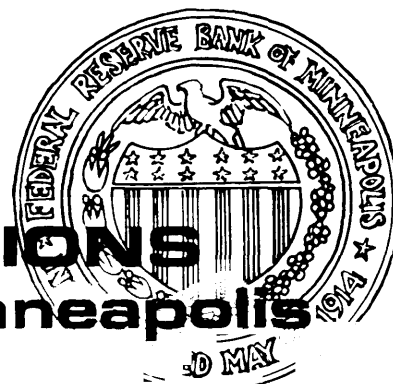


## monthly statistical report

# NINTH DISTRICT CONDITIONS

## federal reserve bank of minneapolis



### DISTRICT ECONOMIC ACTIVITY SLACKENS DEMAND DEPOSITS RISE AT DISTRICT BANKS

Overall economic activity in the Ninth District at the beginning of the fourth quarter demonstrated little response to the President's new economic program. Most district business activity remained listless. Low corn prices caused district farmers to suffer substantial income losses. In addition, the number of housing units authorized by building permits fell sharply in October, but district homebuilding remained at high levels.

Demand deposits, excluding those of the U. S. government, rose substantially in October and early November after their nearly imperceptible growth last quarter. Although advances were noted at all types of district banks, most of the increase occurred at rural and small urban banks. Since last January, in fact, almost all expansion in district demand deposits can be attributed to country banks as large urban banks have experienced only intermittent demand deposit growth.

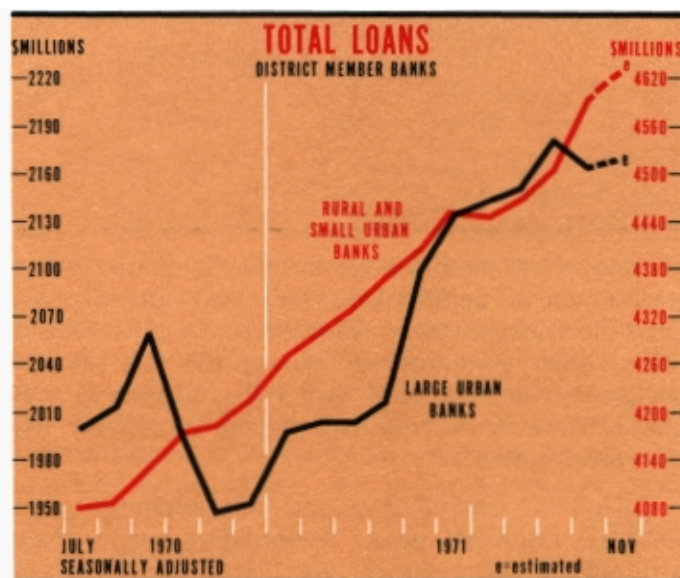
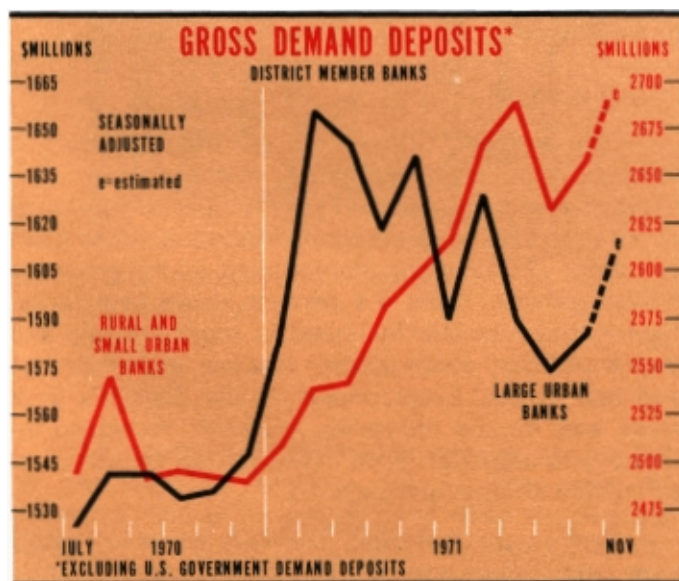
Total time and savings deposit inflows at district member banks continued their moderate increase through the early part of November. This rate of gain nearly matched that of the third quarter but fell short

of the pace established earlier in the year.

