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UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

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WHOLESALE DISTRIBUTION

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VOLUME I

UNITED STATES SUMMARY



MAY, 1937



UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

---

CENSUS OF BUSINESS

Fred A. Gosnell, Chief Statistician

William A. Ruff, Assistant

---

WHOLESALE DISTRIBUTION: 1935

Prepared under the supervision of  
John Guernsey,  
Distribution Economist

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By  
John Albright  
Chief, Wholesale Trade

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Vol 1

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## FOREWORD

This is the summary volume of a series of volumes on wholesale distribution, a part of the Census of Business, 1935. In this volume the scope of the Wholesale Census is defined; the data for 1935 are analyzed; terms, classifications and tables are explained and national summaries of the tabular data presented in the other volumes are given. For convenience in making comparisons, a summary tabulation for 1929 and 1933 is included.

This volume also contains new matter not treated in greater detail elsewhere, including a section on legal forms of organization showing the basic data for individual proprietorships, partnerships and other forms separately by types of operation; an analysis of multi-unit wholesalers, showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a tabulation of the data for auxiliary units of wholesale organizations not included as establishments.

The Census of Business, of which the Census of Wholesale Distribution is a part, was designed to cover, with some exceptions, all non-agricultural and non-manufacturing establishments in the continental United States. In addition to wholesale distribution, it includes retail trade, service businesses, amusement enterprises, hotels, radio broadcasting, contract construction, truck and bus transportation, public warehousing, advertising agencies, the insurance business and financial institutions. Mines and quarries are included in cooperation with the Bureau of Mines, and the distribution of manufacturers' sales in cooperation with the Census of Manufactures.

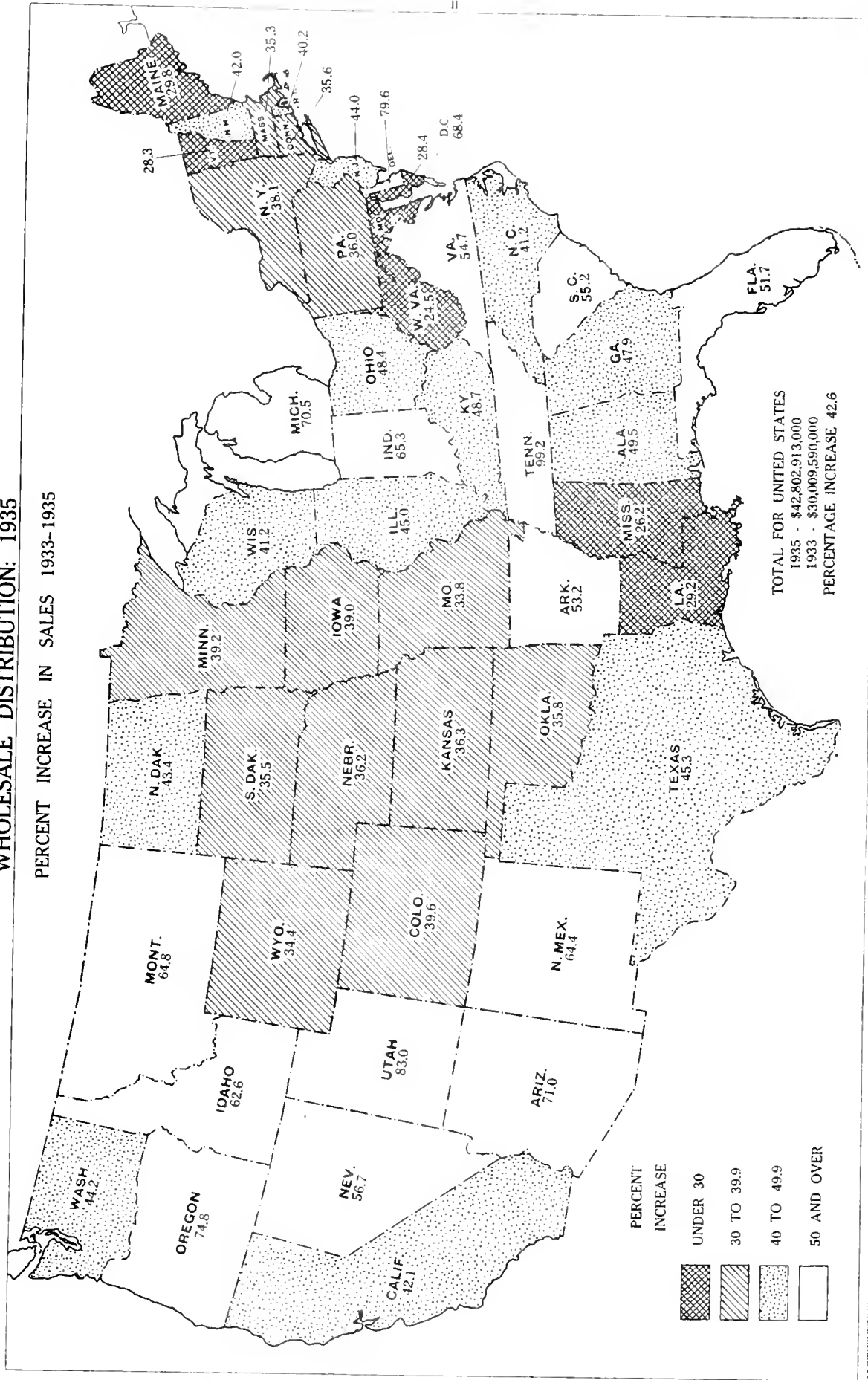
Every establishment falling within the scope of the census was requested to furnish certain essential information relating to its operations for the calendar year 1935 or other period closely coinciding with it. For most types of business, requested information covered volume of business for the year, operating expenses, personnel engaged in the business (proprietors and employees) and compensation paid to employees. Similar data are obtainable for manufacturing plants in the regular biennial Census of Manufactures, which was taken simultaneously with the Census of Business. For agriculture, material of this type is available in the Census of Agriculture, which was taken as of January 2, 1935.

The project was made possible by funds provided by the Works Progress Administration. The statistics on wholesale distribution were collected in 1936 by a field canvass of wholesale establishments in every State, county and city in the United States. The data of the entire project were compiled in the Bureau's Philadelphia branch.

The Census of Business is under the supervision of Fred A. Gosnell, Chief Statistician. Reports on wholesale trade are prepared under the supervision of John Guernsey, Distribution Economist, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh, John J. Lennon and L. Parker Temple.

# WHOLESALE DISTRIBUTION: 1935

PERCENT INCREASE IN SALES 1933-1935



## WHOLESALE DISTRIBUTION: 1935

## ARRANGEMENT AND CONTENTS OF VOLUMES

The results of the Census of Wholesale Trade for the year 1935 are published in a series of eight volumes together with a number of special trade reports, as described below:

Volume I - Summary for the United States. A national summary and analysis of all phases of wholesale distribution in 1935, a part of the Census of Business. In this volume the scope of the Wholesale Census is defined; the data for 1935 are analyzed; terms, classifications and tables are explained and national summaries of the tabular data presented in the other volumes are given. For convenience in making comparisons, a summary tabulation for 1929 and 1933 is included.

This volume also contains new matter not treated in greater detail elsewhere, including a section on legal form of organization showing the basic data for individual proprietorships, partnerships and other forms separately by types of operation; an analysis of multi-unit wholesalers, showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a tabulation of the data for auxiliary units of wholesale organizations not included as establishments.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kind-of-business groups (Table 1A). In a separate section the number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

- a. Monthly employment data by kinds of business (Table 2).
- b. Analysis of employment and pay roll by occupational groups (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business-Size Groups, and Analysis of Operating Expenses.

- a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business-size groups and kinds of business (Table 4).
- b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales, and Sales by Classes of Customers.

- a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).
- b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 100 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative and Voluntary Group Wholesaling (Grocery Trade)  
Drug Wholesaling  
Electrical Wholesaling  
Tobacco Wholesaling  
Wholesaling of Wines and Liquors  
Wholesaling of Tires and Tubes



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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935SUMMARY OF FACTS ON  
WHOLESALE DISTRIBUTION  
NATIONAL AND STATE

DIVISION AND STATE	Population 1935 1/	Number of count- ies	Number of cities in 1930			Number of wholesale establishments			Net sales			
			Over 50,000 popu- lation	20,000 to 50,000 popu- lation	5,000 to 20,000 popu- lation	1935	1933	1929	1935		1933	
									Amount (add 000)	Per- cent of total	Per- cent gain 1935 over 1933	Amount (add 000)
<b>UNITED STATES</b>	127,521,000	3,074	191	281	1,361	176,756	163,583	168,820	42,802,913	100.0	42.6	30,009,590
<b>NEW ENGLAND</b>	8,497,000	67	25	48	128	9,580	8,592	9,756	2,528,497	5.92	35.4	1,867,712
Connecticut	1,717,000	8	5	11	13	1,481	1,396	1,365	306,078	.72	35.6	225,724
Maine	845,000	16	1	2	15	970	860	986	127,840	.30	29.8	98,462
Massachusetts	4,375,000	14	16	25	71	5,739	5,125	6,038	1,806,346	4.22	35.3	1,334,893
New Hampshire	502,000	10	1	3	10	363	334	325	54,069	.13	42.0	38,074
Rhode Island	681,000	5	2	6	10	683	577	734	180,597	.42	40.2	128,808
Vermont	377,000	14	--	1	9	344	300	308	53,567	.13	28.3	41,751
<b>MIDDLE ATLANTIC</b>	27,245,000	150	41	62	327	40,392	34,170	38,045	14,296,623	33.40	37.9	10,364,095
New Jersey	4,288,000	21	13	17	85	3,025	2,682	2,334	708,645	1.66	44.0	492,270
New York	12,890,000	62	13	19	79	26,915	21,825	25,202	10,846,966	25.34	38.1	7,856,469
Pennsylvania	10,067,000	67	15	26	163	10,452	9,663	10,509	2,741,012	6.40	36.0	2,015,356
<b>EAST NORTH CENTRAL</b>	25,592,000	436	44	70	290	35,638	34,442	32,058	8,709,016	20.35	50.5	5,785,417
Illinois	7,817,000	102	9	19	86	12,009	11,898	11,556	3,937,609	9.20	45.0	2,715,156
Indiana	3,429,000	92	8	10	43	4,333	4,229	3,726	654,917	1.53	65.3	396,107
Michigan	4,731,000	83	11	8	53	6,065	5,791	5,239	1,410,767	3.30	70.5	827,256
Ohio	6,707,000	88	12	19	79	9,086	8,286	8,035	2,028,552	4.74	48.4	1,367,382
Wisconsin	2,908,000	71	4	14	29	4,145	4,238	3,502	677,170	1.58	41.2	479,516
<b>WEST NORTH CENTRAL</b>	13,708,000	621	16	20	135	29,526	29,115	28,629	4,786,928	11.18	36.5	3,506,267
Iowa	2,534,000	99	4	8	23	5,063	5,250	4,946	627,795	1.47	39.0	451,730
Kansas	1,878,000	105	3	2	27	4,621	5,003	4,315	398,387	.93	36.3	292,279
Minnesota	2,627,000	87	3	3	26	5,695	5,178	5,243	1,188,413	2.78	39.2	853,915
Missouri	3,913,000	115	4	5	28	6,691	6,085	6,649	1,811,544	4.23	33.8	1,354,198
Nebraska	1,364,000	93	2	--	15	3,122	3,409	2,886	527,719	1.23	36.2	387,601
North Dakota	700,000	53	--	1	9	2,435	2,435	2,618	133,808	.31	43.4	93,280
South Dakota	692,000	69	--	1	7	1,899	1,755	1,972	99,262	.23	35.5	73,264
<b>SOUTH ATLANTIC</b>	16,878,000	556	23	24	132	15,367	14,507	15,592	3,406,153	7.96	45.7	2,338,443
Delaware	256,000	3	1	--	--	262	259	286	106,300	.25	79.6	59,182
District of Columbia	594,000	--	1	--	--	629	568	492	242,729	.57	68.4	144,119
Florida	1,614,000	67	3	4	24	2,239	2,041	2,041	399,290	.93	51.7	263,211
Georgia	3,035,000	161	4	3	24	2,667	2,269	3,175	605,272	1.41	47.9	409,362
Maryland	1,669,000	24	1	2	6	2,316	2,224	2,198	496,017	1.16	28.4	386,450
North Carolina	3,417,000	100	5	4	29	2,458	2,356	2,403	555,396	1.30	41.2	393,370
South Carolina	1,840,000	46	2	2	17	1,422	1,242	1,539	267,122	.62	55.2	172,062
Virginia	2,637,000	100	3	6	16	2,123	2,370	2,331	502,951	1.18	54.7	325,155
West Virginia	1,816,000	55	3	3	16	1,251	1,178	1,127	231,076	.54	24.5	185,532
<b>EAST SOUTH CENTRAL</b>	10,512,000	364	9	14	70	7,594	6,806	7,719	1,609,657	3.76	65.0	975,830
Alabama	2,834,000	67	3	4	18	1,668	1,601	1,737	304,549	.71	49.5	203,657
Kentucky	2,846,000	120	2	5	22	2,057	2,001	2,024	379,597	.99	43.7	255,260
Mississippi	2,008,000	82	--	3	14	1,243	1,244	1,712	179,902	.42	26.2	142,548
Tennessee	2,824,000	95	4	2	16	2,626	1,960	2,246	745,609	1.74	99.2	374,365
<b>WEST SOUTH CENTRAL</b>	12,705,000	470	15	17	126	15,056	15,053	17,526	2,696,574	6.30	40.5	1,919,042
Arkansas	1,999,000	75	1	3	14	1,504	1,292	2,045	180,309	.42	53.2	117,729
Louisiana	2,120,000	64	2	3	14	2,131	2,094	1,726	580,260	1.36	29.2	449,211
Oklahoma	2,509,000	77	2	3	33	3,668	4,169	4,168	404,465	.94	35.8	297,877
Texas	6,077,000	254	10	8	65	7,753	7,498	9,587	1,531,540	3.58	45.3	1,054,225
<b>MOUNTAIN</b>	3,746,000	277	3	8	55	6,413	5,868	5,777	847,030	1.98	55.9	543,240
Arizona	406,000	14	--	2	6	541	467	356	78,046	.18	71.0	45,654
Colorado	1,062,000	63	2	1	15	1,884	1,814	2,075	324,382	.76	39.6	232,374
Idaho	479,000	44	--	1	6	954	764	673	82,195	.19	62.6	50,537
Montana	531,000	56	--	2	10	1,254	1,239	1,243	121,641	.28	64.8	73,790
Nevada	99,000	17	--	--	2	158	139	96	15,300	.04	56.7	9,763
New Mexico	422,000	31	--	1	6	397	447	315	45,579	.11	64.4	27,730
Utah	515,000	29	1	1	5	888	649	736	154,189	.36	83.0	84,275
Wyoming	232,000	23	--	--	5	337	349	283	25,698	.06	34.4	19,117
<b>PACIFIC</b>	8,638,000	133	15	18	98	17,190	15,030	13,718	3,922,436	9.16	44.8	2,709,544
California	5,997,000	58	11	13	73	12,342	11,000	9,693	2,975,253	6.95	42.1	2,094,297
Oregon	1,008,000	36	1	1	13	1,615	1,326	1,437	343,443	.80	74.8	196,445
Washington	1,633,000	39	3	4	12	3,233	2,704	2,588	603,740	1.41	44.2	418,802

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

SUMMARY OF FACTS ON

WHOLESALE DISTRIBUTION (Continued)

