9,823	9,196
Medium	100,163	43	6,382	676	4,163	3,662
Small	238,776	26	3,851	301	1,900	1,494
Small-scale units	385,116	11	2,542	121	539	258
Part-time farms	99,473	8	2,325	124	565	190
Small holdings	134,675	16	2,277	138	813	481
Nominal units	150,968	8	2,922	103	277	103

*Average of all farms in each class.

Compiled from **Special Report on the 1945 Sample Census of Agriculture,** Table 29.

While large-scale units are not numerous in the District they are of considerable importance when considered in regard to the total agricultural production of the area. They are also of importance from the standpoint of capital invested in agriculture and the employment of the farm population. In the Fifth District large-scale units had an average of over 14 persons per farm, whereas the average for all farms was less than 5 persons per farm. The average value of machinery and implements on large-scale units was $3,684 as compared to a $331 average for all farms. The average value of land and buildings in the District was $4,096 and large-scale units had an average land and building value of $47,006. Similarly, large-scale farms averaged 625 acres of which cropland harvested comprised 219 acres, while the average farm in the District had 79 acres of which 23 acres represented cropland harvested. The gross value of farm products in 1944 on large-scale farms was $31,196 or more than 16 times the average for all farms in the District.

Although large-scale units comprise only 0.6 per cent of the number of farms in the District, they accounted for 11.8 per cent of the value of farm products sold in 1944 and 9.8 per cent of the gross value of farm products, including home-used products. Within large-scale units were included 4.6 per cent of the District's total land in farms and 5.5 per cent of the cropland harvested. Similarly, these farms represented a large proportion of the total capital invested in agriculture in this District. In large-scale units were found 10.1 per cent of the total value of implements and machinery and 6.7 per cent of the total value of land and buildings.

The gross value of production per person on farms is high on large-scale units. Large-scale farms averaged 14 persons per farm and a gross value of products of $31,196. The average value of products per person was, accordingly, about $2,200 and was about five and one-half times the average for all farms in the District. Both the large scale of operation and this high production per person were reflected in the high proportion of large-scale farms reporting modern facilities and motor vehicles. Large-scale farms were highly mechanized with 82 per cent reporting tractors as compared to 11 per cent for all farms in the District. The proportions reporting motor trucks, automobiles, running water, electricity, and telephones were similarly far above the average for all farms in the District.

TABLE 3

PERCENTAGE DISTRIBUTION OF FARMS AND VALUE OF FARM PRODUCTS SOLD, BY ECONOMIC CLASS OF FARM FIFTH DISTRICT BY STATES, 1945

Class	Fifth Dist.	Md.	Va.	West Va.	N. C.	S. C.
	Per cent of All Farms					
All Farms	100.0	100.0	100.0	100.0	100.0	100.0
Large-scale units	0.6	1.4	0.7	0.2	0.7	0.3
Commercial family farms	47.9	57.9	39.0	20.5	60.9	48.3
Large	2.5	10.0	2.6	1.1	2.6	1.1
Medium	13.4	24.8	10.4	4.0	18.8	9.5
Small	32.0	23.1	26.0	15.4	39.5	37.7
Small-scale units	51.5	40.7	60.3	79.3	38.4	51.4
Part-time farms	13.3	12.5	17.3	27.9	8.1	9.4
Small holdings	18.0	10.3	17.1	17.9	16.1	25.0
Nominal units	20.2	17.9	25.9	33.5	14.2	17.0
	Per cent of Farm Products Sold					
All Farms	100.0	100.0	100.0	100.0	100.0	100.0
Large-scale units	11.8	17.9	18.8	13.5	7.7	8.2
Commercial family farms	79.4	79.2	70.8	68.5	85.9	77.5
Large	15.3	36.5	18.9	18.1	9.8	8.2
Medium	32.5	32.4	27.2	24.8	38.6	26.3
Small	31.6	10.3	24.7	25.6	37.5	43.0
Small-scale units	8.8	2.9	10.4	18.0	6.4	14.3
Part-time farms	1.7	0.9	2.0	6.1	1.1	1.9
Small holdings	5.7	1.6	5.2	9.3	4.7	11.0
Nominal units	1.4	0.4	3.2	2.6	0.6	1.4

Compiled from **Special Report on the 1945 Sample Census of Agriculture**, Table 29.

Commercial Family Farms

About 48 per cent of the farms in the Fifth District are commercial family farms. This group forms a large proportion of the farms in each state, although the proportion varies between states. In North Carolina 61 per cent of the farms are commercial family farms, but in West Virginia only 20 per cent are in this class.