Within the district's overall advance, however, the types of inflows varied among various groups of banks. Although both large urban banks and rural and small urban banks reported increasing time deposits, gains at rural and small urban banks were primarily due to consumer-type time and savings deposit inflows. In October and early November, these consumer deposits increased at a rate which approximated the 12 percent third quarter advance but was nevertheless considerably slower than that during the first half of the year.

The district's large urban banks conversely reported net outflows of consumer-type accounts in October and early November as well as in the third quarter; their time deposit growth was caused by increasing amounts of certificates of deposit. Although evidence is not readily available, a comparison of large and small banks suggests that large banks have a greater frequency of large consumer-type deposits which are more sensitive to alternative earning opportunities than smaller accounts.

Loan expansion in October and early November at district member banks was stronger than that of the third quarter but generally slower than that



experienced earlier in the year. The recent strength was primarily traceable to loan growth at district rural and small urban banks but partially due to seasonal factors.

Loans outstanding at large urban banks declined during October but showed signs of some expansion in early November. October's decline can partly be attributed to weakness in business loans, and although this weakness persisted through the early weeks of November, total loans in that month advanced primarily as a result of short-term loans to nonbank financial institutions.

#### SAVINGS AT DISTRICT S&Ls DIMINISH HOUSING UNIT AUTHORIZATIONS SUBSIDE

Ninth District homebuilding has apparently stabilized at a high level: despite October's sharp drop, the number of district housing unit authorizations in the three-month period ending in October matched that of the preceding three months. An average 3,333 housing units were authorized each month in this six-month period, representing a 27 percent increase over the monthly average granted in the preceding six-month period.

Underlying the recent expansion in district housing construction was a substantial flow of funds into district savings and loan institutions. The rate of increase in savings inflows to these thrift institutions diminished, however, along with the leveling which occurred in homebuilding. In the third quarter,



seasonally adjusted savings inflows at district S&Ls were down 22 percent from their first quarter peak. Deposits at district S&Ls, however, remained at record highs. Loan commitments during the last part of September were at very high levels, suggesting that district housing activity will remain strong for the next few months.

District nonbuilding and nonresidential construction remained weak. Nonbuilding construction contracts awarded during the first nine months of

this year were down slightly from those of a year ago, while nonresidential contracts declined 7.0 percent.

#### DISTRICT UNEMPLOYMENT DROPS SLIGHTLY CONSUMER PRICES RISE IN TWIN CITIES

District business activity remained slack throughout the first month of the fourth quarter. The district's seasonally adjusted unemployment rate receded 0.1



of a percentage point from its high in August, but 5.8 percent of the district's labor force was still unemployed in October. Although the national rate of joblessness in October was also 5.8 percent, this figure represented a drop of 0.3 of a percentage point from the August level.

Montana's high unemployment rate has recently been a major contributor to the district's high rate of joblessness. Primarily as a result of the strike against the Anaconda Company, which did not resume normal operations after the late September settlement, Montana's seasonally adjusted unemployment rate jumped from 7.1 percent in July to 8.0 percent in August, where it remained through October. Minnesota's unemployment rate also rose between July and August but by October had returned to its July rate of 5.6 percent.

The number of workers on district payrolls, seasonally adjusted, remained slightly above the number employed last year in October as job losses in some sectors were exceeded by employment gains in others. Government employment experienced the fastest growth, rising 4.4 percent above year-earlier figures, but jobs also increased in transportation and public utilities, construction, finance, and insurance and real estate. Employment in the district's large trade and service industries, however, remained essentially unchanged from last year, while manufacturing and mining jobs declined.

Performances of other district business indicators have been rather lethargic in recent months. Despite



sharp increases in June and July, the district's help wanted advertising index fell in each of the subsequent three months. In October, this index was only slightly above the low it had reached last April. Average weekly hours worked in district manufacturing declined at a 1.9 percent annual rate in the three months from August to October after increasing 2.5 percent in the preceding three-month period.

Although district indicators offered little encouragement, respondents to our latest Industrial Expectations Survey expect an improvement in manufacturing sales in the fourth quarter and throughout the first half of next year (see back page).