NATIONAL AND STATE

Net Sales 1929 (add 000)	Sales by type of operation. Percent of total: 1935							Number of employees 2/				Active pro- pri- etors and firm members 4/	Total pay roll			
	Full-service and limited-function wholesalers	Manufacturers' sales branches	Manufacturers' sales offices	Bulk tank stations	Agents and brokers	Assemblers	1935 *		1933	1929	1935 *		1933			
							Number	Per- cent women 3/			Amount		Per- cent to Sales	Amount	Per- cent to Sales	
\$66,983,024	41.2	17.4	8.5	6.3	20.8	5.8	1,277,717	18.6	1,187,688	1,510,494	97,225	\$2,049,483	4.8	\$1,659,487	5.5	1
4,005,910	49.9	19.2	5.6	8.6	14.1	2.6	82,271	17.4	74,454	106,152	5,166	135,916	5.4	113,526	6.1	2
488,435	56.4	20.0	3.6	13.6	4.6	1.8	12,818	18.2	12,118	17,117	766	20,498	6.7	17,559	7.8	3
175,853	51.3	17.0	3.7	16.4	3.9	7.7	6,430	12.4	5,957	7,214	504	8,655	6.8	7,675	7.8	4
2,948,372	46.6	19.4	6.1	6.2	17.6	2.1	52,110	18.5	46,630	70,142	3,215	90,444	5.0	74,930	5.6	5
60,500	49.8	25.2	8/	22.6	1.0	1.4	2,261	13.2	2,244	2,265	172	3,201	5.9	2,895	7.6	6
275,357	51.2	17.6	8/	11.1	11.2	.9	6,339	16.2	5,352	7,516	369	9,953	5.5	7,717	6.0	7
57,393	47.9	11.4	8/	18.2	1.8	20.7	2,313	11.3	2,153	1,898	140	3,165	5.9	2,750	6.6	8
22,702,703	41.9	16.4	11.2	3.5	24.0	1.1	352,660	20.7	301,963	410,399	25,436	664,547	4.6	508,070	4.3	9
935,521	54.6	20.3	4.2	15.3	4.3	1.3	26,560	13.3	24,196	26,578	1,570	43,521	6.1	35,420	7.2	10
17,143,753	41.4	17.5	10.4	2.2	27.6	.9	243,709	22.8	199,067	274,699	16,626	489,157	4.5	360,628	4.6	11
4,623,429	39.9	21.4	15.9	5.9	14.9	2.0	82,591	16.7	78,500	109,122	7,240	132,869	4.8	112,022	5.6	12
13,445,712	38.0	17.5	11.7	6.3	21.0	5.5	265,150	17.8	242,322	334,833	19,732	432,053	5.0	345,139	6.0	13
6,675,726	33.5	16.4	12.4	4.0	26.9	4.8	105,047	19.2	94,828	158,043	6,611	183,574	4.7	146,420	5.4	14
888,816	41.7	12.3	3.0	9.9	21.3	11.8	23,677	13.2	20,781	24,311	2,183	33,211	5.1	25,754	6.5	15
2,027,341	37.0	19.5	18.2	8.8	12.4	4.1	42,504	19.5	37,638	44,584	3,580	67,347	4.8	51,049	6.2	16
2,925,525	42.5	17.1	10.9	6.9	17.3	5.3	68,709	16.7	64,450	79,075	5,323	110,030	5.4	89,620	6.6	17
928,304	49.0	14.3	4.8	9.6	15.1	7.2	25,213	15.6	24,625	28,820	2,035	37,891	5.6	32,296	6.7	18
6,454,665	36.8	16.0	4.0	6.0	23.7	13.5	146,021	15.4	144,897	187,276	13,745	211,697	4.4	183,977	5.2	19
1,043,316	31.7	9.9	2.9	9.0	19.9	26.6	20,043	13.8	22,142	26,748	2,619	26,004	4.1	25,324	5.6	20
886,611	34.8	9.5	3.6	10.9	19.0	22.2	13,087	10.0	14,561	18,994	2,076	16,720	4.2	16,431	5.6	21
1,667,535	44.3	11.3	3.7	5.2	23.3	12.2	32,332	15.8	31,836	36,054	2,585	49,988	4.2	41,992	4.9	22
3,306,536	38.1	24.0	5.5	3.6	24.0	4.8	56,936	18.7	52,260	77,329	3,740	88,394	4.9	71,797	5.3	23
1,053,441	25.6	12.4	2.4	4.9	39.7	15.0	13,948	14.3	14,644	16,882	1,603	18,253	3.5	17,196	4.4	24
261,131	29.1	18.7	1.0	12.5	2.3	36.4	5,067	6.0	4,852	5,917	588	6,639	5.0	5,915	6.2	25
236,095	34.7	8.2	8/	16.4	9.7	31.0	4,608	11.5	4,602	5,352	534	5,699	5.7	5,322	7.3	26
4,485,643	40.5	18.1	6.4	9.5	18.8	6.7	120,167	18.9	116,631	122,630	8,546	159,625	4.7	129,857	5.6	27
119,087	24.2	63.8	1.9	6.5	2.2	1.4	1,917	14.9	1,700	2,118	148	3,201	3.0	2,357	4.0	28
223,401	53.7	22.2	10.7	4.2	8.6	.6	8,274	13.8	6,886	6,756	327	13,819	5.7	10,042	7.0	29
444,078	42.9	17.1	3.5	15.0	9.9	11.6	19,011	16.6	20,635	18,725	1,005	22,564	5.7	18,920	7.2	30
997,447	37.8	22.6	8.9	7.2	17.8	5.8	19,345	19.9	16,237	21,275	1,371	26,995	4.5	20,431	5.0	31
711,412	41.7	20.7	9.8	8.2	16.1	3.5	19,266	19.4	18,906	21,712	1,744	25,585	5.2	21,529	5.6	32
695,118	32.6	13.8	6.2	9.4	28.2	9.8	17,676	21.7	17,856	15,745	1,460	21,687	3.9	17,782	4.5	33
333,528	42.0	5.2	2.7	10.5	29.0	10.6	6,529	14.7	5,591	6,113	809	8,202	3.1	6,393	3.7	34
621,139	39.0	12.2	4.6	11.6	24.7	7.9	19,180	23.6	20,560	20,139	1,065	24,216	4.8	21,075	6.5	35
341,433	54.6	15.2	4.3	10.2	13.6	2.1	8,969	12.0	8,260	10,047	617	13,356	5.8	11,326	6.1	36
2,496,685	41.5	12.7	4.1	8.1	25.5	8.1	53,513	14.9	50,168	58,388	4,329	68,569	4.3	54,773	5.6	37
566,403	50.9	14.4	4.8	11.2	13.3	5.4	11,293	13.7	10,547	13,428	920	15,212	5.0	12,481	6.1	38
500,389	44.8	9.0	6.9	8.7	22.6	8.0	16,009	16.4	15,820	17,725	1,240	18,420	4.8	15,172	6.3	39
384,948	37.6	5.6	1.4	13.1	18.4	23.9	5,750	12.5	6,032	6,254	633	7,010	3.9	6,227	4.4	40
1,044,945	37.0	15.6	3.1	5.3	33.6	5.4	20,461	14.7	17,769	20,981	1,536	27,945	3.7	19,893	5.3	41
4,739,143	46.5	14.2	4.2	8.4	14.8	9.9	84,557	14.3	84,155	99,104	7,618	113,638	4.2	100,777	5.3	42
366,510	52.2	7.0	1.3	12.8	14.7	12.0	6,791	9.0	6,842	7,797	747	8,420	4.7	7,603	6.5	43
830,955	44.3	15.6	4.9	6.7	13.6	14.9	17,925	14.9	19,375	17,037	938	24,557	4.2	23,315	5.2	44
769,696	39.4	13.6	4.5	10.8	16.9	14.8	13,459	11.0	14,333	18,268	1,792	18,604	4.6	17,253	5.8	45
2,771,972	52.0	14.6	4.3	8.0	14.7	6.4	46,382	15.7	43,605	56,002	4,141	62,057	4.1	52,606	5.0	46
1,173,657	41.1	13.1	3.8	13.6	17.1	11.3	29,869	13.8	29,516	32,398	2,323	43,226	5.1	36,885	6.8	47
97,024	43.6	9.5	1.9	18.8	17.4	8.8	2,792	9.2	2,903	2,976	239	4,142	5.3	3,556	7.8	48
539,626	35.7	19.1	6.2	7.9	24.9	6.2	10,283	16.2	11,917	13,869	830	15,345	4.7	15,157	6.5	49
97,157	39.9	5.0	8/	20.0	3.9	31.2	3,533	14.0	3,063	3,271	360	4,277	5.2	3,249	6.4	50
158,227	42.0	8.9	1.1	14.2	13.4	20.4	4,070	12.4	3,764	4,133	225	5,947	4.9	4,852	6.6	51
13,718	56.8	5.3	8/	37.3	.1	.5	713	8.3	495	477	48	1,172	7.7	735	7.5	52
53,143	62.1	3.2	-1	19.2	9.0	6.4	1,691	9.6	1,453	1,257	141	2,415	5.3	1,933	7.0	53
180,101	41.8	15.4	5.2	13.0	16.8	7.8	5,832	15.1	4,971	5,544	357	8,588	5.6	6,138	7.3	54
34,661	51.3	6.1	8/	28.0	2.5	12.1	955	9.4	950	871	123	1,340	5.2	1,265	6.6	55
5,478,906	42.2	18.6	6.1	8.8	14.4	9.9	143,509	22.3	143,982	159,314	10,330	220,212	5.6	186,583	6.9	56
4,054,546	42.6	19.5	6.7	7.7	13.4	10.1	109,226	21.6	110,590	117,464	8,450	167,453	5.6	143,075	6.8	57
465,196	40.9	18.5	4.7	13.0	14.7	8.2	11,423	22.0	10,798	14,055	674	17,826	5.2	14,342	7.3	58
959,164	41.2	14.3	4.1	11.7	19.3	9.4	22,860	25.6	22,594	27,795	1,206	34,933	5.8	29,166	7.0	59

2/ Figures for 1935 and 1933 are monthly averages, while those for 1929 are quarterly averages.

3/ Based upon figures for one week.

4/ Not counted as employees, nor is any allowance for their compensation included in pay roll.

8/ Combined with manufacturers' sales branches.

\* Includes the following estimates for commission bulk tank stations: Employees, 17,164 and total pay roll \$27,321,000.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

SUMMARY OF FACTS ON  
WHOLESALE DISTRIBUTION (Continued)

NATIONAL AND STATE

1	DIVISION AND STATE	Total pay roll 1929		Average weekly wage rates. Full-time employees. 5/						Stocks on hand, end of 1935 at cost (add 000.)	Retail stores per wholesale establishment 6/	Retail sales, percent of wholesale sales 6/	Percent of wholesale sales to: 7/				
		Amount (add 000.)	Per- cent to Sales	Office and clerical employees	Inside selling employees	Outside selling employees	Warehouse employees	Other employees	Retailers				Household consumers	Industrial users	Other wholesalers	Buyers in foreign countries	
1	<u>UNITED STATES</u>	\$2,962,774	4.4	\$24.67	\$27.90	\$38.52	\$20.95	\$20.66	\$3,106,609	18.6	187.8	45.4	1.5	29.8	20.2	3.1	
2	<u>NEW ENGLAND</u>	203,583	5.1	23.05	27.62	37.14	21.87	21.90	189,384	18.4	215.7	48.8	1.8	35.6	13.0	.8	
3	Connecticut	27,504	5.6	22.55	29.30	35.58	18.86	21.15	29,928	22.3	322.4	67.7	2.7	21.2	7.7	.7	
4	Maine	11,202	6.4	20.84	22.73	35.60	19.10	20.80	13,208	26.8	354.8	71.7	3.8	11.5	13.0	--	
5	Massachusetts	143,777	4.9	23.83	28.60	38.22	23.21	22.58	122,483	14.8	166.3	41.8	1.4	41.5	14.3	1.0	
6	New Hampshire	3,667	6.1	21.52	24.49	32.81	23.14	20.54	4,686	35.9	566.4	81.3	5.2	8.8	4.7	--	
7	Rhode Island	14,534	5.3	20.97	24.74	35.59	19.92	20.34	14,352	17.9	237.5	53.9	1.6	33.6	10.8	.1	
8	Vermont	2,899	5.1	21.19	22.44	32.28	21.93	21.72	4,727	31.2	386.6	75.4	5.3	6.6	12.7	--	
9	<u>MIDDLE ATLANTIC</u>	952,754	4.2	25.44	31.24	42.96	22.97	23.50	974,215	14.2	141.7	42.4	1.0	33.6	18.6	4.4	
10	New Jersey	54,648	5.8	24.23	28.01	36.67	21.75	21.97	51,624	29.7	315.3	68.4	2.6	18.3	10.0	.7	
11	New York	683,265	4.0	25.87	33.42	43.05	22.96	24.50	752,525	10.7	105.7	38.9	.8	34.5	20.3	5.5	
12	Pennsylvania	214,841	4.6	24.18	27.04	44.79	23.42	21.42	170,066	18.4	228.2	49.7	1.5	33.9	14.1	.8	
13	<u>EAST NORTH CENTRAL</u>	676,977	5.0	24.01	26.88	38.04	20.88	21.48	501,319	18.6	216.8	44.6	1.5	32.7	20.6	.4	
14	Illinois	338,395	5.1	24.95	29.19	39.81	21.03	22.19	195,190	16.3	164.7	38.2	1.0	34.6	25.7	.5	
15	Indiana	42,531	4.8	20.66	23.18	32.88	18.50	19.55	41,874	23.1	285.4	53.2	2.2	19.9	24.6	.1	
16	Michigan	94,052	4.6	23.95	25.76	38.84	21.01	20.78	75,086	18.6	266.0	50.9	2.0	35.1	11.8	.2	
17	Ohio	151,481	5.2	24.08	26.11	37.93	21.13	21.26	134,047	18.4	227.2	47.0	2.0	33.8	16.8	.4	
18	Wisconsin	50,516	5.4	22.46	26.12	35.27	21.20	22.38	55,122	22.5	262.8	53.0	2.3	25.3	19.2	.2	
19	<u>WEST NORTH CENTRAL</u>	322,642	3.8	23.76	26.24	36.22	20.21	20.43	373,649	24.7	199.9	47.6	2.3	26.2	23.3	.6	
20	Iowa	40,839	3.9	22.89	24.49	33.62	18.75	18.63	36,163	30.3	326.5	47.4	3.7	20.4	28.5	--	
21	Kansas	28,612	3.2	22.84	23.49	34.09	20.09	21.23	28,801	33.1	323.4	49.0	2.8	32.6	15.1	.5	
22	Minnesota	62,428	3.7	24.09	28.07	36.94	22.30	21.38	112,222	22.2	155.9	41.2	1.7	34.2	22.2	.7	
23	Missouri	144,167	4.4	24.21	26.63	36.55	19.86	20.55	144,979	17.3	137.3	51.2	1.5	23.3	22.9	1.1	
24	Nebraska	28,047	2.7	23.34	25.87	38.85	19.17	20.75	29,167	31.1	266.1	47.5	2.4	25.2	24.8	.1	
25	North Dakota	9,935	3.8	23.55	24.98	36.21	19.90	19.92	12,635	40.3	385.5	53.0	7.5	7.9	31.6	--	
26	South Dakota	8,614	3.6	20.22	24.82	36.20	15.83	12.45	9,682	44.5	428.2	54.1	5.2	12.6	28.1	--	
27	<u>SOUTH ATLANTIC</u>	197,200	4.4	23.79	24.55	35.90	18.41	15.21	278,968	23.7	239.1	52.7	1.4	27.5	15.9	2.5	
28	Delaware	3,778	3.2	20.59	24.66	36.21	18.81	18.68	7,057	30.3	298.9	21.2	.8	59.4	14.7	3.9	
29	District of Columbia	12,666	5.7	26.85	28.98	34.87	23.54	19.42	13,088	15.0	254.0	58.9	2.1	33.0	5.4	.6	
30	Florida	26,271	5.9	23.41	22.43	33.27	17.87	15.10	29,135	22.2	248.3	64.5	1.8	11.9	19.9	1.9	
31	Georgia	36,728	3.7	24.92	24.43	37.74	16.43	11.52	43,285	28.9	211.9	53.5	1.0	25.9	17.3	2.3	
32	Maryland	32,752	4.6	21.82	25.11	33.30	17.89	17.66	31,981	16.0	223.8	55.1	1.1	27.8	15.2	.8	
33	North Carolina	25,679	3.7	23.66	22.36	35.26	16.79	13.75	61,499	25.7	255.7	46.2	1.5	36.3	13.6	2.4	
34	South Carolina	10,535	3.2	23.57	22.91	32.54	16.54	12.50	13,645	31.7	221.4	41.4	1.4	38.2	15.8	3.2	
35	Virginia	29,575	4.8	23.20	26.21	38.44	18.64	14.49	58,935	26.2	240.1	50.9	1.1	20.2	21.3	6.5	
36	West Virginia	19,216	5.6	25.03	23.71	41.16	20.34	19.66	20,343	24.9	263.4	63.8	2.1	18.9	14.6	.6	
37	<u>EAST SOUTH CENTRAL</u>	94,377	3.8	23.53	23.54	35.10	15.81	13.93	130,068	28.8	207.4	46.2	1.3	24.0	26.2	2.3	
38	Alabama	23,551	4.2	24.79	23.00	37.14	15.57	13.38	22,832	30.4	217.4	59.2	1.4	22.0	14.0	3.4	
39	Kentucky	25,872	5.2	22.49	22.29	32.95	16.42	14.40	44,255	28.8	228.2	52.0	1.8	21.3	21.4	3.5	
40	Mississippi	10,520	2.7	23.36	22.16	33.09	13.43	12.18	12,426	35.4	263.8	45.9	1.4	23.7	27.3	1.7	
41	Tennessee	34,434	3.3	23.63	25.13	36.05	16.14	14.32	50,555	25.0	175.2	39.4	1.1	25.8	32.2	1.5	
42	<u>WEST SOUTH CENTRAL</u>	167,831	3.5	24.68	25.36	34.88	17.36	13.71	267,675	24.1	176.6	45.3	1.2	22.2	18.7	12.6	
43	Arkansas	11,949	3.3	23.11	24.65	34.70	15.41	14.64	16,348	33.4	255.9	65.7	1.3	10.1	22.8	.1	
44	Louisiana	29,252	3.5	24.00	26.62	34.71	17.01	14.61	75,265	22.3	133.9	42.8	.8	20.0	19.0	17.4	
45	Oklahoma	30,784	4.0	25.58	25.75	36.19	18.20	18.88	31,296	24.2	272.9	47.7	1.7	28.2	21.7	.7	
46	Texas	95,846	3.5	25.02	24.88	34.61	17.67	12.66	144,766	23.0	161.8	43.2	1.3	23.0	17.4	15.1	
47	<u>MOUNTAIN</u>	55,569	4.7	24.35	25.70	36.56	20.75	21.91	66,583	22.9	316.0	52.3	2.5	16.4	28.2	.6	
48	Arizona	5,407	5.6	26.33	24.97	33.87	20.29	22.22	5,345	21.5	355.8	47.4	2.8	10.8	32.8	6.2	
49	Colorado	23,947	4.4	23.12	24.03	35.99	18.90	20.41	18,782	19.3	261.3	47.1	1.2	15.4	36.2	.1	
50	Idaho	4,479	4.6	25.47	24.77	34.04	22.90	21.24	7,678	27.0	427.2	54.6	2.5	16.0	26.9	--	
51	Montana	6,979	4.4	24.53	27.65	36.64	23.55	25.61	13,172	33.0	371.1	56.0	4.4	16.4	23.1	.1	
52	Nevada	877	6.4	31.10	33.74	33.97	26.67	24.61	1,151	24.1	505.7	88.5	2.1	8.4	.6	.4	
53	New Mexico	2,313	4.4	26.49	25.65	37.04	20.47	20.24	5,355	35.1	313.5	60.3	2.8	24.6	12.3	--	
54	Utah	9,712	5.4	23.77	25.65	39.00	20.52	22.16	12,435	14.8	204.9	53.7	3.4	19.9	23.0	--	
55	Wyoming	1,855	5.4	27.29	33.67	38.71	22.73	26.36	2,665	33.8	626.9	73.6	2.4	18.7	26.4	6.2	
56	<u>PACIFIC</u>	291,841	5.3	26.56	29.52	37.07	23.35	24.86	324,748	15.0	192.7	46.2	1.8	22.6	26.2	3.2	
57	California	216,813	5.3	26.78	29.82	36.57	23.45	24.21	237,943	14.1	183.7	45.9	1.6	22.6	27.3	2.6	
58	Oregon	24,056	5.2	26.09	29.03	36.32	23.20	25.54	31,202	20.0	239.2	48.7	2.4	29.6	16.0	3.3	
59	Washington	50,972	5.3	25.82	28.30	39.92	22.98	27.90	55,603	16.7	212.5	46.3	2.4	18.7	26.4	6.2	

5/ Full-service and limited function wholesalers only For the most part, the figures are for week ending October 26, 1935.