Commercial family farms are defined primarily as farms with a value of products of $1,200 to $19,999 in 1944. They are divided into three size groups. Large family farms are generally those with a value of products of $8,000 to $19,999 and an investment in land and buildings under $70,000. Farms with at least $3,000 gross value of products are included if the investment in land and buildings is $30,000 to $69,999. Medium family farms are primarily those with a value of products ranging from $3,000 to $7,999 and a land and building investment less than $30,000. If the value of land and buildings is $20,000 to $29,999, farms with $1,200 to $2,999 value of products are included. Finally small family farms are primarily those with $1,200 to $2,999 value of products and a land and building value less than $20,000. If the value of land and building is at least $8,000, farms with $500 to $1,199 are included in this group.

All family farms, which taken together comprise 48 per cent of the number of farms in the District, accounted for 75 per cent of the gross value of all farm production and for 79 per cent of the value of farm products sold. They had 53 per cent of the District's farm population, 70 per cent of the cropland harvested, 71 per cent of the investment in implements and machinery, and 61 per cent of the value of land and buildings.

Large commercial family farms, $8,000 to $19,999 gross value of products, represent a size of business which usually employs a considerable amount of hired labor. In some cases they approach the size of large-scale units. On an average, large family farms in the District had 92 acres of cropland, land and buildings valued at $16,904, a gross value of products of $9,823, and an investment of $1,930 in implements and machinery. In this group are 2.5 per cent of the District's farms with an average of 7.5 persons per farm.

Medium family farms, $3,000 to $7,999 gross value of products, include 13.4 per cent of the District's farms. They averaged 5.7 persons per farm and a gross value of products of $4,163. Investment in land and buildings was $6,382 per farm and in implements and machinery only $676. While 25 per cent of the total cropland harvested was in medium family farms, the average per farm was only 43 acres.

Small family farms are the most numerous single class of farms in the District. In general they had $1,200 to $2,999 gross value of products per farm. Thirty-two per cent of all farms are in this group. The group is more numerous because each cropper tract is reported as a farm in the Census and most cropper units would be in this class of small family farms. On these farms was 32 per cent of the farm population, and the average number of persons per farm was 4.8.

Many of these farms may be considered inadequate units in terms of acreage, investment, and production. The average gross value of products for small family farms in the District was $1,900. In four of the five states the average was less. The average value of farm products sold from these farms was less than $1,500 in 1944 when prices of farm products were fairly satis-

factory. In the case of cropper units, about one-half of this would be income for the cropper. In the District small family farms averaged 26 acres of cropland harvested per farm, while $301 was invested in implements and machinery and $3,851 in land and buildings.

A general association of size of farm and the proportion of farms reporting motor vehicles and modern household facilities is found on family farms. For example, 55 per cent of the large family farms reported tractors. On medium family farms the proportion fell to 24 per cent, and tractors were found on only 11 per cent of the small farms. Similarly, modern household facilities like running water, electricity, and telephones were reported more often on large family farms than on medium farms, and on medium farms more often than on small farms.

TABLE 4
FARMS REPORTING SPECIFIED FACILITIES, BY ECONOMIC CLASS OF FARM
FIFTH FEDERAL RESERVE DISTRICT, 1945

Class	Motor trucks	Tractors	Automobiles	Running Water	Electricity	Telephones
	Per cent of Farms Reporting					
All Farms	14.0	11.1	49.6	18.4	37.8	12.2
Large-scale units	79.3	81.8	87.1	74.9	84.2	64.6
Commercial family farms	18.6	16.7	59.2	20.5	40.4	13.3
Large	48.9	55.1	83.0	55.0	73.3	42.2
Medium	23.8	23.9	69.5	24.2	46.8	15.3
Small	14.1	10.7	53.0	16.2	35.1	10.2
Small-scale units	9.0	5.0	40.3	15.8	34.9	10.6
Part-time farms	12.8	5.7	53.1	22.6	46.9	13.3
Small holdings	8.5	5.3	37.5	11.7	28.1	8.3
Nominal units	7.0	4.4	34.4	15.0	33.0	10.8

Compiled from **Special Report on the 1945 Sample Census of Agriculture,** Table 29.

Small-Scale Units

This is a miscellaneous group of part-time farms, small holdings, and nominal units which generally have a value of products less than $1,200. About 52 per cent of the District's farms are in this group, but only 15 per cent of the gross value of farm production and only 9 per cent of the value of farm products sold originated on these farms. These farms had 45 per cent of the District's farm population, but they had only 24 per cent of the cropland harvested, 19 per cent of the value of implements and machinery, and 32 per cent of the value of land and buildings.