Between July and October, consumer prices rose 1.5 percent in Minneapolis and St. Paul, while the nation experienced an increase of 0.7 percent. Most of this difference was attributed to housing prices, which jumped 4.1 percent in the Twin Cities and advanced 1.1 percent in the nation. The sharp rise in Twin Cities housing costs was due to higher purchase prices on homes, increased financing costs, and rising property taxes. (Mortgage interest rates and property taxes were exempted from the wage-price freeze.)

Food prices dropped 2.2 percent in Minneapolis and St. Paul between July and October, while nationally they declined only 0.8 percent. Twin Cities health and recreation costs were essentially unchanged throughout this three-month period, during which

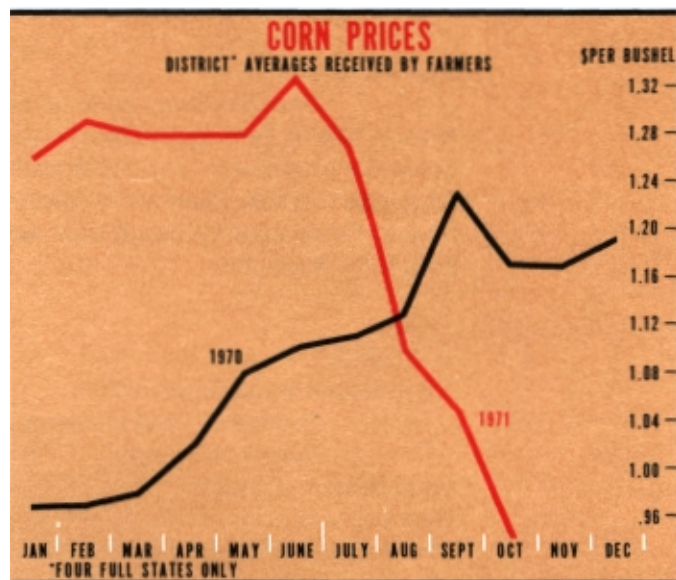


apparel and transportation costs rose 1.7 and 1.2 percent, respectively.

#### DISTRICT HARVESTS BUMPER CORN CROP PRICES FALL DRASTICALLY BELOW YEAR-AGO

The harvest of district corn, delayed by rainfall the last week of October and the first week of November, was quickly completed when the weather cleared in mid-November. Based on information obtained as the corn harvest was being concluded, the

Department of Agriculture revised its estimates of district corn production upward. Minnesota's estimated average yield per acre was raised from 82 to 83 bushels, adding 5.7 million bushels to the district's projected output. Currently, the district's total production of corn is expected to reach 596 million bushels, a 19 percent increase over last year primarily due to more corn acreage.



This year's bumper corn crop played an influential role in the flow of farm income. District cash farm receipts, which were low in early 1971, rose during the second quarter of the year as prices for feed grains, especially corn, attained relatively high levels. The subsequent heavy marketing of stored grain at these higher prices increased farm income which was further boosted by an accompanying surge in district marketings of beef cattle. As another result of the high corn prices, district corn growers expanded their 1971 planted acreages.

The expansion of district corn planting was paralleled by a national trend, and favorable growing conditions resulted in bumper crops in the major corn states. Prices fell drastically from \$1.33 per bushel in June to \$.94 per bushel when harvest began this fall. Throughout the harvest, prices were at least 20 percent lower than those received last year.

Because these price declines nearly matched the gains of a larger crop, total income realized from district corn almost equalled the returns received last year even though last year's output was 16 percent less. The absence of an increase in total returns coupled with an increase in expenses indicates that net returns from corn will be considerably lower this year. In addition, there is little hope that on-farm corn storage will improve net returns because the national supply continues to depress prices. This year's total cash farm receipts will be limited by the slow sale of district corn and a recent decline in cattle marketings, perhaps to an already-realized 4 percent gain over last year's receipts.