6/ Full-service and limited function wholesalers only

7/ Based upon sample information See Table 7



## CHAPTER I

### INTRODUCTION

It has been asserted frequently that our distributive system is complex and cumbersome; that there have been and are unnecessary middlemen involved in the distribution of goods from the prime producer to the consumer; that the expenses of distribution are out of proportion to production costs. These challenges have served to focus attention upon our marketing system and have changed the national emphasis for efficiency from production to distribution. The generally recognized need for improvement resulted in a demand for a thorough quantitative analysis of the distributive process accompanied by dependable facts.

In response to this need, the Bureau of the Census undertook a canvass of distribution in 1926 in eleven representative cities ranging in size from Fargo, North Dakota (population, 28,619) to Chicago, Illinois (population, 3,376,438). As a result of this trial census, the first complete Census of Distribution was provided for in the Fifteenth Decennial Census Act approved by Congress, June 18, 1929.

THE FIRST CENSUS OF DISTRIBUTION: 1929.--In 1930 there was taken for the first time a complete enumeration of every distribution establishment in the United States. Special agents of the Bureau were sent to various parts of the country to supervise the canvass. This census was designed to ascertain for each place of business in 1929, the nature of the business, location--State and city--, sales or receipts, employment, pay roll, operating expenses, merchandise on hand for resale and other pertinent information. The entire project was completed in 1932.

This census served to clear the air of many misconceptions by supplying the first quantitative description of the marketing structure and its functioning; also by measuring the extent of the task and the approximate manner in which that task was being performed. The facts issued were generally hailed as a substantial contribution to knowledge of the distribution mechanism. The principal limitation in the usefulness of this first census was the inability to make comparisons with other periods and to ascertain trends.

THE CENSUS OF AMERICAN BUSINESS: 1933.--To provide an additional quantitative measure, the second census of merchandising establishments was taken in 1934 by the Bureau of the Census with funds supplied by the Civil Works Administration. The statistics related to the year 1933. As in the 1929 census, data were collected on the number of establishments; number of employees, male and female; pay roll; total operating expenses; value of merchandise on hand for resale; net sales; credit sales; and sales by classes of customers. In this census, data were collected for the first time on the number of persons employed by months, thus providing a measure of the seasonal variation in wholesale trade.

THE CENSUS OF BUSINESS: 1935.--The information obtained in the first two censuses resulted in a demand for more current facts. It was realized that neither 1933 nor 1929 could be considered representative. Figures for the two years, however, would serve as points with which to compare more recent information. Plans were made to take a third census of Distribution for 1935, financed by the Works Progress Administration, which is known as the Census of Business. The schedule form used in reporting wholesale establishments called for more information than either of the previous censuses and included inquiries on cooperative and voluntary group wholesaling, analysis of operating expenses, analysis of sales by commodities, employment and pay roll for one week by occupational groups, as well as the basic data on number of establishments, employees, pay roll, total operating expenses, sales and stocks on hand. This census provides the third point on a curve to measure trends and developments in wholesale distribution.

COMPARABILITY OF THE THREE CENSUSES.--To facilitate comparisons between the three years, an effort has been made to keep the three censuses comparable. They are not exactly alike in every respect, however, due to some differences in scope, coverage and classification. For instance, figures for chain store warehouses were included in 1929 and 1933 as a component part of wholesale trade; they are omitted from the 1935 tabulations on wholesale trade, but are reported in the Appendix. Likewise, the marketing activities of central or administrative offices of wholesale chain organizations were included in previous censuses, but for 1935 they appear only in a separate tabulation (see Tables 10A and 10B). On the other hand, cream stations are included in the figures for 1933 and 1935 but were not included to any large extent in 1929. Figures for 1933 and 1935 have suffered somewhat by reason of the fact that reporting was not, as in 1929, mandatory.

Some differences in classification have resulted from the variation in the amount of information called for on the schedule forms used for the three years. The 1935 schedule (see Appendix) like that used in 1929 made provision for comprehensive commodity information which was not called for on the form used in 1933. Inasmuch as establishments are classified by kinds of business, partly on the basis of lines of merchandise or commodities handled, the detail provided in this census served to keep the classifications comparable with those for 1929 but somewhat out of line with those for 1933. In making comparisons, a certain latitude must be allowed for dual-line establishments which may take one of two classifications (hardware and plumbing and heating, groceries and tobacco products, dry goods and clothing, drugs and liquors, etc.). For a more detailed discussion of the comparability of the three censuses, see Appendix.

## SCOPE OF WHOLESALE DISTRIBUTION

The terms "wholesaling", "wholesale trade", and "wholesale distribution" have been widely used for many years in discussions of marketing or of general business conditions, yet much confusion is current as to their meaning and no unanimity of opinion can be found on the subject. At the present time the term "wholesaling", for example, is used in at least three different senses.

WHOLESALE IN ITS BROADER ASPECTS.--Broadly conceived, the term, "wholesaling" includes all activities relating to the purchase or sale of goods at wholesale or in a wholesale manner. It excludes only those transactions which involve sales to ultimate or home consumers. It matters not whether the goods are sold by producers, by processors, by wholesalers, or by any of the functional middlemen engaged in wholesale trade, such as commission men, brokers, and selling agents; nor does it matter whether the goods are sold to a retailer, to an industrial user, or to a wholesale organization, so long as the purpose of the customer in buying such goods is to resell them in one form or another, or to use them in the conduct of his business.

Were an attempt made to measure the total volume of wholesale trade in its broadest aspect, it would be necessary to include within the province of wholesaling:

1. Sales made by manufacturers or other producers, directly or through their sales branches, to wholesalers and other types of wholesale middlemen.
2. Sales to retailers of all kinds.
3. Sales to institutions, restaurants, and hotels.
4. Sales to industrial users, including manufacturers, mine operators, oil well companies, fisheries, railroads, public utilities, farmers (for production purposes) and Governmental agencies, on the assumption that the goods are purchased for business purposes and not for family consumption. In this category are included sales of equipment and supplies to service and professional establishments, as exemplified by sales made to barbers, beauty parlors, dentist, and doctors, so long as such items are not purchased by ultimate consumers for their own use; also sales of building materials to contractors.
5. All activities of wholesale middlemen who are instrumental in the transfer of title to goods which are bought for business purposes. In this group of middlemen are included agents and brokers of all kinds.
6. All purchases of farm products for resale other than to individual consumers, irrespective of whether such purchases are made direct from farmers or from middlemen.

When considered in its broader aspects, it is estimated that the total sales at wholesale in the year 1935 exceeded \$80,000,000,000. This figure includes the known sales made at wholesale by manufacturers direct from their plants, by establishments engaged primarily in wholesaling and the wholesale business of retail stores, totalling \$72,119,078,000, as shown on Page 4. To this latter figure should be added the value of goods sold at wholesale from the point of production by persons engaged in the extractive industries such as farming, fishing, hunting, mining, quarrying, etc., and the wholesale sales of itinerant peddlers and others without recognizable places of business. Such sales are estimated to exceed \$8,000,000,000. Inasmuch as the \$80,000,000,000 includes raw materials, semi-manufactured goods and finished products counted separately each time they were sold, a considerable amount of duplication is involved.

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Known sales at wholesale  
(add 000)

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Sales by wholesale establishments <u>1/</u>	\$42,802,913	
Less sales to household consumers <u>1/</u>	<u>510,282</u>	\$42,292,631
Goods sold at wholesale by retailers <u>2/</u>		537,749
Sales by manufacturers: <u>3/</u>		
To industrial and other large users	10,742,251	
To wholesalers and jobbers	10,134,396	
To retailers	<u>8,412,051</u>	<u>29,288,698</u>
Total known sales at wholesale		\$72,119,078

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- 1/ See Tables 1 and 7, Census of Wholesale Distribution.  
 2/ See Table 11, Census of Wholesale Distribution.  
 3/ See Distribution of Manufacturers' Sales, Census of Business.

WHOLESALING IN ITS NARROWER ASPECTS.--Common usage frequently narrows the term "Wholesaling" to the activities of wholesalers who sell to retailers. In this narrow sense only wholesalers who take title to the goods and who sell the same to bona fide retailers for resale to consumers are included. In many trades the term is narrowed to cover the activities of wholesale merchants, thereby excluding the business of certain types of wholesalers who take title to the goods, but who render limited services as in the case of drop shippers. Under all circumstances, it excludes the business operations of functional middlemen as exemplified by agents and brokers as well as those of manufacturers' sales offices and manufacturers' sales branches.

In accordance with this conception, there were 77,828 such establishments in the United States in 1935 doing a business of \$14,472,733,000. Frequently some of the newer types of wholesalers such as mail-order houses, wagon distributors and cash-and-carry wholesalers are thought of as belonging in this category increasing the total number of establishments to 82,850 with sales of \$14,773,645,000.

CENSUS CONCEPT OF WHOLESALING.--For census purposes the term "wholesaling" or "wholesale distribution" is confined to the operations of wholesale establishments, as hereinafter defined. It does not include wholesale sales made by manufacturers directly from their plants, but does include those made from separate sales establishments of manufacturers, such as sales branches and offices especially maintained for that purpose; nor does the term include wholesale sales made by farmers or by operators of mines, quarries, or oil wells, except from establishments maintained primarily for marketing purposes. Obviously, it was impossible to make the term all-inclusive, that is, to use it in the broadest aspects, since the census was taken on an establishment basis. Had the scope of the Wholesale Census been broadened to include such sales, it would have been necessary to secure a separate distribution report from every producing establishment and from every farmer and nurseryman, in addition to the reports which they submit on production activities to the Census of Manufactures, Census of Mines and Quarries, and Census of Agriculture, respectively. It has been equally impracticable to confine the term to service wholesalers or to any other limited type of wholesalers, inasmuch as a clear-cut functional division as between different types of wholesale organizations is practically impossible. Much of the wholesale business, even in the sense in which service wholesalers operate, is being done by bulk tank stations, by manufacturers' sales branches and by other types of wholesale establishments.

WHAT THE WHOLESALE CENSUS INCLUDES.--Thus, insofar as practicable, the Wholesale Census embraces all establishments in the continental United States which were engaged in 1935 primarily in the purchase or sale of goods on a wholesale basis. In addition to wholesalers of the conventional type, the census covers limited-function wholesalers, such as drop shippers and wagon distributors, and the whole range of organizations engaged primarily in the buying and/or selling of merchandise, including brokers, commission merchants, manufacturers' sales branches, selling agents, bulk tank stations, assemblers and country buyers of farm products, etc. Generally, the Wholesale Census covers practically all merchandising establishments whose primary function is to buy or sell goods at wholesale.

WHAT THE WHOLESALE CENSUS DOES NOT INCLUDE.--From this census are excluded all data on wholesale peddlers and others who maintain no definite places of business, since the enumeration was based on establishments consisting of physical business units. Likewise, data are excluded on establishments engaged purely in the performance of services not immediately related to the purchase or sale of farm, mineral, forest, fishing, or manufactured products, as exemplified by advertising agencies, cotton gins, brokers in real estate and securities, and those middlemen operating on the commodity exchanges whose dealings were chiefly in options. For emphasis it may also be reiterated that the census does not include wholesale sales made by manufacturers directly from their plants or such sales made by agricultural producers. Only when separate places of business were maintained by such producers or processors were they included in the canvass. Chain store warehouses are excluded from the 1935 wholesale figures, but are included in a separate report on retail chains and are summarized in the Appendix hereto.

## FLOW OF MANUFACTURED GOODS INTO WHOLESALE CHANNELS

While no quantitative measure of all of the sources of merchandise of wholesale establishments is available--as data are lacking on the first steps in the distribution of products from farms, nurseries, mines, quarries and oil wells, or by fishermen, hunters, trappers, producers of natural gas, etc.--the Business Census has published data on distribution of goods by manufacturers direct from their plants\*. In conjunction with the Census of Manufactures, each manufacturer was requested to classify his sales according to the various channels of distribution. Goods purchased and resold without processing were to be included, as well as products of the plant.

\* Separate report of the Census of Business entitled, "Distribution of Manufacturers' Sales."

Sales as analyzed by channels of distribution for 134,392 plants representing all industries, are shown by that report as follows:

Primary channels of distribution	Net sales 1935 (add 000)	Percent of total
<u>Total, all sales by manufacturers</u>	<u>\$43,801,214</u>	<u>100.0</u>
To own wholesale branches	7,499,535	17.1
To industrial and other large users	10,742,251	24.5
To wholesalers and jobbers	10,134,396	23.2
To own retail stores	629,139	1.5
To retailers, including chains	8,412,051	19.2
To household consumers	795,488	1.8
Transfers to other plants in own organizations	4,350,795	9.9
Sales not distributed through usual channels or not allocated	1,237,559	2.8

Of the above sales, \$3,937,716,000 was negotiated through agents and other functional middlemen.

Manufacturers' own wholesale branches are considered as wholesale establishments and their sales are included in the Wholesale Census. These outlets are classified in the Wholesale Census as manufacturers' sales branches if they carry stocks, or manufacturers' sales offices if they do not carry stocks; and in the petroleum industry, for the most part, as bulk tank stations.

Sales "to wholesalers and jobbers" as shown in the tabulation above, represent sales to full-service and limited-function wholesalers. Direct comparisons between sales by manufacturers to wholesalers and sales by wholesalers are qualified by the fact that the classifications necessarily differ. Also, wholesalers and jobbers purchase substantial amounts from manufacturers' branches and some goods of foreign make as well as direct from domestic plants. Nor do all goods handled by wholesalers come from manufacturers, as previously stated.

Sales negotiated through agents and brokers are included in the Wholesale Census where such agents have definitely recognizable places of business.

Direct sales from plants to industrial users and to retailers, including Manufacturers' own retail stores, are omitted from the Wholesale Census as the goods are not marketed through wholesale establishments. In the broader aspect this business as well as sales by retailers to other retailers (Table 11) might be considered as wholesale sales; but as the Census was taken on the basis of establishments, each of which is classified in one Census division only, they logically fell into other Census fields.

## CHAPTER II

## ANALYSIS OF WHOLESALE CENSUS DATA

Unlike most surveys and sample studies in the field of wholesaling, the census data represent complete coverage and are of a much wider scope. Survey statistics are necessarily confined to a limited part of the universe studied, whereas census data cover the entire field. In a survey or sample study, relatively few items are generally covered. In the Wholesale Census, on the other hand, are included data not only on the number of establishments and sales but also on many other phases of wholesaling. The statistics derived from the census are basic and fundamental, providing a dependable base for the projection of current data of a more limited nature.

In this chapter a brief analysis of the data is given, including a general summary of the more salient facts of wholesaling and a treatment of specific phases of the subject. The analysis as given here is in part an abridgment of the texts found in the various subject volumes of this series as follows: Wholesale trade by States and cities is treated in Volumes II and III; employment and pay roll are analyzed in Volume V; business-size groups and operating expenses are considered in Volume VI; credit sales and sales by classes of customers are discussed in Volume VII; and in Volume VIII, sales of wholesale establishments are analyzed by commodities or lines of merchandise.

GENERAL SUMMARY OF WHOLESALE TRADE.--The Census of Wholesale Distribution, taken as part of the Census of Business in 1936, covers operations for the year 1935 and is based upon reports submitted for 176,756 wholesale establishments as defined in Chapter IV. These establishments reported a volume of business during the year, hereinafter referred to as net sales, amounting to \$42,802,913,000, which includes sales to household consumers, to industrial users, to other wholesalers, and export sales to buyers in foreign countries, as well as sales to retailers. As shown in Table 7, sales to retailers constitute only 45.4 percent of the total, based upon a representative sample.

The 176,756 establishments required an average of 1,277,717 paid employees, full-time and part-time combined. As compensation for their services during 1935, employees engaged by wholesale establishments received \$2,049,483,000 in salaries, wages, commissions and bonuses. There were also 97,225 active proprietors and firm members of unincorporated businesses who are not included in the count of employees nor is their compensation included in the pay roll figure.

Operating expenses (including pay roll) for the year 1935 amounted to \$4,163,480,000. Total expenses as reported by wholesale establishments (not including the cost of merchandise, interest and amortization on investments, salaries of proprietors and firm members nor net profit) amounted to 9.7 percent of the volume of business. The inventory value of merchandise on hand at cost value as of the end of the year amounted to \$3,106,609,000, the equivalent of 7.3 percent of the net sales for the year. This amount includes merchandise not owned but held on consignment valued at \$124,872,000, or 4 percent of the total.

As compared with 1933, the number of establishments in 1935 was 8 percent more and the dollar volume of business 43 percent higher. For the same period pay roll gained 24 percent as compared with an 8 percent increase in the average number of employees, with the result that the average annual earnings per employee (full-time and part-time combined) increased from \$1,397 to \$1,604. A part of the increase in earnings is accounted for by the transfer of employees from a part-time to a full-time basis, as indicated by a 25 percent increase in payments to persons engaged full-time in contrast to a 22 percent decrease in part-time pay roll. Stocks on hand gained only 7 percent, due in part to an abnormal stock condition in many lines at the end of 1933.

TABLE A.--COMPARATIVE SUMMARY OF WHOLESALE DISTRIBUTION  
1935 AND 1933

	1935*	Percent Gain over 1933	1933
Establishments	176,756	8	163,583
Net sales	\$42,802,913,000	43	\$30,009,590,000
Expenses	\$4,163,480,000	16	\$3,580,368,000
Employees	1,277,717	8	1,187,688
Active proprietors	97,225	3	94,483
Pay roll - total	\$2,049,483,000	24	\$1,659,487,000
Full-time	\$2,003,246,000	25	\$1,600,525,000
Part-time	\$46,237,000	-22	\$58,962,000
Stocks, end of year	\$3,106,609,000	7	\$2,901,901,000

(For comparison purposes the 1933 figures have been adjusted to the scope of the 1935 census.)