Part-time farms are defined as "farms with a value of products of $250 to $1,199, a value of land and buildings of less than $8,000, and the farm operator working off the farm 100 days or more." This type of farm represents a combination of farm and nonfarm employment for the operator. The farm family is probably dependent on the farm for half or less of the family living. Part-time farms in the District had a small average gross value of farm products, $565. Nearly two-thirds of this was used at home, and sales of farm products amounted to only $190 per farm. Total investment per farm was small. About $2,300 was invested in land and buildings and $124 in implements and machinery.

Such part-time farms include about 13 per cent of the total number of farms in the District. They are most important in West Virginia where 28 per cent of the farms are in this class. In North Carolina only 8 per cent of the farms are classed as part-time. If nonfarm employment increases in the District, part-time farms may be expected to increase. This will result in part from some movement of urban workers into rural areas where they can combine farming and other employment. An increase in part-time farms may also come about as operators of small inadequate farms cease to rely entirely on farming for an income and supplement their farm income with nonfarm employment.

Small holdings are quite similar to part-time farms, but the operator works off the farm less than 100 days. They are also similar to small family farms, but the gross value of products is less. These farms had a gross value of products of $500 to $1,199 and little income from nonfarm employment. In some areas this class may include many cropper units.

In the District 18 per cent of all farms are in the small holdings class. South Carolina has the largest proportion of farms in this class, 25 per cent, of the states in the District. These farms had 16 per cent of the District's farm population, but produced only 6 per cent of the products sold. Although these farms appear to depend primarily on income from farm products, the average gross value of farm products was only $813 and over a third of this was used at home.

Nominal units include all farms not included in the above classes. They comprise a miscellaneous group of farms including institutions, rural residences, country estates, and farms having a high value of land and buildings because of being located near urban centers. Most of these farms are small in terms of acreage and value of products. The average nominal unit in the District had about $300 gross value of products and sold one-third of it. Cropland harvested per farm was less than 10 acres and, like small holdings and part-time farms,

the value of machinery and implements was low. Nominal units had an average of 52 acres and a value of land and buildings of $2,922.

Of all farms in the District, 20 per cent are classified as nominal units. These farms included 13 per cent of all land in farms and 7 per cent of the cropland harvested. Only 1.4 per cent of the value of products sold came from nominal units. This indicates that they are in large part the rural residences of persons engaged almost entirely in other occupations.

Small-scale units seldom had tractors or motor trucks. From one-third to one-half had automobiles. Part-time farms include a group of farmers with appreciable income from both farm and nonfarm work. Probably because of the nonfarm income more part-time farms reported automobiles, electricity, running water, and similar modern facilities than were reported for small holdings and nominal units.

Adequate and Inadequate Farms

The above descriptive analysis shows, first, that the commercial family farm, long held up as a desirable objective, is not as important or numerous as generally believed. Less than half of the District's farms are in this group. In West Virginia the proportion falls to 20 per cent. Agricultural adjustment programs, research programs, and agricultural credit policies that are conceived primarily in terms of commercial family farms do not fully apply to and meet the needs of at least half of the farms in this District.

Second, the analysis shows that more than half of our farms are so small that they do not efficiently utilize the available labor of the farmer and his family and can supply only a relatively low level of living to the farm family unless farm income is supplemented from other sources. We may call these farms inadequate units. Included in our inadequate units are rural residences and nominal units, part-time farms, small holdings, and many of the small commercial family farms. These four groups of farms are characterized by small acreages of cropland and pasture and small investment with a resulting low output per worker. Only in the cases of part-time farms and possibly rural residences is the low output partially explained by off-farm work in significant amounts. The low level of income on these small farms obviously has adverse effects on the demand for the products of and employment in other industries in the District.

Of these inadequate farms in the District the average cropland harvested ranged from 8 acres for part-time farms and nominal units to 26 acres for small family farms. The average value of products sold in 1944, a year when farm product prices were generally satisfactory, was $1,494 for small family farms and ranged down to $103 for nominal units. Similarly investment was low. Each class of inadequate farms averaged under $400 worth of machinery and implements.

The problem of raising farm income on these farms appears difficult. In some cases, as on small family farms, it may be possible to increase the investment. However, a higher machinery investment may be justified only if acreage is increased. Any individual farmer can acquire more land by lease or purchase, but it is obvious that all farmers with small inadequate farms cannot follow this course.

Some increase in production can be obtained, even on these small farms, by use of improved practices and by a reorganization of crop and livestock enterprises. But even where this is done it is probable that the small average size will prevent any major increase in output and income. Government programs to maintain agricultural prices and provide certain payments to farmers are of help, of course, at least in the short run, in maintaining and raising farm incomes. It is doubtful, however, that any reasonable program of price support and payments would be sufficient to raise the incomes of these farmers to a satisfactory level. When a farmer sells so few farm products in the boom year of 1944 that their value totaled only $481, the average for small holdings in the District in 1944, it seems impossible to justify raising prices high enough to give such farmers an adequate income.