# NINTH DISTRICT income and finance

I N D I C A T O R		UNIT	1971			1970	Percent Change
			NOV.	OCT.	SEPT.	OCT.	OCT., -OCT.
MEASURES OF CONSUMER INCOME & FINANCIAL POSITION	Total Personal Income*						
	Nonagricultural Personal Income*						
	Average Weekly Earnings in Manufacturing <sup>1</sup>	Dollars,	n.a.	150.27e	148.36p	143.04	+ 5.1
	Consumer Installment Credit Outstanding <sup>2</sup>	Million \$	n.a.	n.a.	1,463	1,375	
	Time and Savings Deposits at Member Banks	Million \$	6,390	6,262	6,179	5,359	+16.9
	Savings Balances at Savings & Loan Assoc. <sup>3</sup>	Million \$	n.a.	4,297	4,266	3,642	+18.0
	Cash Farm Receipts <sup>3</sup>	Million \$	n.a.	563	462	535	+ 5.2
MEASURES OF FINANCIAL CONDITION OF MEMBER BANKS	CITY BANKS <sup>4,5</sup>						
	Adjusted Loans and Discounts <sup>6</sup>	Million \$	2,711	2,697	2,660	2,464	+ 9.5
	Commercial and Industrial Loans	Million \$	1,146	1,140	1,151	1,088	+ 4.8
	Real Estate Loans	Million \$	496	486	480	460	+ 5.7
	Gross Demand Deposits	Million \$	1,968	2,293	2,051	2,051	+11.8
	Time Deposits	Million \$	1,821	1,743	1,714	1,468	+18.7
	U.S. Government Securities	Million \$	537	549	399	406	+35.2
	Other Securities	Million \$	659	615	623	529	+16.3
	COUNTRY BANKS <sup>4,7</sup>						
	Loans and Discounts	Million \$	4,300	4,284	4,249	3,813	+12.4
	Gross Demand Deposits	Million \$	2,474	2,549	2,400	2,363	+ 7.9
	Time Deposits	Million \$	4,569	4,519	4,465	3,892	+16.1
	U.S. Government Securities	Million \$	1,131	1,147	1,067	1,099	+ 4.4
	Other Securities	Million \$	1,459	1,452	1,426	1,190	+22.0
MEASURES OF RESERVE POSITION AND "LIQUIDITY" OF MEMBER BANKS	Total Reserves <sup>8</sup>	Million \$	774p	756	760	697	+ 8.5
	Required Reserves	Million \$	769p	749	754	691	+ 8.4
	Excess Reserves	Million \$	5p	7	6	6	+16.7
	Borrowings from FRB	Million \$	1p	1	1	6	-83.3
	Ratio of Loans to Total Deposits—City Banks <sup>4</sup>	Percent	74.2	69.1	71.3	70.7	- 2.3
	Ratio of Loans to Total Deposits—Country Banks <sup>4</sup>	Percent	61.1	60.6	61.9	61.0	- 0.7
	MEASURES OF PRICE LEVELS	Consumer Price Index <sup>9</sup> Minneapolis	Index	n.a.	123.7	n.a.	119.2
Prices Received by Farmers <sup>9</sup> Minnesota		Index	n.a.	109	109	108	+ 0.9

## NOTES

- e — Partially estimated; all data not available  
n.a. — Not available  
p — Preliminary; subject to revision  
r — Revised  
sa — Seasonally adjusted data  
\* — U.S. and District do not have comparable data  
saar — Seasonally adjusted annual rate

## FOOTNOTES

1. Excluding Northwestern Wisconsin
2. All commercial banks, estimated by a sample of banks
3. Excluding Northwestern Wisconsin and Upper Michigan
4. Last Wednesday of the month figures
5. City Banks -- Selected banks in major cities
6. Net loans and discounts less loans to domestic commercial city banks
7. Country Banks -- All member banks excluding the selected major city banks
8. Average of daily figures of the four or five weeks ending on Wednesday which contain at least four days falling within the month
9. Index: 1967 Base Period