\* Summary comparisons with 1933 are complicated by the rapidly increasing number of bulk tank stations operated on a commission basis. The commission paid the operator compensates for indeterminate amounts of overhead and operating costs, as well as pay roll of employees hired by him, and for his personal services. Inasmuch as it has been impracticable to obtain employment and pay roll data for commission stations in comparable form, direct comparison with 1933 has necessitated the inclusion of estimates. These estimates were prepared, by States, on the basis of information available for non-commission stations (those operated on a salary basis) and are included only in the comparison tables, which vary from the other tables of this volume by the amounts of the estimates.

The extent of the estimates included above are as follows: Employees, 17,164; total pay roll, \$27,221,000; full-time pay roll, \$26,909,000; and part-time pay roll, \$312,000.

Data for auxiliary units of wholesale organizations, not included above, are presented in Table 10A herein.



## GEOGRAPHICAL DISTRIBUTION OF WHOLESALE TRADE

GEOGRAPHIC DIVISIONS.--Examination of Table B (page 10) discloses that, geographically, wholesale trade is highly concentrated. Data are shown in this table for each of the 9 geographic divisions of the country, as well as for the various States. Since wholesale trade is not usually confined within State boundaries, statistics by geographic divisions are of importance in measuring market potentialities of the different parts of the country.

The Middle Atlantic division comprising the States of New York, New Jersey and Pennsylvania accounted for one-third (33.4%) of the total volume of wholesale trade in 1935. Next in importance was the East North-Central division consisting of Illinois, Indiana, Michigan, Ohio and Wisconsin with 20.3 percent of the total, followed by the West North-Central States which accounted for an additional 11.2 percent. Considered together, establishments located in these three divisions accounted for 64.9 percent of the wholesale trade of the country.

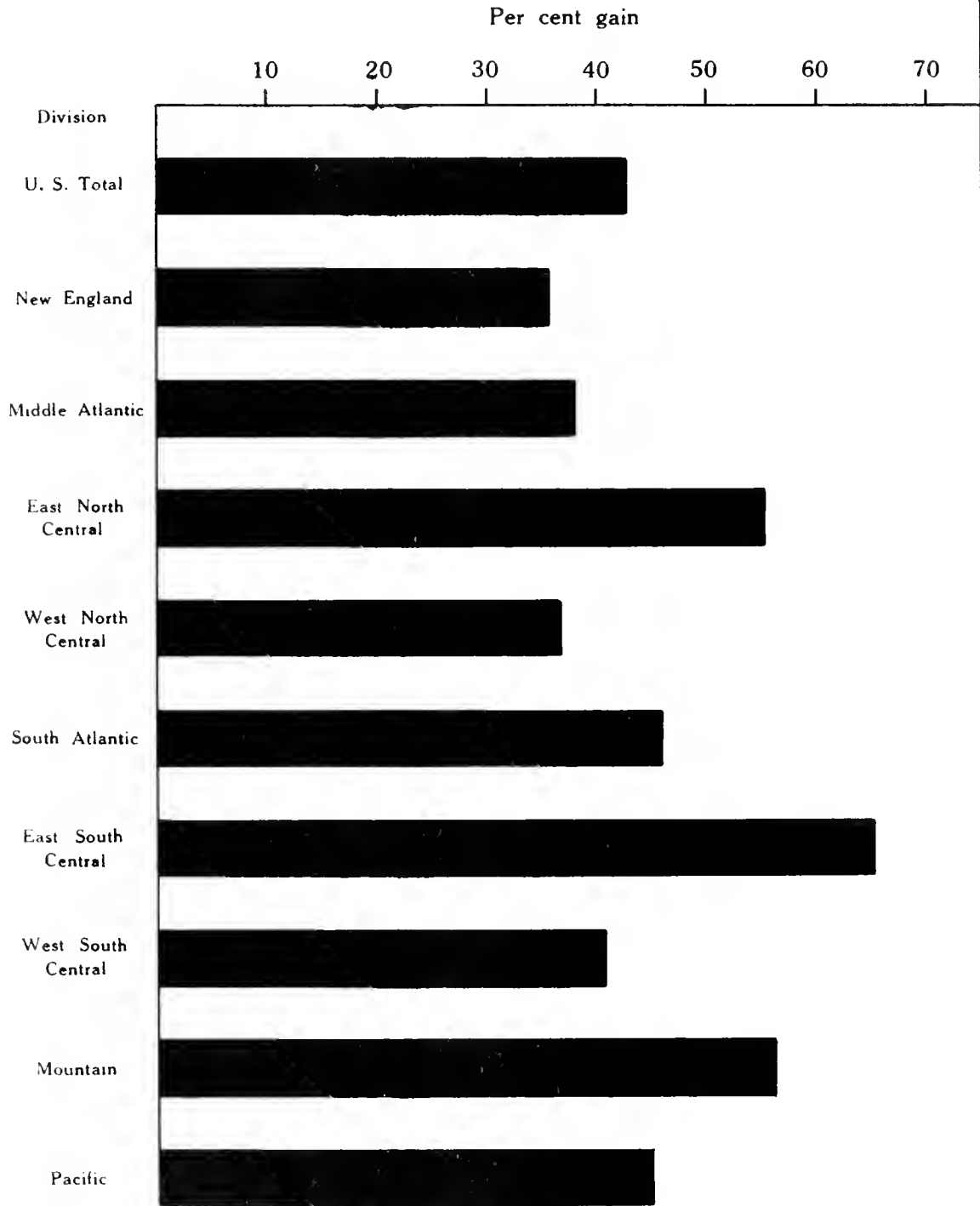
Recovery since 1933 has been general throughout the country as shown by Chart I, with some sections coming back more rapidly than others. The largest percentage gain (65.0) is shown for the East South-Central States, comprised of Alabama, Kentucky, Mississippi and Tennessee, which also suffered the largest decline in sales between 1929 and 1933. The next largest gain occurred in the Mountain States, 55.9 percent, followed by the East North-Central division with a gain of 50.5 percent. In contrast, the New England division, which showed a relatively smaller decline between 1929 and 1933, shows the smallest percentage gain (35.4) between 1933 and 1935. The next smaller gain was the West North-Central group, consisting of Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota and South Dakota, with 36.5 percent. The latter ratio was no doubt influenced somewhat by serious drought conditions in 1934.

WHOLESALE TRADE BY STATES --One-fourth (25.3%) of the total volume of wholesale trade in 1935 was reported by establishments located in the State of New York, while an additional one-fourth was accounted for by the States of Illinois, California and Pennsylvania. Thus, four States contributed nearly one-half (47.9%) of the total volume of wholesale trade for the year 1935. When the States of Ohio, Missouri, Massachusetts, Texas, Michigan and Minnesota are added, it is found that the leading ten States accounted for 70.7 percent of the total volume of business. Each of these States shows sales in excess of one billion dollars for the year 1935.

When compared with 1933 (see Table B), the largest improvement in sales is found in the State of Tennessee, followed in order by Utah, Delaware, Oregon, Arizona, Michigan, District of Columbia, Indiana, Montana, New Mexico and Idaho, each of which shows a gain of 60 percent or more. Five additional States, Florida, South Carolina, Virginia, Arkansas and Nevada, show increases of more than 50 percent.

CHART 1

PERCENT GAIN IN WHOLESALE SALES: 1933-1935



CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

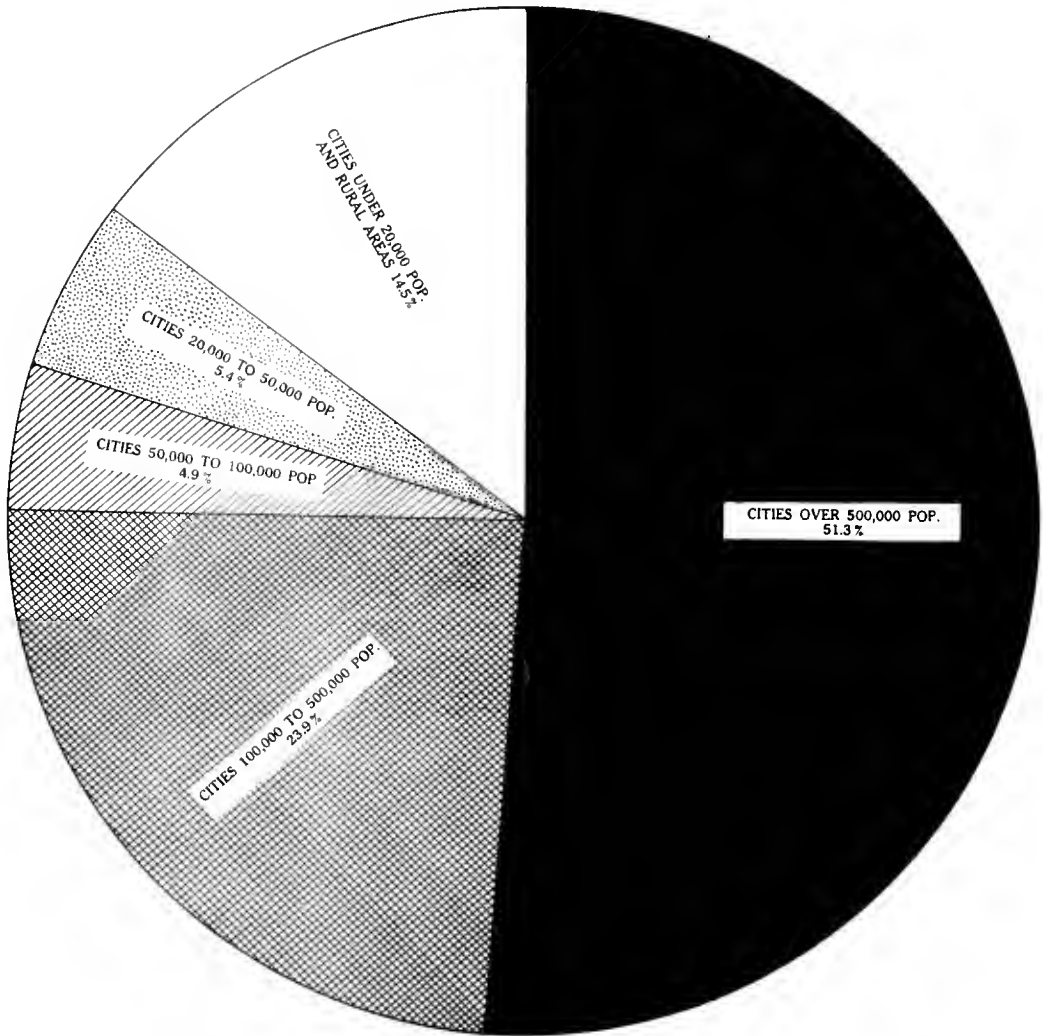
TABLE B.-COMPARATIVE SUMMARY OF ESTABLISHMENTS, SALES,  
EMPLOYEES AND PAY ROLL, 1935 AND 1933, BY STATES.

DIVISION AND STATE	Number of establishments		Net Sales (add 000)			Employees (full-time and part-time). Average for year.		Total pay roll (add 000)	
	1935	1933	1935	1933	Percent gain	1/ 1935	1933	1/ 1935	1933
	<u>UNITED STATES</u>	176,756	163,583	\$42,802,913	\$30,009,520	42.6	1,277,717	1,187,688	\$2,049,483
<u>NEW ENGLAND</u>	9,580	8,592	2,528,497	1,867,712	35.4	82,271	74,454	135,916	113,526
Connecticut	1,481	1,396	306,078	225,724	35.6	12,818	12,118	20,498	17,559
Maine	970	860	127,840	98,462	29.8	6,430	5,957	8,655	7,675
Massachusetts	5,739	5,125	1,806,346	1,334,893	35.3	52,110	46,630	90,444	74,930
New Hampshire	363	334	54,069	38,074	42.0	2,261	2,244	7,201	2,895
Rhode Island	683	577	180,597	128,808	40.2	6,339	5,352	9,953	7,717
Vermont	344	300	53,567	41,751	28.3	2,313	2,153	3,165	2,750
<u>MIDDLE ATLANTIC</u>	40,392	34,170	14,296,623	10,364,095	37.9	352,660	301,563	664,547	508,070
New Jersey	3,025	2,582	708,645	492,270	44.0	26,560	24,196	43,521	35,420
New York	26,915	21,825	10,946,966	7,856,469	38.1	243,709	199,067	488,157	360,628
Pennsylvania	10,452	9,663	2,741,012	2,015,356	36.0	82,391	78,300	132,869	112,022
<u>EAST NORTH CENTRAL</u>	35,638	34,442	8,709,015	5,785,417	50.5	265,150	242,322	432,053	345,139
Illinois	12,009	11,998	3,937,609	2,715,156	45.0	105,047	94,826	183,574	146,420
Indiana	4,333	4,229	654,917	396,107	65.3	23,577	20,781	33,211	25,754
Michigan	6,065	5,791	1,410,767	827,256	70.5	42,504	37,638	67,347	51,049
Ohio	9,086	8,286	2,028,552	1,367,382	48.4	68,709	64,450	110,030	89,620
Wisconsin	4,145	4,238	677,170	479,516	41.2	25,213	24,625	37,891	32,296
<u>WEST NORTH CENTRAL</u>	29,526	29,115	4,786,928	3,506,267	36.5	146,021	144,897	211,597	183,877
Iowa	5,063	5,250	627,795	451,730	39.0	20,043	22,142	26,004	25,324
Kansas	4,621	5,003	398,387	232,279	56.3	13,087	14,561	16,720	16,431
Minnesota	5,695	5,178	1,188,413	853,915	39.2	32,332	31,836	49,988	41,992
Missouri	6,691	6,085	1,811,544	1,354,198	33.9	56,936	52,260	88,394	71,797
Nebraska	3,122	3,409	527,719	387,601	36.2	13,948	14,644	18,253	17,196
North Dakota	2,435	2,435	133,808	93,280	43.4	5,067	4,852	6,639	5,815
South Dakota	1,899	1,765	99,262	73,264	35.5	4,608	4,602	5,699	5,322
<u>SOUTH ATLANTIC</u>	15,367	14,507	3,406,153	2,338,443	45.7	120,167	116,631	159,625	129,857
Delaware	262	259	106,300	59,182	79.6	1,917	1,700	3,201	2,357
District of Columbia	629	568	242,729	144,119	68.4	8,274	6,886	13,819	10,042
Florida	2,239	2,041	399,290	263,211	51.7	19,011	20,635	22,564	19,920
Georgia	2,567	2,269	605,272	409,362	47.9	19,345	16,237	26,995	20,431
Maryland	2,316	2,224	495,017	386,450	28.4	19,266	19,906	25,585	21,529
North Carolina	2,458	2,356	555,396	393,370	41.2	17,676	17,356	21,687	17,782
South Carolina	1,422	1,242	267,122	172,062	55.2	6,529	5,591	8,202	6,393
Virginia	2,123	2,370	502,951	325,155	54.7	19,180	20,560	24,216	21,075
West Virginia	1,251	1,178	231,076	185,532	24.5	8,969	8,260	13,356	11,328
<u>EAST SOUTH CENTRAL</u>	7,594	6,806	1,609,557	975,830	65.0	53,513	50,168	68,569	54,773
Alabama	1,568	1,601	304,549	203,657	49.5	11,293	10,547	15,212	12,481
Kentucky	2,057	2,001	379,597	255,260	48.7	16,009	15,820	18,402	16,172
Mississippi	1,243	1,244	179,902	142,548	26.2	5,750	6,032	7,010	6,227
Tennessee	2,626	1,960	745,609	374,365	99.2	20,461	17,769	27,945	19,893
<u>WEST SOUTH CENTRAL</u>	15,056	15,053	2,696,574	1,919,042	40.5	84,557	84,155	113,638	100,777
Arkansas	1,504	1,292	190,309	117,729	53.2	6,791	6,842	8,420	7,603
Louisiana	2,131	2,094	580,260	449,211	29.2	17,925	19,375	24,557	23,315
Oklahoma	3,668	4,169	404,465	297,877	35.9	13,459	14,333	18,604	17,253
Texas	7,753	7,498	1,531,540	1,054,225	45.3	46,382	43,605	62,057	52,606
<u>MOUNTAIN</u>	6,413	5,968	847,030	543,240	55.9	29,869	29,516	43,226	36,885
Arizona	541	467	78,045	45,654	71.0	2,792	2,903	4,142	3,556
Colorado	1,984	1,814	324,382	232,374	39.6	10,283	11,917	15,345	15,157
Idaho	954	764	82,195	50,537	62.6	3,533	3,063	4,277	3,249
Montana	1,254	1,239	121,641	73,790	64.8	4,070	3,764	5,947	4,852
Nevada	158	139	15,300	9,763	56.7	713	495	1,172	735
New Mexico	397	447	45,579	27,730	64.4	1,691	1,453	2,415	1,933
Utah	888	649	154,189	84,275	83.0	5,832	4,971	8,588	6,138
Wyoming	337	349	25,698	19,117	34.4	955	950	1,340	1,265
<u>PACIFIC</u>	17,190	15,030	3,922,436	2,709,544	44.8	143,509	143,982	220,212	186,583
California	12,342	11,000	2,975,253	2,094,297	42.1	109,226	110,590	167,453	143,075
Oregon	1,615	1,326	343,443	196,445	74.8	11,423	10,798	17,826	14,342
Washington	3,233	2,704	603,740	418,802	44.2	22,860	22,594	34,933	29,166

# Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Includes the following estimates for commission bulk tank stations: Employees, 17,164 and total pay roll \$27,221,000.