The most promising approach to the problem of farmers on inadequate farms is for these farmers to shift to other occupations where they will have an opportunity to earn higher incomes. This may involve a continuation of the migration from farms to towns and cities which has been observed for many years in this District. It is also likely that the efforts of small farmers to supplement farm income with nonfarm income will lead to an increase in the number of part-time farms and rural residences. If more industrial plants can be developed, particularly in rural areas, many of these small farmers will be able to combine a limited amount of farm work with other occupations. In some cases they may rent their cropland to other farmers and use their farms only as residences and as sources of the family food supply.

The field of part-time farming is a promising one for farm management workers. Ideally, on part-time farms significant contributions to the family income are derived from both the farming activities and the nonfarm work. In too many cases the farm does not help much. In fact, it often represents a serious drain on the income derived from other work. Additional attention on the part of farm management workers is needed in determining the most profitable crop and livestock organization of part-time farms in the various areas of the District. This may involve additional farm management research. It, nevertheless, is particularly important because these farms are usually too small to justify much investment in labor-saving machinery and yet the time and labor the farmer can give to the farm is limited.

In general we may call medium and large family farms adequate farms. They represent, on the average, fairly high investments in land, buildings, and machinery, and achieve better output per worker. Only 16 per cent of the District's farms are in these classes, but they produced in 1944 nearly one-half of the value of products sold. These farms, together with large-scale units, generally have different adjustment problems from the smaller farms. On the small inadequate farms the problem generally lies primarily in increasing the size

of farm, obtaining more off-farm employment, or both. In the case of medium and large family farms and large-scale units, farm management problems consist chiefly of deciding on the most profitable organization of the farm in regard to what crops and livestock to produce and of deciding on the more economical methods of production. Of course, in many cases further enlargement of the farm may be profitable. It is to this relatively small group of farms that the chief benefits of price support and benefit payments go because these farms accounted for about 60 per cent of the value of farm products sold in this District.

Conclusion

Less than half of the farms in the District are commercial family farms. Over half are small-scale units which produce less than a tenth of the value of products sold. A few farms are large-scale units and are larger than family farms. This small group of large-scale units produced nearly 12 per cent of the value of products sold.

Small-scale units and small family farms make up a class of generally inadequate farms. They are characterized by small cropland acreages, small investments, and low output per worker. In order to raise the level of income on these farms it is necessary that the farms become larger in terms of acreage and investment. It is also necessary that more of these farmers enter other occupations, either on a full or part-time basis, where they can earn higher incomes. Government agricultural programs to raise prices of farm products are of limited benefit to most operators of inadequate farms because of the small amount of farm products sold.

Medium and large family farms and large-scale units include primarily farms with a gross value of products of $3,000 and up. These farms may be termed adequate. Their adjustment problems consist chiefly of deciding on the most advantageous combination of crops and livestock and on the most profitable methods of production. Price support programs are of considerably more benefit to this group than to others because of the large amount of products sold per farm.

Business Conditions

Continued from page 2

at a level 6 per cent ahead of the same month last year. Recent trade estimates indicate a demand for coal in the year 1948 perhaps 20 million tons below the 1947 level. This is not an excessive reduction but it is enough, apparently, to stop the rise in coal prices and may prove to be enough to affect further wage demands. The exports of coal are mainly responsible for the slack in demand. These are running 40 per cent below a year ago and now seem likely to amount to less than 45 million tons, compared with 69 million tons in 1947. Domestic stocks are rising and may continue to rise further, but not at advancing prices. If stocks do not continue to rise the demand for coal will probably fall considerably more than the estimated 20 million tons. Indications from the coal fields are that the small mines, known as "snow-birds", with little or no equipment for cleaning and sizing coal, are closing down for lack of demand for low-grade coal. Strippers, who also are without cleaning and sizing equipment, are reported to be shutting up.