# UNITED STATES income and finance

Percent Change OCT.-OCT.	1971			1970	UNIT	I N D I C A T O R	
	NOV.	OCT.	SEPT.				
+ 7.2		872.3p	871.5	813.6	Billion \$, saar	Total Personal Income	MEASURES OF CONSUMER INCOME & FINANCIAL POSITION
+ 7.0		847.9p	846.9	792.5	Billion \$, saar	Nonagricultural Personal Income	
+ 7.3		143.24p	143.64	133.45	Dollars	Average Weekly Earnings in Manufacturing	
		n.a.	44.6	42.0	Billion \$	Consumer Installment Credit Outstanding <sup>2</sup>	
+18.7		206.1	204.4	173.7	Billion \$	Time and Savings Deposits at Member Banks	
+ 8.9		n.a.	168.6	142.8	Billion \$	Savings Balances at Savings & Loan Assoc.	
		6.1	4.8	5.6	Billion \$	Cash Farm Receipts	
+ 7.0		186.0	186.3	173.8	Billion \$	CITY BANKS <sup>4,5</sup>	MEASURES OF FINANCIAL CONDITION OF MEMBER BANKS
+ 3.9		83.1	83.7	80.0	Billion \$	Adjusted Loans and Discounts <sup>6</sup>	
+10.3		37.5	37.2	34.0	Billion \$	Commercial and Industrial Loans	
+10.2		144.4	141.2	131.0	Billion \$	Real Estate Loans	
+19.5		137.2	136.2	114.8	Billion \$	Gross Demand Deposits	
+ 2.3		26.2	25.1	25.6	Billion \$	Time Deposits	
+25.3		51.0	50.1	40.7	Billion \$	U.S. Government Securities	
						Other Securities	
+ 9.6		70.5	70.5	64.3	Billion \$	COUNTRY BANKS <sup>4,7</sup>	
+ 9.3		50.6	49.0	46.3	Billion \$	Loans and Discounts	
+17.1		69.0	68.2	58.9	Billion \$	Gross Demand Deposits	
+ 6.7		17.4	17.3	16.3	Billion \$	Time Deposits	
+24.3		26.6	26.3	21.4	Billion \$	U.S. Government Securities	
						Other Securities	
+ 7.6		30,820p	30,785	28,647	Million \$	Total Reserves <sup>8</sup>	MEASURES OF RESERVE POSITION AND "LIQUIDITY" OF MEMBER BANKS
+ 7.8		30,667p	30,601	28,454	Million \$	Required Reserves	
-20.7		153p	184	193	Million \$	Excess Reserves	
-19.5		376p	494	467	Million \$	Borrowings from FRB	
- 5.9		69.0	70.7	73.3	Percent	Ratio of Loans to Total Deposits—City Banks <sup>4</sup>	
- 3.4		59.0	60.1	61.1	Percent	Ratio of Loans to Total Deposits—Country Banks <sup>4</sup>	
+ 3.8		122.6	122.4	118.1	Index	Consumer Price Index <sup>9</sup>	MEASURES OF PRICE LEVELS
+ 4.6		113	111	108	Index	Prices Received by Farmers <sup>9</sup>	

## SOURCES

PERSONAL INCOME: U.S. Department of Commerce, Office of Business Economics

SAVINGS AND LOAN ASSOCIATIONS: Federal Home Loan Bank Board

CASH RECEIPTS FROM FARM MARKETINGS: U.S. Department of Agriculture

FINANCIAL DATA OF MEMBER BANKS: Federal Reserve Bank of Minneapolis and Board of Governors of F. R. System

CONSUMER PRICE INDEX: U.S. Department of Labor, Bureau of Labor Statistics

PRICES RECEIVED BY FARMERS: U.S. Department of Agriculture and Minnesota Farm Price Report