## WHOLESALE DISTRIBUTION: 1935

CHART II - NET SALES BY CITY-SIZE GROUPS EXPRESSED AS PERCENTS OF UNITED STATES TOTAL



UNITED STATES TOTALS

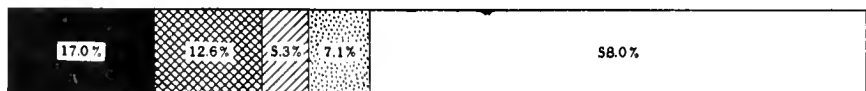
NET SALES  
\$42,802,913,000



NUMBER OF ESTABLISHMENTS  
176,756



POPULATION  
122,775,046



CITIES OVER 500,000 POP.
  CITIES 100,000 TO 500,000 POP.
  CITIES 50,000 TO 100,000 POP.
  CITIES 20,000 TO 50,000 POP.
  CITIES UNDER 20,000 POP. AND RURAL AREAS

## WHOLESALE TRADE IN CITIES\*

There is an unusually high concentration of wholesale trade in a relatively few urban centers, as is clearly shown in tabular form in Table 3 and graphically in Chart II. Slightly more than one-half (51.3%) of all wholesale business was transacted by establishments located in the 13 largest cities. When the 93 cities with more than 100,000 population are considered together, it is found that they accounted for three-fourths (75.2%) of all wholesale trade but less than one-half (47.9%) of the establishments. These cities accounted for only 29.6% percent of the population \*\*. The 98 cities of 50,000 to 100,000 population show about the same percentage of establishments (5.2) and wholesale sales (4.9) as they do of population (5.3). Cities with less than 20,000 population and rural areas with well over one-half (58.0%) of the population accounted for only 40.2 percent of the establishments and 14.5 percent of wholesale trade.

TABLE C--SUMMARY OF NUMBER OF WHOLESALE ESTABLISHMENTS,  
NET SALES AND POPULATION BY CITY-SIZE GROUPS

City-size group	Wholesale <u>establishments</u>		Net sales 1935		Population (1930)	
	Number of total	Percent	Amount (add 000)	Percent	Number	Percent
		of total		of total		of total
<u>United States Total</u>	<u>176,756</u>	<u>100.0</u>	<u>\$42,802,913</u>	<u>100.0</u>	<u>122,775,046</u>	<u>100.0</u>
Cities having a population of:						
More than 500,000 (13)	53,897	30.5	21,960,894	51.3	20,828,542	17.0
100,000 to 500,000 (80)	30,735	17.4	10,228,139	23.9	15,497,194	12.6
50,000 to 100,000 (98)	9,125	5.2	2,112,678	4.9	6,491,448	5.3
20,000 to 50,000 (277)	11,930	6.7	2,296,800	5.4	8,694,312	7.1
Less than 20,000 and rural areas	71,069	40.2	6,204,402	14.5	71,263,550	58.0

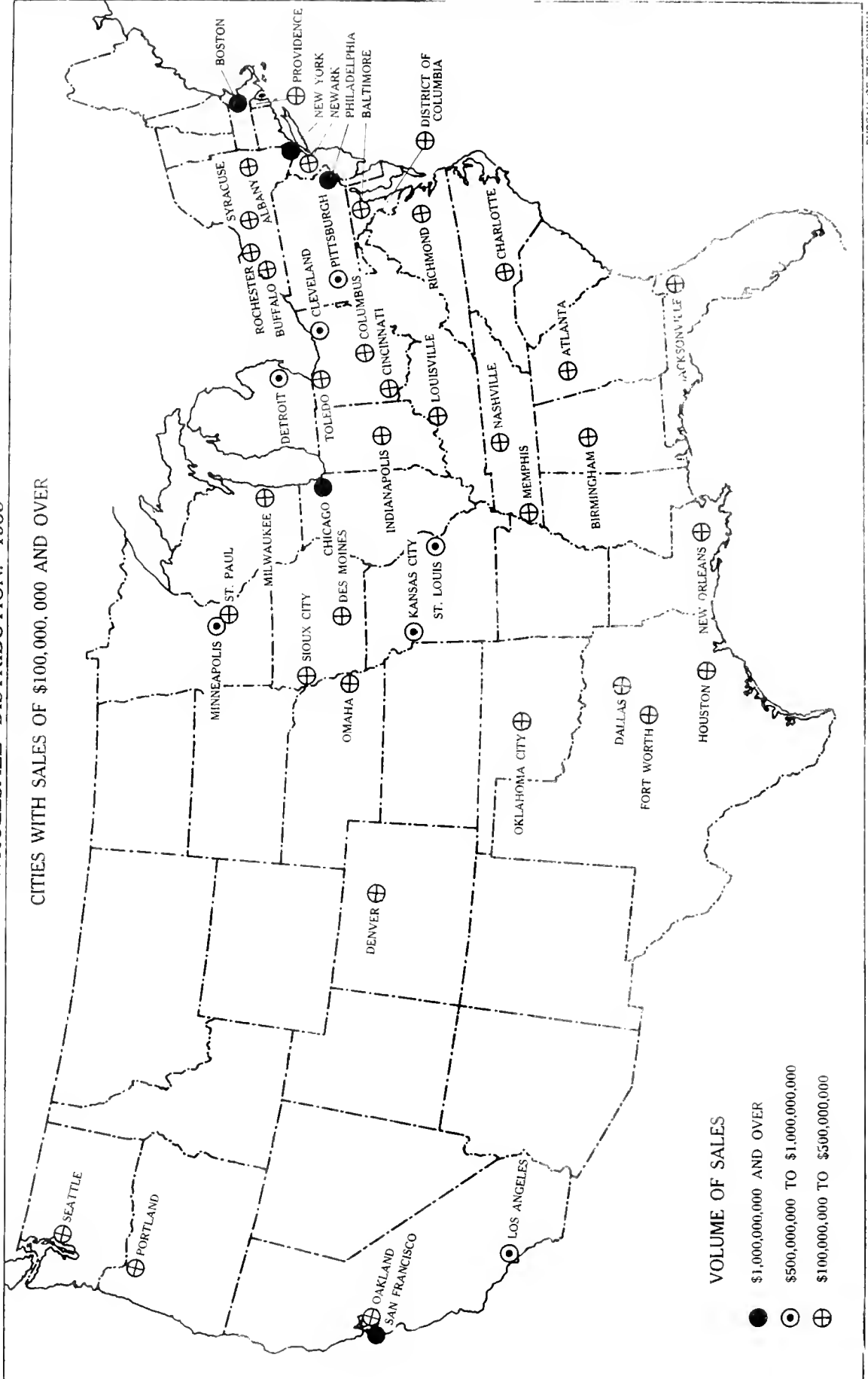
Although wholesale trade is concentrated in the larger cities, the correlation of total sales and population is not perfect, New York City and Chicago rank first and second in both wholesale trade and population, but Boston, which is third as a wholesale center is ninth in population. San Francisco, which is eleventh in population, ranks fifth in wholesale trade. On the other hand, a number of cities rank lower in wholesale sales than in population.

\* In the Wholesale Census, data are tabulated according to the location of the establishment from which the business is conducted. The sales of a New York house, for example, having no branches but selling over a 500 mile radius, are all included in the figures for that city. In the case of a multi-unit organization, a separate report was secured for each establishment and the data tabulated accordingly.

\*\* Population figures for all cities are based on the 1930 Population Census.

# WHOLESALE DISTRIBUTION: 1935

## CITIES WITH SALES OF \$100,000,000 AND OVER



**VOLUME OF SALES**

- \$1,000,000,000 AND OVER
- ⊙ \$500,000,000 TO \$1,000,000,000
- ⊕ \$100,000,000 TO \$500,000,000

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

TABLE D.-NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL  
FOR CITIES OF MORE THAN 100,000 POPULATION

(Includes percent gain in net sales 1935 over 1933)

CITY	Estab-lish-ments	Net Sales		Pro-pri-ets	Employees	Total pay roll* 1/ (add 000)	CITY	Estab-lish-ments	Net Sales		Pro-pri-ets	Employees	Total pay roll* 1/ (add 000)
		Amount (add 000)	Percent gain over 1933						Amount (add 000)	Percent gain over 1933			
<b>UNITED STATES TOTAL</b>	176,756	\$42,802,913	42.6	97,225	1,260,553	\$2,022,262		92	\$11,998	20.9	53	685	\$997
Cities with population of:													
More than 100,000	64,632	32,169,033	43.8	49,551	662,583	1,525,733	Lowell, Mass.	114	11,996	15.5	83	654	857
Less than 100,000 & rural	92,124	10,613,880	39.1	47,674	397,970	496,529	Lynn, Mass.	604	382,921	123.6	348	7,608	11,810
							Memphis, Tenn.	301	58,092	77.5	151	2,717	4,073
							Miami, Fla.	1,251	344,732	32.4	548	12,646	20,569
							Milwaukee, Wis.	1,123	626,099	31.5	555	14,533	24,919
							Minneapolis, Minn.	439	121,544	72.0	303	4,156	5,957
							Nashville, Tenn.	799	269,815	49.2	366	9,110	15,818
							Newark, N. J.	110	20,891	34.9	62	763	1,090
							New Bedford, Mass.	328	85,995	49.2	167	2,913	4,919
							New Haven, Conn.	934	414,188	30.5	496	11,307	16,609
							New Orleans, La.	21,418	9,617,910	38.0	15,749	199,318	416,388
							New York, N. Y.	312	88,279	23.7	135	2,873	4,252
							Norfolk, Va.	534	112,738	69.6	453	4,193	6,738
							Oakland, Calif.	441	158,857	96.3	216	4,382	6,881
							Oklahoma City, Okla.	603	355,319	36.8	340	7,101	10,961
							Omaha, Neb.	224	32,386	41.3	147	1,334	2,189
							Peterseon, N. J.	239	77,713	59.9	188	2,877	3,564
							Peoria, Ill.	3,961	1,325,154	34.4	2,733	37,347	65,126
							Philadelphia, Pa.	1,466	692,155	37.9	904	15,989	28,116
							Pittsburgh, Pa.	866	266,779	84.5	411	8,082	13,289
							Portland, Ores.	495	145,503	33.2	247	4,683	7,998
							Providence, R. I.	181	30,883	A	122	1,286	1,795
							Reading, Pa.	413	181,430	95.2	172	6,707	9,563
							Richmond, Va.	455	135,387	16.0	238	5,564	10,514
							Rochester, N. Y.	2,102	882,353	33.1	1,055	29,910	49,372
							St. Louis, Mo.	532	162,486	52.0	315	6,682	10,811
							St. Paul, Minn.	407	99,536	70.1	155	3,982	6,249
							Salt Lake City, Utah	438	86,773	52.4	287	6,026	5,172
							San Antonio, Tex.	265	42,627	12.8	183	2,093	3,053
							San Diego, Calif.	2,942	1,149,864	39.3	2,307	29,363	53,357
							Scranton, Pa.	256	47,771	13.7	167	1,952	2,979
							Seattle, Wash.	1,276	329,668	49.1	540	10,969	18,381
							Somerville, Mass.	54	18,739	A	27	811	1,291
							South Bend, Ind.	140	28,550	103.0	84	1,135	1,789
							Spokane, Wash.	272	67,435	56.1	124	2,855	4,282
							Springfield, Mass.	268	63,627	21.0	111	2,687	4,135
							Syracuse, N. Y.	370	103,770	70.0	178	3,530	5,958
							Tampa, Fla.	264	49,544	67.1	93	1,836	3,062
							Tecoma, Wash.	200	63,575	31.8	125	2,822	3,923
							Toledo, Ohio	494	138,833	51.6	249	5,669	9,159
							Trenton, N. J.	168	33,522	62.6	87	1,550	2,111
							Tulsa, Okla.	308	69,056	43.8	124	2,245	3,785
							Utica, N. Y.	305	39,902	54.3	122	1,596	2,425
							Washington, D. C.	629	242,729	68.4	317	8,274	13,819
							Wichita, Kans.	249	73,093	16.0	114	2,472	3,710
							Wilmington, Del.	149	96,497	83.3	65	1,547	2,801
							Worcester, Mass.	249	58,878	28.9	115	2,458	4,013
							Yonkers, N. Y.	92	25,016	61.0	62	1,013	1,757
							Youngstown, Ohio	235	46,592	64.5	120	1,632	2,902

\* Includes no compensation for proprietors and firm members of unincorporated business. † Estimated. ‡ It was practicable to obtain employment and pay roll for commission bulk tank stations; these data are omitted (see text). A. N. C. comparable.

MINOR SHIFTS BETWEEN CITY-SIZE GROUPS .--Cities of more than 500,000 population accounted for 51 percent of total wholesale sales in 1935 as compared with 52 percent in 1933. The percentage for cities of 100,000 to 500,000 increased from 22 to 24, while the proportion accounted for by cities with less than 100,000 population and rural areas dropped one point, from 26 percent to 25 percent. These ratios indicate, as shown graphically in Chart II, that the 13 largest cities contribute slightly more than one-half of the total trade of the country, while the other half is divided about equally between cities of 100,000 to 500,000 population and smaller cities and rural areas. They also indicate very little change as between city-size groups in the period between 1933 and 1935.

TABLE E.--SUMMARY OF SALES FOR CITIES OF MORE THAN 100,000 POPULATION

City-size group	Net sales			
	1935		1933	
	Amount (add 000)	Percent of total	Amount (add 000)	Percent of total
<u>United States Total</u>	<u>\$42,802,913</u>	<u>100</u>	<u>\$30,009,590</u>	<u>100</u>
Cities with a population of:				
More than 500,000	21,960,894	51	15,691,075	52
100,000 to 500,000	10,228,139	24	6,686,616	22
Less than 100,000 and rural areas	10,613,880	25	7,631,899	26

(Figures for 1933 are adjusted to the scope of the 1935 Census)

### WHOLESALE TRADE BY TYPES OF OPERATION

For specific applications to business problems, all wholesale establishments have been divided into six groups, according to the type of operation or nature of functions performed. Four of these groups have been further subdivided. Each of the types of operation for which data are presented in the various tables is defined in Chapter III. Data on the number of establishments, net sales, expenses, personnel, pay roll and stocks are presented for each type in Table 1 of this volume.

Of the total number of wholesale establishments in the United States, 51 percent were of the full-service or limited-function wholesaler type; 7 percent represented manufacturers' sales branches (with stocks); 2 percent, manufacturers' sales offices (without stocks); 15 percent, bulk tank stations; 10 percent, agents and brokers, while assemblers constituted 15 percent of the total. Total volume of wholesale business was distributed as follows: Full-service and limited-function wholesalers, 41 percent; manufacturers' sales branches, 17 percent; manufacturers' sales offices, 9 percent; bulk tank stations, 6 percent; agents and brokers, 21 percent; and assemblers, 6 percent.



When compared with 1933 the largest increase in volume of business is shown for manufacturers' sales offices (without stocks), 55 percent, followed in order by bulk tank stations, 51 percent; manufacturers' sales branches (with stocks), 50 percent; agents and brokers, 42 percent; and assemblers, 40 percent. Full-service and limited-function wholesalers show a gain of 6.9 percent in number of establishments and 37 percent in sales.

TABLE F.--COMPARATIVE SUMMARY OF WHOLESALE TRADE BY TYPES OF OPERATION

Type of operation	Number of establishments		Net sales				Percent change 1933 to 1935
			1935		1933		
	1935	1933	Amount (add 000)	% of total	Amount (add 000)	% of total	
Total	176,756	163,583	\$42,802,913	100	\$30,009,590	100	+43
Full-service and limited-function wholesalers	88,931	82,820	17,661,691	41	12,890,763	43	+37
Manufacturers' sales branches (with stocks)	11,634	12,409	7,446,014	17	4,965,450	16	+50
Manufacturers' sales offices (without stocks)	4,196	4,415	3,620,074	9	2,328,606	8	+55
Bulk tank stations	27,333	26,174	2,704,047	6	1,785,513	6	+51
Agents and brokers	18,147	13,806	8,908,076	21	6,283,097	21	+42
Assemblers	26,515	23,959	2,463,011	6	1,756,161	6	+40

✓ The most important single type of operation (see Table 1, page 74) is the wholesale merchant of the conventional type who accounted for 77,700 establishments or 44 percent of the total number and did a volume of business aggregating \$14,372,164,000 or 33.6 percent of the total for all types combined. Of all full-service and limited-function wholesalers, they constituted 87.4 percent of the number of establishments and did 81.4 percent of the business, which means that of all wholesalers who take title to the goods and are largely independent in ownership, the service wholesaler, designated as wholesale merchant, predominates heavily.

Second in importance from the standpoint of net sales were manufacturers' sales branches (with stocks) with 11,634 establishments reporting sales of \$7,446,014,000 or 17.4 percent of the total. Following manufacturers' sales branches came manufacturers' sales offices (without stocks), brokers, commission merchants, chain-operated bulk tank stations, selling agents and importers in the order named. Each of these types shows sales in excess of one billion dollars for the year.

From the standpoint of number of establishments, chain-operated bulk tank stations are second to wholesale merchants, followed in order by manufacturers' sales branches (with stocks) and country buyers of farm products, each type accounting for more than 10,000 places of business.

Foreign trade in the United States was represented by 2,241 importers with a volume of business amounting to \$1,068,234,000; 513 exporters with sales of \$571,490,000; 496 export agents with sales of \$276,506,000; and 335 import agents with sales of \$212,573,000. The figures on foreign trade presented herein by no means represent the entire volume of foreign trade during 1935, as the Census was based upon establishments and did not cover exports or imports made directly by manufacturers and other producers, nor does the Census cover, separately, the volume of import business of wholesale establishments which did not specialize in foreign trade. Export sales of all wholesale establishments including exporters and export agents are shown in Table 7.

The data by types of operation, as shown in Table 1, indicate the relative importance of each type and the variation in employment, total expenses and other items as affected by methods of operation.

## WHOLESALE TRADE BY KINDS OF BUSINESS

In addition to being classified according to functional type, each establishment was also classified by kind of business, on the basis of the chief line or lines of merchandise which it sold or its trade designation. Following this basis of classification, wholesale establishments were divided into 29 major kind-of-business groups which were further subdivided into 142 detailed kinds of business as described in Chapter III. In presenting the information on wholesale trade, the data are analyzed first by types of operation and then for each type or type-group, by kinds of business. In general, data for the major type groups are not combined to obtain totals by kinds of business. Exceptions to this rule are found in Table 2 (Volume V) and Table 12B (Volume III).