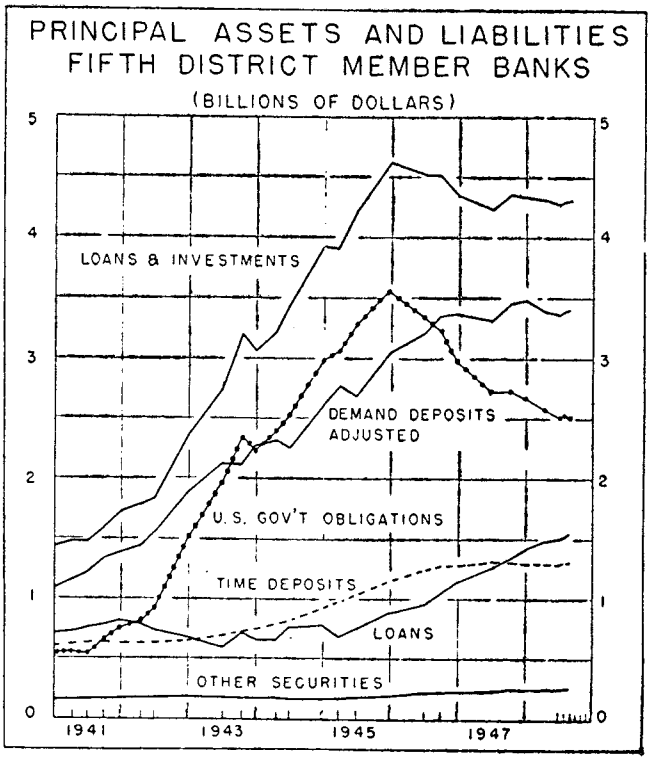
Conclusion

The post-war readjustments have arrived for several of the major industries of the Fifth District. With the present economic forces in general maintaining their vitality for the next 6 months or so, it is not expected that the repercussions of these adjustments on the Fifth District's economy will be severe. There is not likely to be a serious unemployment problem, but moderate cutbacks in working time are likely; in fact they are already operative. With price supports for the major agricultural products of the District in effect, and with these limiting the extent of price reaction in manufactured and semi-manufactured products in the area, it is not likely that the over-all price level of the Fifth District will fall very much in relation to the national price level in the next six or eight months.

AVERAGE DAILY TOTAL DEPOSITS* OF MEMBER BANKS

	Last Half of July		Last Half of August	
	$ thousands	% of U.S.	$ thousands	% of U.S.
Maryland	1,003,565	.94	1,001,939	.94
Reserve city banks	636,854	.60	634,066	.59
Country banks	366,711	.34	367,873	.35
District of Columbia	881,107	.83	877,505	.82
Reserve city banks	858,914	.81	855,232	.80
Country banks	22,193	.02	22,273	.02
Virginia	1,279,308	1.20	1,288,023	1.21
Reserve city banks	303,337	.28	303,054	.29
Country banks	975,971	.92	984,969	.92
West Virginia	602,279	.56	603,043	.56
North Carolina	821,400	.77	825,090	.77
Reserve city banks	380,687	.36	379,705	.35
Country banks	440,713	.41	445,385	.42
South Carolina	418,781	.39	422,309	.40
Fifth District	5,006,440	4.69	5,017,909	4.70
U. S. (millions)	106,671	100.0	106,748	100.0

*Excluding interbank demand deposits



FEDERAL RESERVE BANK OF RICHMOND

(All Figures in Thousands)

ITEMS	September 15, 1948	Chg. in Amt. From 8-18-48	Chg. in Amt. From 9-17-47
Total Gold Reserves	$1,105,360	+ 53,848	+202,350
Other Reserves	15,944	— 29	+ 2,846
Total Reserves	1,121,304	+ 53,819	+205,196
Bills Discounted	15,122	— 7,270	+ 9,091
Industrial Advances	44	— 10	+ 14
Govt. Securities, Total	1,377,141	— 22,450	—200,721
Bonds	549,075	+ 67,856	+505,195
Notes	116,081	— 4,559	+ 87,162
Certificates	313,494	— 19,565	—114,849
Bills	398,491	— 66,182	—678,229
Total Bills & Securities	1,392,307	— 29,730	—191,616
Uncollected Items	310,329	+ 60,411	— 2,613
Other Assets	25,402	+ 418	+ 10,067
Total Assets	2,849,342	+ 84,918	+ 21,034
Federal Reserve Notes in Cir.	$1,679,157	+ 47,189	— 39,903
Deposits, Total	855,656	— 13,468	+ 46,320
Members' Reserves	791,236	+ 72,134	+ 22,240
U. S. Treas. Gen. Acct.	42,185	— 87,725	+ 23,998
Foreign	18,610	+ 436	— 255
Other Deposits	3,625	+ 1,687	+ 337
Def. Availability Items	274,563	+ 50,088	+ 11,412
Other Liabilities	628	+ 5	— 523
Capital Accounts	39,338	+ 1,104	+ 3,728
Total Liabilities	2,849,342	+ 84,918	+ 21,034

51 REPORTING MEMBER BANKS—5th DISTRICT

(All Figures in Thousands)