# NINTH DISTRICT production and employment

I N D I C A T O R		UNIT	1971		1970	Percent Change
			OCTOBER	SEPTEMBER	OCTOBER	OCT.-OCT.
MEASURES OF PRODUCTION AND FACTOR INPUTS TO PRODUCTION	Total Industrial Production *					
	Electrical Energy Consumption: Mfg. and Mining <sup>1</sup>	Index, sa	131	129	128	+ 2.3
	Production Worker Manhours: <sup>2</sup>	Index, sa	98e	94p	103	- 4.9
	Manufacturing	Index, sa	100e	98p	103	- 2.9
	Mining	Index, sa	93p	77	103	- 9.7
	Total Construction Contracts Awarded	Million \$, sa	210.8	197.0	169.3	+24.5
	Residential Buildings	Million \$, sa	77.5p	74.8	50.7	+52.9
	Nonresidential Buildings	Million \$, sa	42.6p	60.1	41.2	+ 3.4
	All Other Construction	Million \$, sa	90.7p	62.1p	77.4	+17.2
	Bldg. Permits: New Housing Units <sup>3</sup>	Number	3,546	4,007	4,110	-13.7
MEASURES OF MANPOWER UTILIZATION	Civilian Work Force <sup>4</sup>	Thousands, sa	2,619e	2,604p	2,604	+ 0.6
	Total Civilian Employment	Thousands, sa	2,471e	2,454p	2,468	+ 0.1
	Number Unemployed	Thousands, sa	148e	150p	136	+ 8.8
	Unemployment Rate <sup>4</sup>	Percent, sa	5.7e	5.8p	5.2	+ 9.6
	Average Weekly Hours in Manufacturing <sup>4</sup>	Hours, sa	39.9e	39.6p	39.9	
EMPLOYMENT BY INDUSTRY SECTOR	Wage and Salary Employment, Nonfarm <sup>4</sup>	Thousands, sa	1,943e	1,924p	1,926	+ 0.9
	Manufacturing	Thousands, sa	367e	361p	373	- 1.6
	Mining	Thousands, sa	30e	27p	32	- 6.3
	Construction	Thousands, sa	105e	101p	102	+ 2.9
	Transport., Comm., & Public Utilities	Thousands, sa	134e	134p	130	+ 3.1
	Trade	Thousands, sa	468e	465p	467	+ 0.2
	Finance, Insurance & Real Estate	Thousands, sa	91e	90p	89	+ 2.2
	Service Industries	Thousands, sa	319e	318p	321	- 0.6
	Government	Thousands, sa	429e	428p	412	+ 4.1
	MEASURES OF SPENDING	Total Retail Sales *	Thousands, sa	n.a.	n.a.	17.9
New Passenger Car Registrations		Billion \$, saar	167.8	178.2	163.2	+ 2.8
Bank Debits <sup>5</sup>						

## NOTES

e—Partially estimated; all data not available  
n.a.—Data not available  
p—Preliminary; subject to revision  
r—Revised  
sa—Seasonally adjusted data  
\*—U.S. and District do not have comparable data  
saar—Seasonally adjusted annual rate

## FOOTNOTES

1. Index: 1967 Base Period; Weights: 1963
2. Index: 1967 Base Period; Weights: 1958
3. A sample of permit issuing centers
4. Excluding Northwestern Wisconsin
5. Six standard metropolitan statistical areas
6. A sample of centers blown up to represent total permits issued
7. 226 centers excluding the seven leading centers