In Table 1 of this volume the number of establishments, net sales operating expenses, personnel and pay roll for each of the types of operation are presented in summary for the United States by kinds of business. For geographic divisions, States and cities it has been necessary to limit the kind-of-business information to functional type groups.

Data presented by type and by kind permit a clear understanding of the various types of operation in a given kind of business, their relative importance from the standpoint of sales, their expenses of doing business, their wholesale service policies, etc. They also enable a wholesaler in a given line of business to compare his accomplishments with other wholesalers operating in a similar fashion.

Of the various types into which wholesale establishments are classified (see Table 1), wholesale merchants alone are found in all kinds of business. Importers, manufacturers' sales branches and manufacturers' sales offices are found in 23 of the kind-of-business groups, followed by selling agents in 22 and manufacturers' agents in 21. In contrast, the following types are found in only one or at most a few trades: Voluntary-group wholesalers, converters, industrial distributors, retailer-cooperative warehouses, cash-and-carry wholesalers, bulk tank stations, auction companies and the entire assembler group:

The use of Table 1 to those interested in a given kind of business is illustrated in the accompanying Table G. Here the data are assembled for the various types of operation selling a full line of groceries. For this trade wholesale merchants predominate heavily from the standpoint of net sales where their volume was many times that of any other single type and 823 times that of all other types combined. Some of the newer types of operation, however, show much lower costs per dollar of sales. Operating expenses for wholesale merchants were 9.2 percent as compared with 4.9 percent for cash-and-carry wholesalers and 5 percent for retailer-cooperative warehouses. In evaluating the expense ratios, however, it should be remembered that the different types perform the functions of wholesaling in varying degrees. Wholesale merchants, as a rule, warehouse a more or less complete line of groceries which they sell on a credit basis and deliver to the customer's place of business. They are properly termed full-service wholesalers. Some of the newer types on the other hand have eliminated one or more of the functions of wholesaling by shifting them and their corresponding expenses to some other agency or step in distribution.

TABLE G.--SUMMARY OF FULL-LINE GROCERY TRADE, BY TYPES OF OPERATION

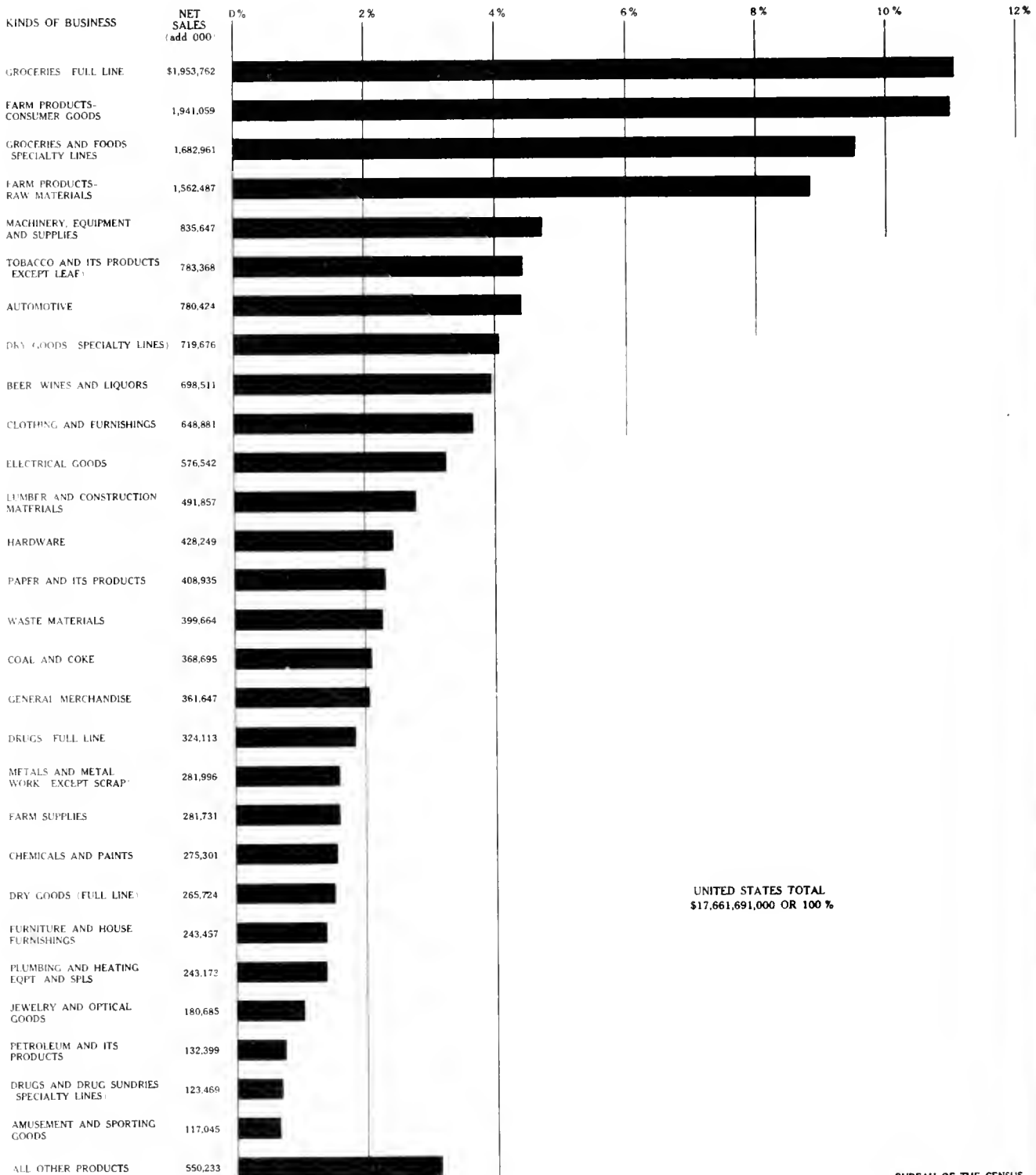
Type of operation	Number of establishments	Net sales (add 000)	Operating expenses Amount (add 000)	Percent to sales	Employees (full-time and part-time). Avg. for year	Total pay roll (add 000)
Wholesale merchants	3,210	\$1,707,024	\$157,820	9.2	50,517	\$89,012
Voluntary-group wholesalers	112	87,298	8,019	9.2	2,878	4,628
Importers	33	4,582	220	4.8	70	116
Cash-and-carry wholesalers	378	50,605	2,471	4.9	12,089	1,327
Retailer-cooperative warehouses	95	103,590	5,167	5.0	1,971	2,955
Wagon distributors	4	382	36	9.4	29	23
Brokers	13	6,701	166	2.5	40	77
Other agents	8	4,864	96	2.0	39	58

In most of the tables on wholesale trade, data are presented by kinds of business for each of the following 6 functional type-groups: Full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), bulk tank stations, agents and brokers, and assemblers. The importance of the various kinds of business of full-service and limited-function wholesalers is presented graphically in Chart III.

## WHOLESALE DISTRIBUTION: 1935

### CHART III - NET SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

PERCENT OF UNITED STATES TOTAL



## SPECIAL CHARACTERISTICS OF WHOLESALE TRADE

In the following pages of this chapter some special characteristics of wholesale trade are considered. Inasmuch as most of the subjects are treated in detail in other volumes of this series, only brief summaries are given here.

### EMPLOYMENT AND PAY ROLL

Wholesale trade as a source of employment is depicted in Tables 2, 3A and 3B. Table 2 measures the variation in employment in the various kinds of business by months. Table 3A shows for one week of 1935 the number and pay roll of employees (full-time and part-time separately) for selected types of operation. It permits a study of the relative importance of full-time and part-time employees in wholesale trade. Table 3B shows the number and pay roll of full-time employees by occupational groups for one week only. It provides the information for determining wage rates of the following classes of employees: Office and clerical, inside selling, outside selling, warehouse, and other employees.

### MONTHLY EMPLOYMENT

The number of employees as shown in Table 2 and graphically in Chart IV ranged from a low of 1,253,240 in March to a high of 1,329,106 during October, with an average for the year of 1,277,717. In addition, there were actively engaged 97,225 proprietors and firm members of unincorporated businesses who are not counted as employees. Thus, wholesale trade provided employment for an average of 1,374,942 persons.

A study of the accompanying table reveals only a slight variation in the number of paid employees during the first seven months of the year, each showing a fraction over 98 percent of the annual average. The months from August to December, inclusive, show employment in excess of the average, with the high appearing in October. The gain from a low of 1,253,240 in March, however, to the high of 1,329,106 in October totals only 75,866 individuals or slightly less than 6 percent. For any two consecutive months October also shows the largest gain with 32,523 more employees than September. August is second in this respect with 18,336 more employees than July. On the other hand, the largest drop comes between October and November, a difference of 9,756 employees. In no case does the change between any two consecutive months exceed 2.5 percent. From these figures it is evident that, for the country as a whole, employment in wholesale trade is subject to little seasonal variation.

COMPARISON WITH 1933.--Compared with 1933, the average number of employees engaged during 1935 was 8 percent greater. With some variation in the differences, each month of 1935 shows more employees than the corresponding month in 1933, the largest difference appearing for the month of March. In both years the low appears in March and the high in October.

The 1935 figures more nearly approximate a normal seasonal variation in wholesale trade than do those for 1933. The rather pronounced rise from March to October of the earlier year may be credited, in part, to the Government's measures to increase employment.

TABLE H.--COMPARATIVE SUMMARY OF THE NUMBER OF PAID EMPLOYEES  
BY MONTHS FOR 1935 AND 1933

Month	Number of employees (full-time and <u>part-time combined</u> )		Percent of average	
	1935*	1933	1935	1933
Average for year	<u>1,277,717</u>	<u>1,187,688</u>	<u>100.0</u>	<u>100.0</u>
January	1,255,983	1,131,034	98.3	95.2
February	1,255,205	1,126,682	98.2	94.9
March	1,253,240	1,117,587	98.1	94.1
April	1,255,399	1,131,256	98.2	95.3
May	1,254,799	1,145,155	98.2	96.4
June	1,255,020	1,163,027	98.2	97.9
July	1,261,360	1,175,116	98.7	98.9
August	1,279,696	1,207,384	100.2	101.7
September	1,296,583	1,249,878	101.5	105.2
October	1,329,106	1,270,654	104.0	107.0
November	1,319,350	1,269,970	103.3	106.9
December	1,316,863	1,264,513	103.1	106.5

(For comparison purposes the 1933 figures have been adjusted to the scope of the 1935 census.)

\* As it was impracticable to obtain employment for commission bulk tank stations direct comparisons with 1933 have necessitated the inclusion of estimates in the 1935 figures. These estimates were prepared on the basis of information available for non-commission stations (those operated on a salary basis) and are included only in the above comparative summary and in Chart IV, which vary from Table 2 by the amount of the estimates. The estimates are as follows:

Average for the year 17,164

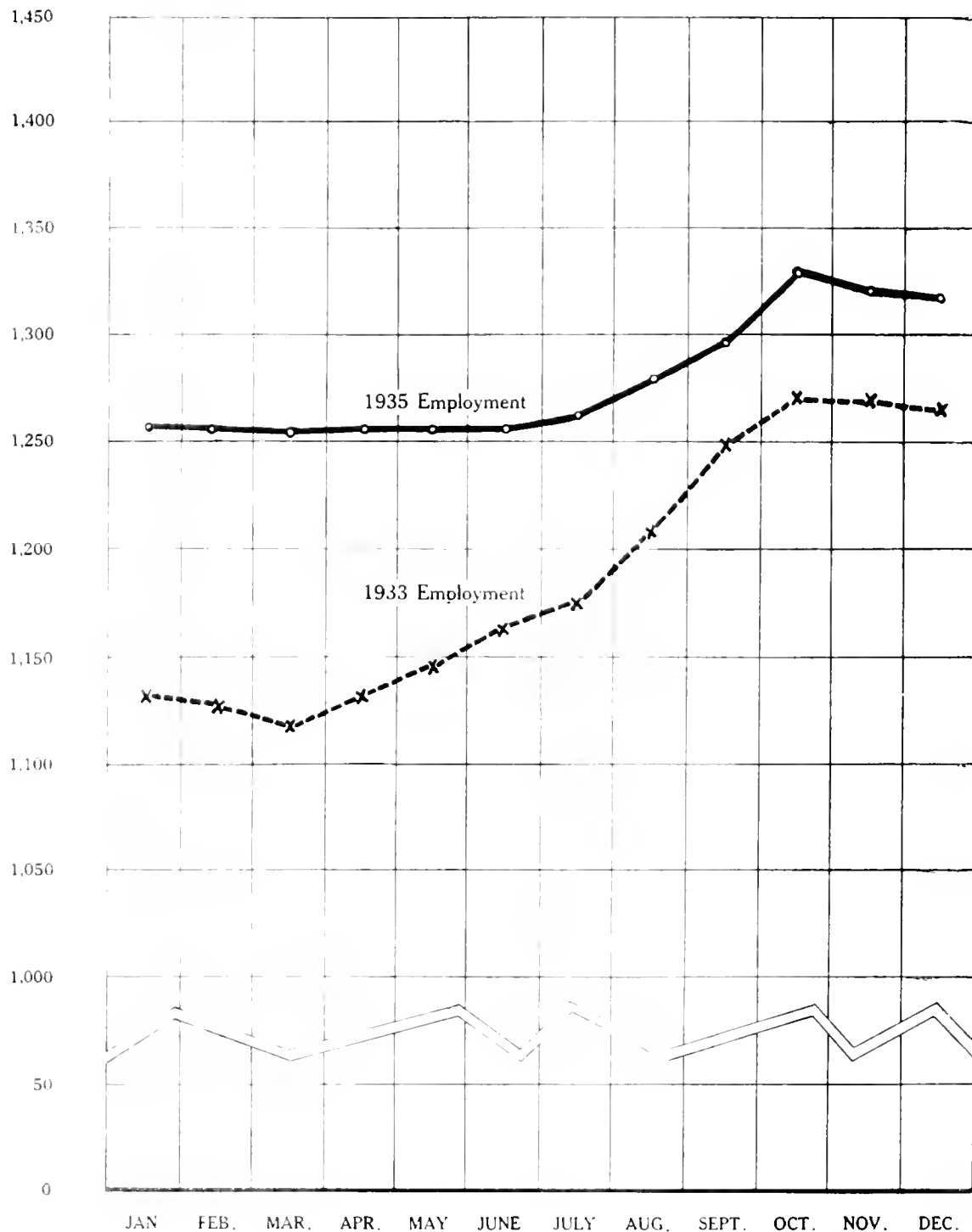
January	17,250	May	17,164	September	17,181
February	17,181	June	17,147	October	17,181
March	17,113	July	17,216	November	17,095
April	17,147	August	17,198	December	17,095

# WHOLESALE DISTRIBUTION: 1935

## CHART IV -- COMPARATIVE EMPLOYMENT BY MONTHS, 1933 AND 1935 ALL TYPES OF OPERATION COMBINED

NUMBER OF  
EMPLOYEES  
(EXPRESSED IN  
THOUSANDS)

(Full-time and part-time employees combined)



## EMPLOYMENT AND PAY ROLL FOR ONE WEEK

In this census, information was obtained for the first time from the various wholesale establishments on employment and pay roll by occupations for a representative week. Each establishment was asked to report the actual employment and pay roll for the week ending October 26, 1935, or in the case of a highly seasonal business, for a week of normal employment during the busy season. The respondent was further requested to classify the employees for the week as executives and salaried corporation officers, office and clerical, inside selling, outside selling, warehouse and other employees and to report, for full-time and part-time separately, the number and pay roll.

The classification of employees according to the different occupational groups was not always clear-cut or absolute. Many workers perform a variety of functions. An employee in a small wholesale house may be bookkeeper, telephone salesman and warehouseman. However, it was necessary to classify him in only one group based upon the function which demanded the major portion of his time. While, with minor exceptions, all wholesale establishments were able to supply employment figures for the week as a whole, somewhat less than the total number classified their employees by occupational groups. Establishments reporting a total for the week and those which were able to provide the information by functional classes are shown separately in Table 3A. To provide more reliable information on average weekly wage rates, the data are presented by types of operation. Only the full-time employees are analyzed by occupational groups (Table 3B). Average weekly wages for part-time employees would have little significance, as the length of time that they were employed is not available.

FULL-TIME EMPLOYEES PREDOMINATE.--Of the 88,931 full-service and limited-function wholesalers in the United States in 1935, 79,510 reported paid employees in addition to proprietors and partners or non-salaried members of their families. These 79,510 establishments employed 806,307 persons for a representative week, 749,829 (or 93 percent) of whom were engaged on a full-time basis. Further evidence of the predominance of full time employment is found in the fact that for this type of wholesale establishment full-time pay roll accounted for 97.3 percent of the total for the week. Part-time employees represented 7 percent of the number and received only 2.7 percent of the total pay roll.

Less than 3 percent of the employees of manufacturers' sales branches were engaged on a part-time basis, while for manufacturers' sales offices, the number was less than 2 percent of the total. In the case of bulk tank stations, part-time employees accounted for 4 percent of the paid personnel.



It is interesting to note that only 13,784 of the 18,147 agent and brokerage establishments reported paid personnel for a representative week. These establishments frequently consist of offices in the central districts of the more populous centers and in most cases, as is shown in Table 9, are operated by sole proprietors or partners. In many cases, the proprietors or partners constitute the only personnel. The 13,784 places of business employed 82,807 persons, of whom 15.8 percent were engaged on a part-time basis.

TABLE I.-- SUMMARY OF EMPLOYMENT AND PAY ROLL BY TYPES OF OPERATION

Type of operation	Total number of establishments		Establishments reporting employees for a representative week			
	Number of establishments	Number of establishments	Full-time employees		Part-time employees	
			Number	Pay roll	Number	Pay roll
Full-service and limited-function wholesalers	88,931	79,510	749,829	\$22,931,383	56,478	\$630,505
Manufacturers' sales branches (with stocks)	11,634	11,608	213,037	8,011,250	5,708	80,980
Manufacturers' sales offices (without stocks)	4,196	4,168	43,164	2,059,944	692	16,154
Bulk tank stations (Petroleum) <sup>1/</sup>	20,897	20,178	88,735	2,903,887	3,840	49,509
Agents and brokers	18,147	13,784	69,723	2,637,524	13,084	140,181

<sup>1/</sup> Does not include commission stations.