ITEMS	September 15, 1948	Chg. in Amt. From 8-18-48	Chg. in Amt. From 9-17-47
Total Loans	$ 870,719**	+ 23,372	+134,848
Bus. & Agri.	405,884	+ 19,322	+ 59,927
Real Estate Loans	200,631	+ 3,072	+ 45,486
All Other Loans	269,903	+ 1,003	+ 35,134
Total Security Holdings	1,694,796	— 10,770	—157,613
U. S. Treasury Bills	44,126	+ 5,010	+ 13,349
U. S. Treasury Certificates	202,773	— 5,921	— 11,898
U. S. Treasury Notes	91,916	+ 7,157	— 13,757
U. S. Govt. Bonds	1,223,028	— 17,509	—154,069
Other Bonds, Stocks & Sec.	132,953	+ 493	+ 8,762
Cash Items in Process of Col.	267,204	+ 54,346	+ 39,024
Due from Banks	187,590*	+ 36,516	+ 672
Currency & Coin	65,961	+ 1,626	+ 788
Reserve with F. R. Banks	525,768	+ 46,622	+ 20,675
Other Assets	47,538	+ 528	— 3,415
Total Assets	3,659,576	+152,240	+ 34,979
Total Demand Deposits	$2,819,180	+159,834	+ 38,900
Deposits of Individuals	2,087,092	+106,899	+ 31,271
Deposits of U. S. Govt.	60,727	— 11,631	+ 12,750
Deposits of State & Local Govt.	174,101	— 13,514	— 12,144
Deposits of Banks	450,061*	+ 74,162	+ 6,219
Certified & Officer's Checks	47,199	+ 3,918	+ 804
Total Time Deposits	600,983	— 1,461	— 17,509
Deposits of Individuals	580,576	— 2,754	— 17,720
Other Time Deposits	20,407	+ 1,293	+ 211
Liabilities for Borrowed Money	3,700	— 9,000	+ 2,700
All Other Liabilities	20,089	+ 1,926	+ 3,547
Capital Accounts	215,624	+ 941	+ 7,341
Total Liabilities	3,659,576	+152,240	+ 34,979

*Net Figures, reciprocal balances being eliminated.

**Less losses for bad debts.

CONSTRUCTION CONTRACTS AWARDED

STATES	July 1948	% Chg. from July 1947	7 Mos. '48	% Chg. from 7 Mos. '47
Maryland	$33,852,000	+67	$192,056,000	+31
Dist. of Columbia	8,870,000	+74	50,322,000	+12
Virginia	16,506,000	+26	125,150,000	+ 8
West Virginia	7,970,000	+40	62,352,000	+26
North Carolina	15,709,000	+10	118,965,000	+28
South Carolina	6,653,000	+12	56,878,000	+53
Fifth District	$89,560,000	+39	$605,723,000	+24

Source: F. W. Dodge Corp.

COMMERCIAL FAILURES

MONTHS	Number of Failures District	Number of Failures U.S.	Total Liabilities District	Total Liabilities U.S.
August 1948	17	439	$ 283,000	$ 21,442,000
July 1948	11	420	195,000	13,876,000
August 1947	11	287	165,000	14,903,000
8 Months 1948	122	3,402	$3,007,000	$132,656,000
8 Months 1947	71	2,218	3,686,000	147,848,000

Source: Dun & Bradstreet

DEBITS TO INDIVIDUAL ACCOUNTS

(000 omitted)

	August 1948	% Chg. from Aug. 1947	8 Mos. 1948	% Chg. from 8 Mos. '47
Dist. of Columbia				
Washington	$ 689,863	+15	$ 5,756,835	+13
Maryland				
Baltimore	950,014	+14	7,618,372	+10
Cumberland	22,499	+10	169,235	+ 4
Frederick	18,094	+ 8	148,310	+ 8
Hagerstown	26,249	+ 9	210,860	+ 9
North Carolina				
Asheville	48,621	+13	397,942	+14
Charlotte	255,094	+34	1,853,288	+18
Durham	152,125	+25	814,213	+ 6
Greensboro	69,558	+ 9	584,111	+18
Kinston	23,396	+48	104,445	+ 8
Raleigh	112,019	+22	877,642	+16
Wilmington	37,422	+13	278,634	+ 4
Wilson	22,942	+39	118,466	+ 3
Winston-Salem	131,532	+18	963,443	+ 9
South Carolina				
Charleston	58,738	+17	447,076	+13
Columbia	88,798	+14	720,462	+12
Greenville	74,178	+12	622,799	+16
Spartanburg	45,331	+13	367,532	+17
Virginia				
Charlottesville	22,031	+ 7	171,780	+ 6
Danville	24,915	+17	198,088	+ 2
Lynchburg	33,600	— 2	298,489	+11
Newport News	32,556	+ 7	251,913	+ 7
Norfolk	179,375	+12	1,425,636	+14
Portsmouth	17,725	— 2	155,973	+ 8
Richmond	528,654	+36	3,666,774	+17
Roanoke	74,274	+ 3	666,968	+16
West Virginia				
Bluefield	46,437	+30	335,034	+23
Charleston	130,995	+12	1,043,677	+13
Clarksburg	32,642	+17	253,190	+19
Huntington	56,354	+22	454,345	+21
Parkersburg	26,031	+ 3	211,344	+ 9
District Totals	$ 4,032,062	+18	$31,186,876	+13