# UNITED STATES production and employment

Percent Change OCT.-OCT.	1971		1970	UNIT	I N D I C A T O R	
	OCTOBER	SEPTEMBER	OCTOBER			
+ 2.5	106.3p	106.1	103.7	Index, sa	Total Industrial Production	MEASURES OF PRODUCTION AND FACTOR INPUTS TO PRODUCTION
- 1.1	93p	92	94	Index, sa	Electrical Energy Consumption: Mfg. and Mining*	
+ 1.1	94p	92	93	Index, sa	Production Worker Manhours: <sup>2</sup>	
-18.2	81p	95	99	Index, sa	Manufacturing	
					Mining	
+20.0	6,152.3	7,154.2	5,126.0	Million \$, sa	Total Construction Contracts Awarded	
+37.0	2,936.1	3,278.0	2,143.1	Million \$, sa	Residential Buildings	
+11.4	1,931.7	2,415.1	1,733.9	Million \$, sa	Nonresidential Buildings	
+ 2.8	1,284.5	1,461.1	1,249.0	Million \$, sa	All Other Construction	MEASURES OF MANPOWER UTILIZATION
	n.a.	188.0p	135.3	Thousands	Bldg. Permits: New Housing Units <sup>6</sup>	
+ 1.8	84,783p	84,598	83,300	Thousands, sa	Civilian Work Force	
+ 1.5	79,845p	79,525	78,691	Thousands, sa	Total Civilian Employment	
+ 7.1	4,938p	5,073	4,609	Thousands, sa	Number Unemployed	
+ 5.5	5.8p	6.0	5.5	Percent, sa	Unemployment Rate	
+ 0.8	39.7p	39.6	39.4	Hours, sa	Average Weekly Hours in Manufacturing	
+ 1.2	70,901p	70,907	70,082	Thousands, sa	Wage and Salary Employment, Nonfarm	EMPLOYMENT BY INDUSTRY SECTOR
- 0.2	18,631p	18,619	18,669	Thousands, sa	Manufacturing	
-16.1	521p	614	621	Thousands, sa	Mining	
- 0.8	3,259p	3,244	3,284	Thousands, sa	Construction	
- 1.9	4,431p	4,456	4,517	Thousands, sa	Transport., Comm., & Public Utilities	
+ 2.2	15,271p	15,266	14,946	Thousands, sa	Trade	
+ 3.2	3,826p	3,819	3,706	Thousands, sa	Finance, Insurance & Real Estate	
+ 2.5	12,018p	11,986	11,722	Thousands, sa	Service Industries	
+ 2.6	12,944p	12,903	12,617	Thousands, sa	Government	MEASURES OF SPENDING
+15.5	35,260p	35,160	30,534	Million \$, sa	Total Retail Sales	
	n.a.	n.a.	645.8	Thousands, sa	New Passenger Car Registrations	
+11.7	3,778.3	3,881.4	3,383.0	Billion \$, saar	Bank Debits <sup>7</sup>	

## SOURCES

INDUSTRIAL PRODUCTION: Board of Governors of F.R. System

INDUSTRIAL USE OF ELECTRIC POWER: Federal Reserve Bank of Minneapolis

PRODUCTION WORKER MANHOURS: Federal Reserve Bank of Minneapolis

CONSTRUCTION CONTRACTS AWARDED: Board of Governors of F. R. System, F. W. Dodge Corporation data

NEW HOUSING UNITS AUTHORIZED: Federal Reserve Bank of Minneapolis and U.S. Department of Commerce, Bureau of Census

BANK DEBITS: Board of Governors of F. R. System

EMPLOYMENT, UNEMPLOYMENT, HOURS AND WAGES:

Employment Security Departments; Minnesota, North Dakota, South Dakota, Montana, Michigan, and U.S. Department of Labor, Bureau of Labor Statistics

RETAIL SALES: U.S. Department of Commerce, Bureau of Census

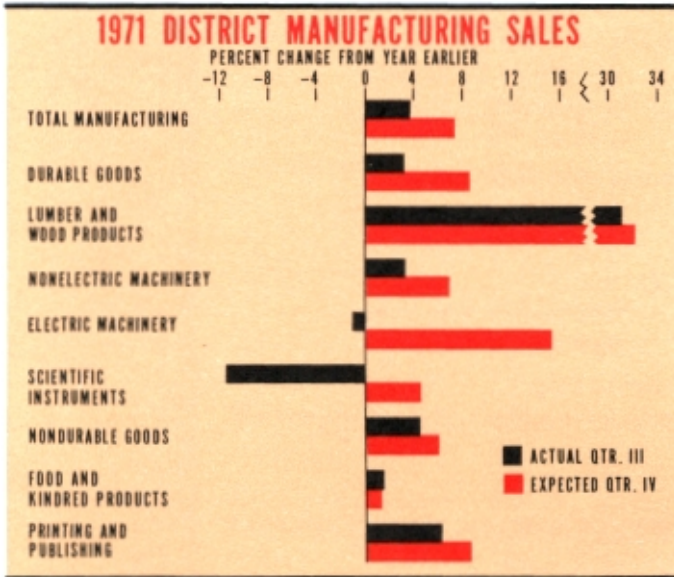
NEW PASSENGER CAR REGISTRATIONS: Automotive News Magazine



# INDUSTRIAL EXPECTATIONS SURVEY

## PROJECTIONS OF INDUSTRIAL SALES HOPEFUL DESPITE OVERALL THIRD QUARTER DECLINE

Responses to our Quarterly Industrial Expectations Survey conducted in late October and early November suggest a moderate increase in district industrial activity. Despite a third quarter decline of 1.3 percent from a year ago, industrial sales are expected to surpass year-earlier levels by 5.3 percent in the fourth quarter and 6.2 and 4.2 percent, respectively, in the first and second quarters of next year.