#### OCCUPATIONAL GROUPS--FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS.--

Of the 678,064 full-time employees of full-service and limited-function wholesalers which were reported by occupational groups, 57,626, or 8.5 percent were executives and salaried corporation officers; 151,418, or 22.3 percent, office and clerical employees; 59,898, or 8.8 percent, inside selling employees; 134,305, or 19.8 percent, outside selling employees; 133,139, or 19.7 percent, warehouse employees; while 141,678, or 20.9 percent were classified as "Other employees".

The highest paid employees were the executives and salaried corporation officers at \$78.69 per week, followed in order by outside salesmen at \$38.52 house salesmen at \$27.90, office and clerical employees at \$24.67, while warehousemen and other employees averaged a little less than \$21.00 per week.

TABLE J.--NUMBER OF FULL-TIME EMPLOYEES OF FULL-SERVICE  
AND LIMITED-FUNCTION WHOLESALERS, BY OCCUPATIONAL GROUPS

Occupational group	Employees		Pay roll for one week		Average wage per employee
	Number	% of total	Amount	% of total	
United States Total	<u>749,829</u>		<u>\$22,931,383</u>		<u>\$30.58</u>
Not analyzed by groups	71,765		2,100,768		29.27
Analyzed by groups	<u>678,064</u>	<u>100.0</u>	<u>20,830,615</u>	<u>100.0</u>	<u>30.72</u>
Executives and salaried corporation officers	57,626	8.5	4,534,570	21.8	78.69
Office and clerical employees	151,418	22.3	3,735,262	17.9	24.67
Inside selling employees	59,898	8.8	1,671,038	8.0	27.90
Outside selling employees	134,305	19.8	5,172,984	24.8	38.52
Warehouse employees	133,139	19.7	2,789,346	13.4	20.95
Other employees	141,678	20.9	2,927,415	14.1	20.66

WAGE RATES BY STATES.--For convenience in comparing wage rates by States and geographic divisions, Table K is given. In this table are presented the average weekly wages of office and clerical, inside selling, outside selling, warehouse and other employees of full-service and limited-function wholesalers for each State.

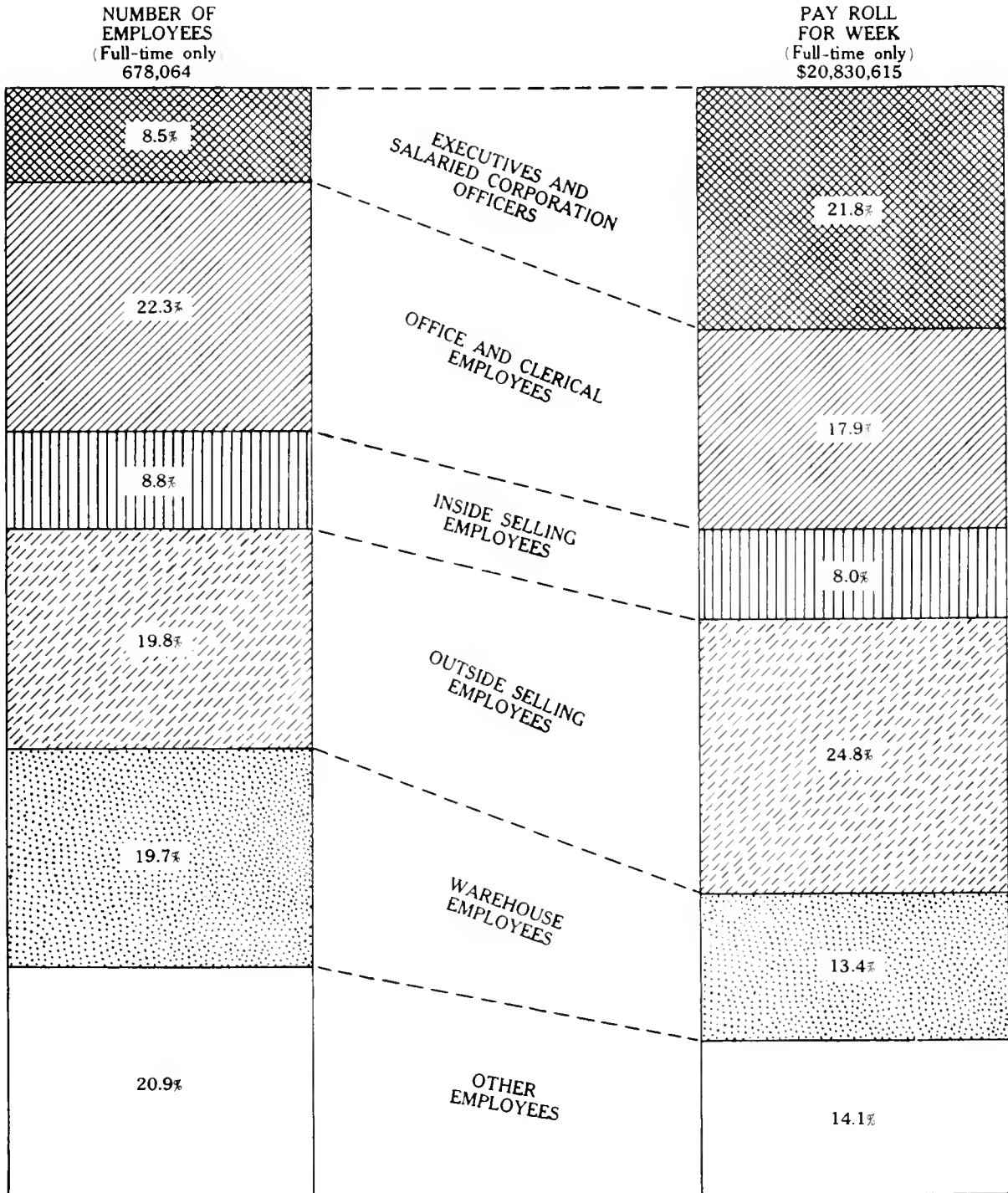
In evaluating the rates, some consideration should be given to differences in the kinds of business which compose the wholesale trade of the various States. Some kinds of business require more technical and highly trained employees than others and their presence or absence affects the totals. Likewise, the presence of large cities tends to increase the weekly wage rates.

EMPLOYMENT BY SEX.--Each wholesale establishment was asked to report the number of paid employees for the representative week by sex. As would be expected, the number of men predominates heavily. Of the total of 1,374,565 reported for the week, 18.6 percent, or less than one out of five, are women. The ratio of the number of women to the total varies with the kind of business from a low of 5.7 percent for petroleum and its products to 43.6 percent for drugs and drug sundries (specialty lines). The number of women accounts for more than 25 percent of the total for each of the following trades: Amusement and sporting goods; clothing and furnishings; drugs and drug sundries (specialty lines); dry goods (specialty lines); general merchandise; and jewelry and optical goods.

# WHOLESALE DISTRIBUTION: 1935

CHART V - EMPLOYEES AND PAY ROLL BY OCCUPATIONAL GROUPS  
FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

(Figures are for week ending October 26, 1935, or other representative week.)



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE K. - FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

AVERAGE WEEKLY WAGE PER FULL-TIME EMPLOYEE, AS REPORTED BY OCCUPATIONAL GROUPS, BY STATES

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases, one week of representative employment is given.)

Division and State	AVERAGE WEEKLY WAGE					Division and State	AVERAGE WEEKLY WAGE				
	Office and clerical employees	Inside selling employees	Outside selling employees	Warehouse employees	Other employees		Office and clerical employees	Inside selling employees	Outside selling employees	Warehouse employees	Other employees
<u>UNITED STATES</u>	\$24.67	\$27.90	\$38.52	\$20.95	\$20.66	SOUTH ATLANTIC (continued)	\$23.41	\$22.43	\$33.27	\$17.87	\$15.10
<u>NEW ENGLAND</u>	23.05	27.62	37.14	21.87	21.90	Florida	24.92	24.43	37.74	16.43	11.52
Connecticut	22.55	29.30	35.58	18.86	21.15	Georgia	21.82	25.11	33.30	17.89	17.66
Maine	20.84	22.73	35.60	19.10	20.80	Maryland	23.66	22.36	35.26	16.79	13.75
Massachusetts	23.83	26.60	38.22	23.21	22.58	North Carolina	23.57	22.91	32.54	16.54	12.50
New Hampshire	21.52	24.49	32.81	23.14	20.54	South Carolina	23.20	26.21	38.44	18.64	14.49
Rhode Island	20.97	24.74	35.59	19.92	20.34	Virginia	23.03	23.71	41.16	20.34	19.66
Vermont	21.19	22.44	32.28	21.93	21.72	West Virginia	23.53	23.54	35.10	15.81	13.93
<u>MIDDLE ATLANTIC</u>	25.44	31.24	42.96	22.97	23.50	<u>EAST SOUTH CENTRAL</u>	24.79	23.00	37.14	15.57	13.38
New Jersey	24.23	28.01	36.67	21.75	21.97	Alabama	22.49	22.29	32.95	16.42	14.40
New York	25.87	33.42	43.05	22.96	24.50	Kentucky	23.36	22.16	33.09	13.43	12.18
Pennsylvania	24.18	27.04	44.79	23.42	21.42	Mississippi	23.63	25.13	36.05	16.14	14.32
<u>EAST NORTH CENTRAL</u>	24.01	26.88	38.04	20.88	21.48	Tennessee	24.68	25.36	34.88	17.36	13.71
Illinois	24.95	29.19	39.81	21.03	22.19	<u>WEST SOUTH CENTRAL</u>	23.11	24.65	34.70	15.41	14.64
Indiana	20.66	23.18	32.88	18.50	19.55	Arkansas	24.00	26.62	34.71	17.01	14.61
Michigan	23.95	25.76	38.84	21.01	20.78	Louisiana	25.58	25.75	36.19	18.20	18.88
Ohio	24.08	26.11	37.93	21.13	21.26	Oklahoma	25.02	24.88	34.61	17.67	12.66
Wisconsin	22.46	26.12	35.27	21.20	22.38	Texas	24.35	25.70	36.56	20.75	21.91
<u>WEST NORTH CENTRAL</u>	23.76	26.24	36.22	20.21	20.43	<u>MOUNTAIN</u>	26.33	24.97	33.87	20.29	22.22
Iowa	22.89	24.49	33.62	18.75	18.63	Arizona	23.12	24.03	35.99	18.90	20.41
Kansas	22.84	23.49	34.09	20.09	21.23	Colorado	25.47	24.77	34.04	22.90	21.24
Minnesota	24.09	28.07	36.94	22.30	21.38	Idaho	24.53	27.65	36.64	23.55	23.61
Missouri	24.21	26.63	36.55	19.86	20.55	Montana	31.10	33.74	33.97	26.67	24.61
Nebraska	23.34	25.87	38.85	19.17	20.75	Nevada	26.49	25.65	37.04	20.47	20.24
North Dakota	23.55	24.98	36.21	19.90	19.92	New Mexico	23.77	25.65	39.00	20.52	22.16
South Dakota	20.22	24.82	36.20	15.83	12.45	Utah	27.29	33.67	38.71	22.73	22.36
<u>SOUTH ATLANTIC</u>	23.79	24.55	35.90	18.41	15.21	Wyoming	26.56	29.52	37.07	23.35	24.86
Delaware	20.59	24.66	36.21	18.81	18.68	<u>PACIFIC</u>	26.78	29.82	36.57	23.45	24.21
District of Columbia	26.85	28.98	34.87	25.54	19.42	California	26.09	29.03	36.82	25.20	25.54
						Oregon	25.82	28.30	39.92	22.98	27.90
						Washington					

For number of employees and pay roll, see United States Summary Table 3-B.

TABLE L.--RATIO OF WOMEN TO TOTAL EMPLOYEES  
BY KIND-OF-BUSINESS GROUPS

Kinds of business	Total number of employees	Percent women
Total	1,374,565*	18.6
Amusement and sporting goods	19,816	35.2
Automotive	77,415	13.7
Beer, wines and liquors	41,627	13.1
Chemicals and paints	26,290	20.9
Clothing and furnishings	40,558	29.9
Coal and coke	14,020	16.3
Drugs (full line)	15,396	23.9
Drugs and drug sundries (specialty lines)	16,785	43.6
Dry goods (full line)	14,838	19.5
Dry goods (specialty lines)	35,988	26.0
Electrical goods	42,209	21.2
Farm products-raw materials	98,250	18.4
Farm products-consumer goods	170,392	19.2
Farm supplies	18,208	22.0
Furniture and house furnishings	19,047	24.1
General merchandise	10,523	28.9
Groceries (full line)	69,062	13.8
Groceries and foods (specialty lines)	163,320	19.7
Hardware	32,948	17.4
Jewelry and optical goods	15,079	25.7
Lumber and construction materials	41,482	12.8
Machinery, equipment and supplies	116,726	18.2
Metals and metal work (except scrap)	25,556	17.0
Paper and its products	32,491	21.2
Petroleum and its products	98,443	5.7
Plumbing and heating equipment and supplies	26,053	16.0
Tobacco and its products (except leaf)	19,955	14.2
Waste materials	32,236	17.0
All other	39,852	23.4

\* Includes employees of assemblers but not of commission bulk tank stations.

EMPLOYMENT OF WOMEN. BY STATES\*\*.--The ratio of women to the total number of employees varies considerably among the States. It was as low as 6.0 percent, or one out of 16, in North Dakota and as high as 25.6 percent, or one out of four in the State of Washington. In the following States the number of women constitutes less than 10 percent: North Dakota, Arkansas, Arizona, Nevada, New Mexico, and Wyoming. On the other hand, they constitute more than 20 percent in the following six States: New York, North Carolina, Virginia, California, Oregon, and Washington.

\*\* Figures are taken from text table on page 20 of Volume V.

## BUSINESS-SIZE GROUPS\*

Table 4 (see page 102) presents data for wholesale merchants and industrial distributors combined, by size of establishment and kinds of business. It shows for each of the 142 kinds of business, by size groups, the number of establishments, net sales, operating expenses and the ratio of expenses to net sales. The relative importance of establishments in the various size groups is depicted in Charts VI.

SALES OF LARGE ESTABLISHMENTS DOMINATE.--Of the 79,333 wholesale merchant and industrial distributor establishments in the United States, 2,367 or 3.0 percent reported sales of \$1,000,000 or over for the year 1935. The sales of these million-dollar establishments amounted to \$5,490,696,000 or 37.1 percent of the total. All establishments with sales in excess of \$500,000 accounted for 55.7 percent of net sales but only 8.0 percent of the places of business.

Reflecting the fact that the majority of the establishments are in the smaller size groups, 37,530 or 47.3 percent reported sales of less than \$50,000 for the year. Over three-fifths (64.2%) of the establishments reported sales of less than \$100,000 but their business amounted to only 11.3 percent of the total. Stated differently, 60 percent of the establishments, the smaller ones, did 10 percent of the business, while approximately 10 percent of the establishments, the larger ones, accounted for 60 percent of the total value.

EXPENSE RATIO DECREASES AS SIZE INCREASES.--One of the most significant analyses made possible by Table 4 is a study of operating expenses as related to size of business. As shown in the accompanying table, expenses per dollar of sales for establishments under \$50,000 were exactly twice those of the over-one-million group. The expense ratio for all kinds of business combined shows a constant but gradual decline from the smaller to the larger size groups, ranging from 21.0 to 10.5. The decline is at a diminishing rate, however, for the upper brackets.