COTTON CONSUMPTION AND ON HAND—BALES

	August 1948	August 1947
Fifth District States:		
Cotton consumed	370,736	359,126
Cotton Growing States:		
Cotton consumed	645,214	630,389
Cotton on hand Aug. 31 in consuming establishments	999,692	917,675
Cotton on hand Aug. 31 in storage & compresses	1,687,498	792,152
United States:		
Cotton consumed	728,732	712,864
Cotton on hand Aug. 31 in consuming establishments	1,246,848	1,155,481
Cotton on hand Aug. 31 in storage & compresses	1,723,616	840,201
Spindles active, U. S.	21,352,000	21,188,000

Source: Department of Commerce

COTTON CONSUMPTION—FIFTH DISTRICT

(In Bales)

MONTHS	N. Carolina	S. Carolina	Va.	Dist.
August 1948	197,359	156,591	16,786	370,736
July 1948	168,767	135,656	14,482	318,905
August 1947	185,047	156,483	17,596	359,126
8 M onths 1948	1,711,905	1,315,889	140,627	3,168,421
8 Months 1947	1,673,788	1,348,559	146,166	3,168,513

Source: Department of Commerce.

PRICES OF UNFINISHED COTTON TEXTILES

	Aug. 1948	July 1948	Aug. 1947
Average, 17 constructions	77.06	79.04	90.16
Printcloths, average (6)	85.40	86.92	116.76
Sheetings, average (3)	62.99	63.59	74.82
Twill (1)	91.51	99.71	96.79
Drills, average (4)	67.77	69.27	66.20
Sateen (1)	121.96	128.15	121.06
Duck, average (2)	62.04	63.23	62.54

Note: The above figures are those for the approximate quantities of cloth obtainable from a pound of cotton with adjustment for salable waste.

DEPOSITS IN MUTUAL SAVINGS BANKS

8 Baltimore Banks

	Aug. 31, 1948	July 31, 1948	Aug. 31, 1947
Total Deposits	$392,133,804	$392,484,523	$387,111,504

BUILDING PERMIT FIGURES

CITIES	Total Valuation August 1948	August 1947
Maryland		
Baltimore	$ 3,725,950	$ 3,092,805
Cumberland	104,510	79,850
Frederick	58,865	115,965
Hagerstown	62,885	569,762
Salisbury	147,617	159,350
Virginia		
Danville	112,533	318,212
Lynchburg	246,506	569,590
Norfolk	632,460	2,403,850
Petersburg	162,850	54,450
Portsmouth	117,080	205,900
Richmond	1,832,827	1,070,157
Roanoke	660,508	1,086,743
West Virginia		
Charleston	1,015,282	610,332
Clarksburg	135,405	685,193
Huntington	519,934	547,315
North Carolina		
Asheville	334,424	175,221
Charlotte	1,073,298	1,310,320
Durham	625,666	389,975
Greensboro	551,730	513,196
High Point	745,120	210,256
Raleigh	1,617,128	956,967
Rocky Mount	229,000	421,950
Salisbury	289,100	53,325
Winston-Salem	561,450	455,469
South Carolina		
Charleston	178,976	184,875
Columbia	373,030	1,088,363
Greenville	460,550	71,400
Spartanburg	134,665	242,900
District of Columbia		
Washington	4,162,395	3,986,805
District Totals	$ 20,871,744	$ 21,630,496
8 Months	194,032,571	141,087,033

SOFT COAL PRODUCTION IN THOUSANDS OF TONS

REGIONS	Aug. 1948	Aug. 1947	% Chg.	8 Mos. 1948	8 Mos. 1947	% Chg.
West Virginia	15,748	14,759	+ 7	107,771	113,719	— 5
Virginia	1,842	1,815	+ 1	13,172	12,319	+ 7
Maryland	106	169	—37	1,116	1,380	—19
Fifth District	17,696	16,743	+ 6	122,059	127,418	— 4
United States	53,450	50,870	+ 5	384,051	401,822	— 4
% in District	33.1	32.9		31.8	31.7	