Though district manufacturing sales failed to grow in the period from July 1970 to July 1971, they increased 3.8 percent over those of a year ago in the third quarter. Survey respondents anticipate an acceleration in the rate of gain as they expect manufacturing sales to exceed last year's levels by 7.2 percent in the fourth quarter and 6.4 and 7.2 percent in the first two quarters of 1972. Price increases during the past year, however, imply that gains in the volume of manufacturing goods sold will be modest. The administration's new economic policy has apparently had little effect on district manufacturers' projections, as these expectations are consistent with those made in early August.

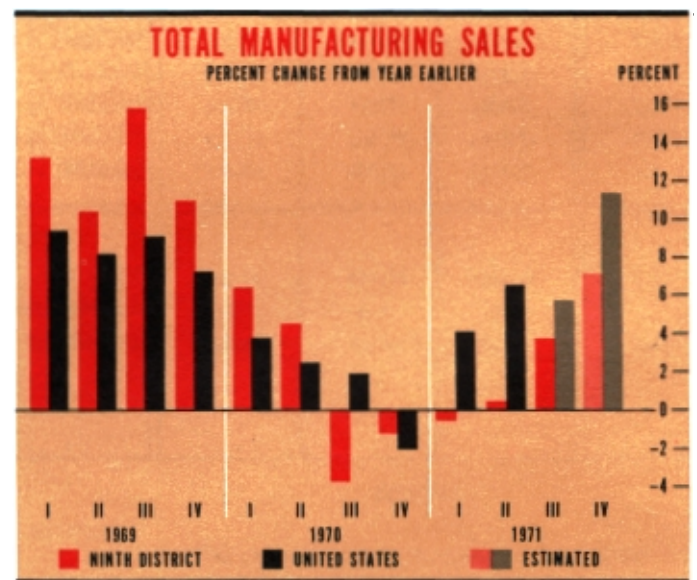
The encouragement expressed in the sales outlook of district manufacturers resulted from sales growth in the cyclically sensitive durable goods industries. Third quarter sales of durable goods increased 3.2 percent over those of last year and are expected to advance 8.4 percent in the fourth quarter and approximately 7.5 percent during the first half of next year.

Most manufacturers of durable goods expect their sales to strengthen over the forecast period. After a 3.2 percent increase in the third quarter, producers of nonelectric machinery anticipated rises from year-ago sales of 6.7 percent in the fourth quarter and 8.5

percent in the first half of 1972. Manufacturers in the primary and fabricated metals and electric machinery industries also expect continued sales improvement through the second quarter of next year. The greatest rate of growth, however, is anticipated in the district's lumber and wood products industry where, as a result of this year's housing boom, manufacturers expect sales to exceed year-ago levels by approximately 31 percent in the last half of 1971 and 16 percent in the first six months of 1972.

Nondurable goods manufacturers expect no significant change in their sales. In the third quarter, sales of these goods surpassed year-earlier levels by 4.5 percent, while an increase of 6.0 percent is anticipated for the current quarter and the first six months of next year. Producers of food and kindred products expect very small sales gains, but large increases are foreseen in the apparel, printing and publishing, chemical products, and rubber and plastics industries.

The sales expectations of the district's mining sector are not as hopeful. Labor disputes slowed district mining activity in the third quarter, causing sales to fall 27.1 percent from those of a year ago, and a decline of 4.0 percent is anticipated in the fourth quarter. Next year mining sales are expected to rise 6.5 percent above year-earlier levels in the first quarter and decline 10.6 percent in the second. These projected sales figures should be interpreted with caution, however, as they have been very unstable in the past year.



National manufacturing sales grew at a faster pace than district sales during the first half of 1971 and are expected to continue to do so during the second half. Gains in district sales of 3.8 percent in the third quarter and an expected gain of 7.2 percent in the fourth fall below the corresponding anticipated national advances of 5.8 and 11.4 percent.