TOBACCO MANUFACTURING

	Aug. 1948	% Chg. from Aug. 1947	8 Mos. 1948	% Chg. from 8 Mos. '47
Smoking & chewing tobacco (Thousands of lbs.)	17,978	— 5	130,553	+2
Cigarettes (Thousands)	34,066,601	+17	233,603,698	+6
Cigars (Thousands)	505,228	+ 8	3,700,020	+2
Snuff (Thousands of lbs.)	3,223	— 2	27,533	+7

Source: Treasury Department

AUCTION TOBACCO MARKETING

	Producers' tobacco sales, lbs. Aug. 1948	Aug. 1947	Price per cwt. 1948	1947
South Carolina	77,881,097	47,699,003	$52.67	$46.03
North Carolina	146,053,886	59,768,902	51.34	45.12
Total	223,934,983	107,467,905	51.80	45.52

RAYON YARN SHIPMENTS AND STOCKS

	Aug. 1948	July 1948	Aug. 1947
Rayon yarn shipments, lbs.	71,400,000	72,300,000	62,900,000
Staple fiber shipments, lbs.	21,800,000	22,200,000	18,600,000
Rayon yarn stocks, lbs.	10,500,000	9,400,000	7,700,000
Staple fiber stocks, lbs.	4,700,000	4,200,000	6,400,000

Source: Rayon Organon

WHOLESALE TRADE, 186 FIRMS

LINES	Net Sales August 1948 compared with Aug. 1947	July 1948	Stocks August 31, 1948 Compared with Aug. 31 1947	July 31 1948
Auto supplies (5)*	+38	+12	+12	+11
Electrical goods (5)*	+17	— 7	+30	— 7
Hardware (11)*	+24	+12	+45	+ 3
Industrial supplies (3)*	+ 9	—14	....	....
Drugs & sundries (12)*	+11	— 3	— 1	0
Dry goods (11)*	+11	+41	+15	— 7
Groceries (55)*	+ 7	— 1	+ 7	+ 2
Paper & products (5)*	+15	+11	....	....
Tobacco & products (7)*	+ 5	—11	+10	— 9
Miscellaneous (72)*	+13	+20	+24	— 6
District Average (186)*	+13	+ 9	+22	— 3

Source: Department of Commerce.
*Number of reporting firms.

REPORT ON RETAIL FURNITURE SALES

STATES	Percentage comparison of sales in periods named with sales in same periods in 1947 Aug. 1948	8 Mos. 1948
Maryland (5)*	+40	+15
Dist. of Columbia (6)*	+12	+ 5
Virginia (18)*	0	0
West Virginia (10)*	+20	+ 6
North Carolina (13)*	+ 7	+ 3
South Carolina (10)*	+ 7	+ 8
District (62)*	+17	+ 7
Individual Cities		
Baltimore, Md., (5)*	+40	+15
Washington, D. C., (6)*	+12	+ 5
Richmond, Va., (6)*	+ 2	— 1
Lynchburg, Va., (3)*	— 8	+ 7
Charleston, W. Va., (3)*	+20	+ 1
Charlotte, N. C., (4)*	— 1	— 4
Columbia, S. C., (3)*	+ 1	+ 8

*Number of reporting firms.

DEPARTMENT STORE TRADE

Richmond	Baltimore	Washington	Other Cities	District
Percentage chg. in Aug. '48 sales compared with sales in Aug. '47:				
+12	+ 6	+ 7	+12	+ 8
Percentage chg. in 8 mos. sales 1948 compared with 8 mos. in '47:				
+ 9	+ 2	+ 5	+10	+ 6
Percentage chg. in stocks on Aug. 31, '48 compared with Aug. 31, '47:				
— 6	+ 6	+11	+19	+ 7
Percentage chg. in outstanding orders Aug. 31, '48 from Aug. 31, '47:				
—18	—13	—12	—19	—14
Percentage chg. in receivables Aug. 31, '48 from those on Aug. 31, '47:				
+39	+16	+23	+23	+24
Percentage of current receivables as of Aug. 1, '48 collected in August:				
31	58	48	47	43
Percentage of instalment receivables as of Aug. 1, '48 collected in Aug.:				
15	21	23	23	22

Maryland	Dist. of Col.	Virginia	W. Virginia	N. Carolina	S. Carolina
Percentage change in Aug. 1948 sales from Aug. 1947, by states:					
+ 6	+ 7	+13	+18	+ 6	+12
Percentage change in 8 months 1948 sales from 8 months 1947 sales:					
+ 2	+ 5	+10	+16	+ 7	+ 6