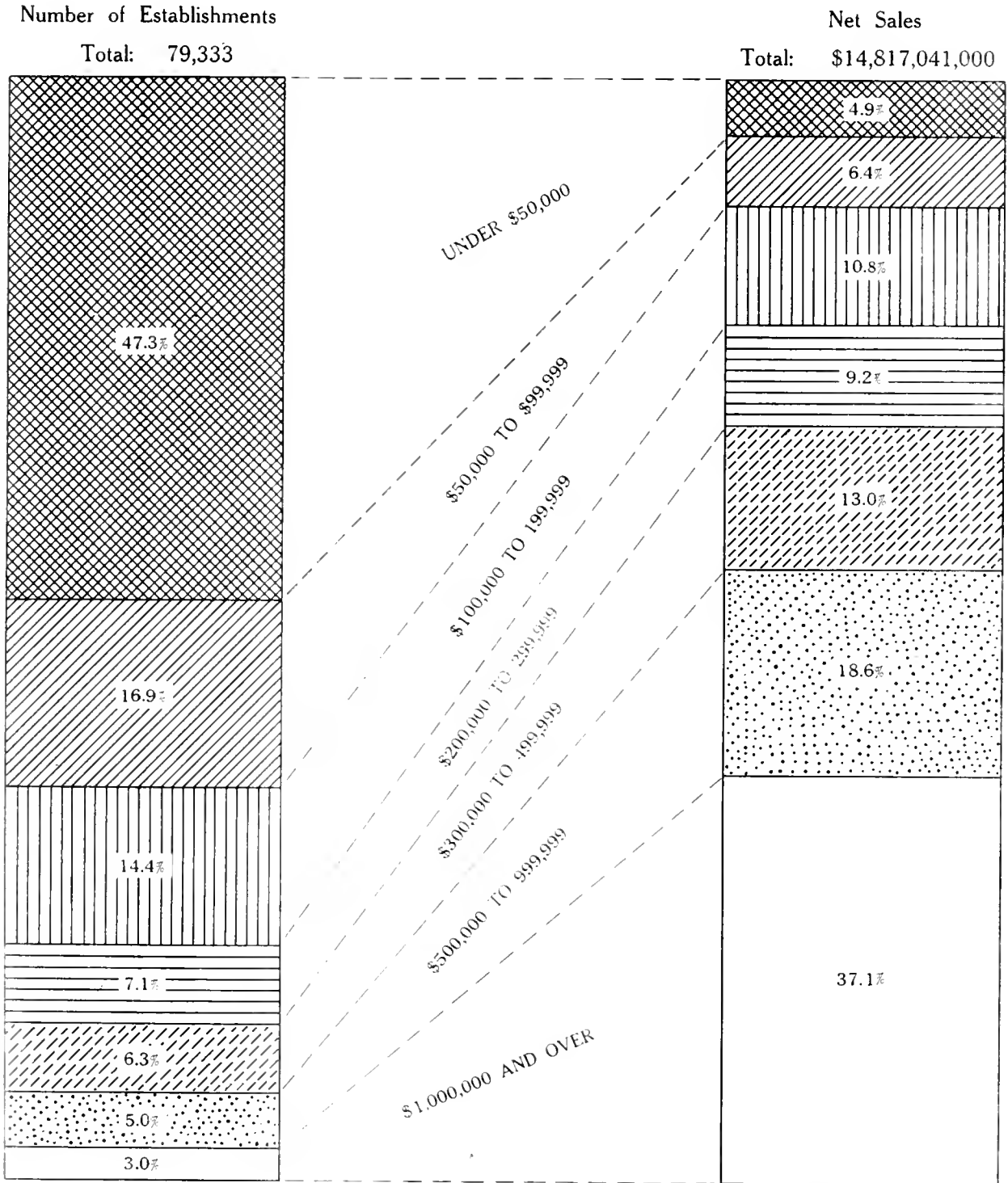
TABLE M.--NUMBER OF ESTABLISHMENTS, NET SALES AND OPERATING EXPENSES BY BUSINESS-SIZE GROUPS

Business-Size Groups (based upon net sales)	Establishments		Net Sales		Operating Expenses	
	Number	Percent of total	Amount (add 000)	Percent of total	Amount (add 000)	Percent to sales
Total, all establishments	79,333	100.0	\$14,817,041	100.0	\$1,973,760	13.3
Under \$50,000	37,530	47.3	721,344	4.9	151,768	21.0
\$50,000 to \$99,999	13,389	16.9	951,984	6.4	180,384	18.9
\$100,000 to \$199,999	11,389	14.4	1,606,085	10.8	270,609	16.8
\$200,000 to \$299,999	5,614	7.1	1,364,065	9.2	201,661	14.8
\$300,000 to \$499,999	5,038	6.3	1,929,714	13.0	255,578	13.2
\$500,000 to \$999,999	4,006	5.0	2,753,153	18.6	339,782	12.3
\$1,000,000 and over	2,367	3.0	5,490,696	37.1	573,978	10.5

\* For further treatment of this subject see Volume VI.

# WHOLESALE DISTRIBUTION: 1935

## CHART VI -- ESTABLISHMENTS AND SALES OF WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS BY BUSINESS SIZE GROUPS



While it is true in general that expenses per dollar of sales decrease as size increases, the rule does not hold for all trades. In the case of groceries, for example, the optimum size (minimum expense ratio) appears in the \$200,000 to \$299,999 group. For this trade, the highest ratios for those with sales of more than \$100,000 are found in the two largest groups. Likewise, the optimum size for tobacco products lies between \$500,000 and \$1,000,000, while for dry goods (full line) the expense ratio remains constant in the upper brackets. When establishments with sales of less than \$50,000 are eliminated, a study of the United States summary Table 4 shows that, of the 142 kinds of business into which merchants and distributors are classified, expense ratios for 68 declined rather consistently as the size increased, while for 32, the ratio seems to be indifferent to size. In 31 of the kinds of business, the optimum size appears to be less than a million dollars. For 11 of the trades no definite trend could be determined because of the limited number of establishments.

TABLE N.--OPERATING EXPENSES EXPRESSED AS PERCENT TO NET SALES  
FOR CERTAIN HOMOGENEOUS TRADES  
BY BUSINESS-SIZE GROUPS

Business-size groups (based upon net sales)	Expense Percent to Sales						
	Total, all trades	Auto- mobiles	Beer	Groceries (full line)	Hardware (full line)	Industrial equipment (full line)	Tobacco and its products
United States Total	13.3	8.6	14.6	9.2	17.9	19.0	5.5
Under \$50,000	21.0	16.7	16.2	11.1	21.2	26.8	7.6
\$50,000 to \$99,999	18.9	18.0	15.6	9.5	22.5	24.5	7.4
\$100,000 to \$199,999	16.8	11.1	15.3	8.6	20.9	22.0	6.6
\$200,000 to \$299,999	14.8	10.8	13.7	8.3	19.9	20.0	5.4
\$300,000 to \$499,999	13.2	10.3	12.8	8.4	18.2	18.6	5.4
\$500,000 to \$999,999	12.3	9.3	13.0	8.7	17.7	18.4	5.0
\$1,000,000 and over	10.5	8.1	11.4	10.2	17.4	18.6	5.5

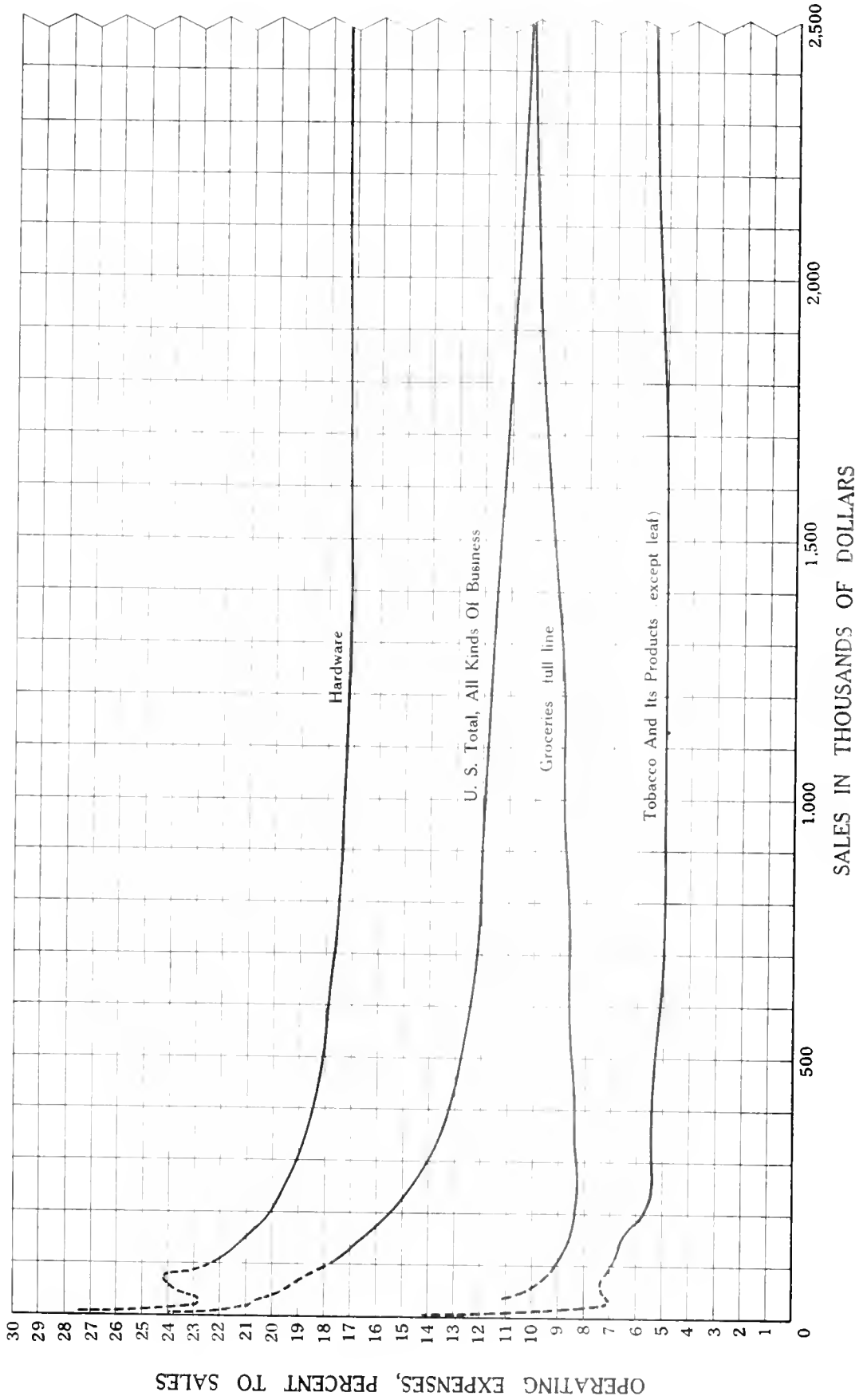
In studying the influence of size upon cost, it should be remembered that there are other factors affecting expenses, such as location of establishment, activities performed (processing or retailing), lines of merchandise handled, customers served, legal form of organization, sales radius, credit policy, etc. While the effects of these factors tend to offset one another in the large number of establishments in some trades, their influences become apparent in others. The expense ratio for full-line hardware establishments under \$50,000, for example, is 21.2 percent as compared with 22.5 percent for the \$50,000 to \$99,999 group. This increase may be explained in part by the inclusion of a relatively large number of proprietor-owned establishments in the smaller brackets. The operating expenses of these establishments include no allowances for the services of proprietors. Persons familiar with the various trades will, no doubt, recognize other factors which caused the ratios to appear irregular.



# WHOLESALE DISTRIBUTION: 1935

CHART VII-RATIO OF OPERATING EXPENSES TO NET SALES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

(Based upon arithmetic mean)



## ANALYSIS OF OPERATING EXPENSES\*

As in the case of employment and pay roll for a representative week, data were collected in this census for the first time on operating expenses by functional divisions. Wholesale merchants and industrial distributors with annual sales in excess of \$50,000 were asked to analyze their accounts and report their administrative, selling, delivery, warehouse, occupancy and other expenses separately. It was found, however, that the accounting methods in vogue in most of the houses with sales of less than \$100,000 did not lend themselves to this type of analysis. The study is, therefore, limited to those with annual sales of \$100,000 or more.

Table 5 presents the analysis of operating expenses by functional divisions for the various kinds of business into which wholesale merchants and industrial distributors are classified. One of the important contributions of this table to the theory of cost variation lies in the analysis of operating expenses for a number of more homogeneous kinds of business by functional divisions and by size of business. For 18 trades, the functional analysis is given for the following five business-size groups: \$100,000 to \$199,999; \$200,000 to \$299,999; \$300,000 to \$499,999; \$500,000 to \$999,999; and \$1,000,000 and over.

GROCERY TRADE ANALYZED.--The analysis of expenses carries significance when considered in connection with a given kind of business. To illustrate the use of Table 5, the grocery trade is selected. Of the 2,885 full-line merchants with sales of \$100,000 or more, 1,857 analyzed their operating expenses by functional divisions. These 1,857 establishments reported sales of \$1,260,377,000 and operating expenses amounting to \$117,481,000, or 9.3 percent of sales. Stated differently, it cost \$9.30 to market a representative bill of goods amounting to \$100. The \$9.30 is divided as follows: \$2.40 for administrative expenses; \$2.50 for selling expenses; \$1.10 for delivery; \$1.30 for warehouse; \$1.00 for occupancy charges; and \$1.00 for miscellaneous expenses.

The 1,857 grocery merchants are classified by size groups as follows: 272 in the first size group (\$100,000 to \$199,999), 337 in the second size group (\$200,000 to \$299,999); 489 in the third (\$300,000 to \$499,999); 480 in the fourth (\$500,000 to \$999,999); while 279 had sales of \$1,000,000 or over. Whereas for the group as a whole, it cost \$9.30 to market a representative bill-of-goods amounting to \$100, the smallest size group shows expenses of \$9.60; the second group, \$8.80; third, \$8.60; fourth, \$8.70; and the million-dollar houses \$9.90.

While the census data do not reveal the cause of the rise, they do show that increases occur in administrative, selling, delivery and warehouse expenses, with the largest increases in selling and warehouse costs.

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\* For further treatment of this subject see Volume VI.

As selling expenses are composed largely of salesmen's salaries and expenses and advertising, the emphasis upon private brands or wide sales areas are possible explanations.

TABLE O.--ANALYSIS OF EXPENSES OF 1,857 FULL-LINE GROCERY MERCHANTS BY FUNCTIONAL DIVISIONS AND BUSINESS-SIZE GROUPS

Business-size group	Number of establishments	Net sales (add 000)	Operating expenses, percent to net sales						
			Total	1	2	3	4	5	6
Total	1,857	\$1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
\$100,000 to \$199,999	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
\$200,000 to \$299,999	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
\$300,000 to \$499,999	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
\$500,000 to \$999,999	480	331,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
\$1,000,000 and over	279	611,961	9.9	2.6	2.8	1.3	1.5	.9	.8
	1 - Administrative expenses			4 - Warehouse expenses					
	2 - Selling expenses			5 - Occupancy expenses					
	3 - Delivery expenses			6 - Other expenses					

INDUSTRIAL DISTRIBUTORS ANALYZED.--Of the 1,633 industrial distributors in the United States in 1935, 420 analyzed their expenses by functional divisions. These 420 establishments reported sales of \$205,370,000 and expenses amounting to \$35,455,000 or 17.3 percent of sales. The 420 distributors are classed by size as follows: 131 with sales of \$100,000 to \$199,999; 75 from \$200,000 to \$299,999; 93 from \$300,000 to \$499,999; 85 from \$500,000 to \$999,999; and 36 with sales of a million dollars or more. The expense ratio shows a constant decline from 20.8 for the smallest size group to 16.4 for the million-dollar group. An important factor in the decrease is a drop in administrative expenses from 7.1 to 4.9 selling expenses remain fairly constant for the groups above \$300,000. In contrast to the other divisions of expenses, warehousing costs show marked increases in the upper brackets.

TABLE P.--FUNCTIONAL ANALYSIS OF OPERATING EXPENSES OF 420 INDUSTRIAL DISTRIBUTORS, BY BUSINESS-SIZE GROUPS

Business-size group	Number of establishments	Net sales (add 000)	Operating expenses, percent to net sales						
			Total	1	2	3	4	5	6
Total	420	\$205,370	17.3	5.6	5.6	.9	1.8	1.9	1.5
\$100,000 to \$199,999	131	18,665	20.8	7.1	5.9	1.2	1.6	2.7	2.3
\$200,000 to \$299,999	75	18,238	19.6	7.0	5.9	1.2	1.5	1.9	2.1
\$300,000 to \$499,999	93	36,418	16.9	5.8	5.4	.9	1.4	2.0	1.4
\$500,000 to \$999,999	85	59,196	16.7	5.4	5.6	.8	1.6	1.9	1.4
\$1,000,000 and over	36	72,853	16.4	4.9	5.6	.9	2.3	1.5	1.2
	1 - Administrative expenses			4 - Warehouse expenses					
	2 - Selling expenses			5 - Occupancy expenses					
	3 - Delivery expenses			6 - Other expenses					

## CREDIT SALES\*

CREDIT SALES PREDOMINATE.--Of the full-service and limited-function wholesalers and manufacturers' sales branches doing a credit business, over 80 percent of their sales are on a credit basis (see Table 6). There were 88,931 full-service and limited-function wholesale establishments in the United States in 1935, 62,086 of whom reported credit sales. These 62,086 establishments granted credit on \$11,123,208,000, or 81.5 percent, of their net sales of \$13,650,448,000. Of the 11,634 manufacturers' sales branches, 9,397 reported credit sales of \$5,143,453,000, which was 82.5 percent of their net sales of \$6,232,227,000.

TABLE Q.--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES

Type of operation	All establishments		Establishments reporting credit sales		
	Net sales		Net sales		Credit sales
	Number	(add 000)	Number	(add 000)	(add 000)
Full service and limited-function wholesalers	88,931	\$17,661,691	62,086	\$13,650,448	\$11,123,208
Manufacturers' sales branches (with stocks)	11,634	7,446,014	9,397	6,232,227	5,143,453

It is significant that the proportion of the credit business for the two types is approximately the same, 81.5 percent for full-service and limited-function wholesalers as compared with 82.5 percent for manufacturers' sales branches. However, a slightly larger percentage of the latter, (80.8 percent), reported that they did some credit business, as compared with 69.8 percent of the former type. Whether the failure to report credit sales indicates a strictly cash business, or represents an omission, is difficult to say. It is known, however, that some wholesale establishments sell only for cash.

CREDIT BY KINDS OF BUSINESS.--When the two types are analyzed by kinds of business, a close relationship is noted between the credit ratios. Full-service and limited-function wholesalers and manufacturers' sales branches both show over 90 percent credit sales for clothing and furnishings, dry goods, furniture and house furnishings, lumber and construction materials, metals and metal work and paper and its products. Both types show over 85 percent credit for 14 identical trades, while for automotive products and for farm products-consumer goods, both show a low ratio of credit business.

Significant differences between the credit ratios of the two types are noted in the following trades: beer, wines and liquors; coal and coke; farm supplies; and tobacco and its products. These differences are due to the fact that the two types are either serving different classes of customers or are emphasizing different lines of merchandise which fall within the same major kind-of-business classification.

\* For further treatment of this subject see Volume VII.

## SALES BY CLASSES OF CUSTOMERS

Sales of merchandise to retailers for resale constitute less than one-half of the total business of wholesale establishments. An analysis of wholesale sales shows that 45.4 percent are to retailers for resale, 1.5 percent at retail to household consumers, 29.8 percent to industrial users, 20.2 percent to other wholesalers and 3.1 percent for export to buyers in foreign countries. The 20.2 percent sales to other wholesale establishments represents duplication in the total figures, in that it shows to what extent the same goods are sold two or more times in various successive stages of wholesale distribution.

These figures (Table 7) are based upon information furnished by 141,296 establishments able to supply the data direct from their books or on the basis of carefully prepared estimates. These 141,296 establishments represent 79.9 percent of the total number and account for 81.5 percent of the total sales of wholesale establishments in the United States in 1935.

TABLE R.--SUMMARY OF SALES BY TYPES OF OPERATION AND CLASSES OF CUSTOMERS

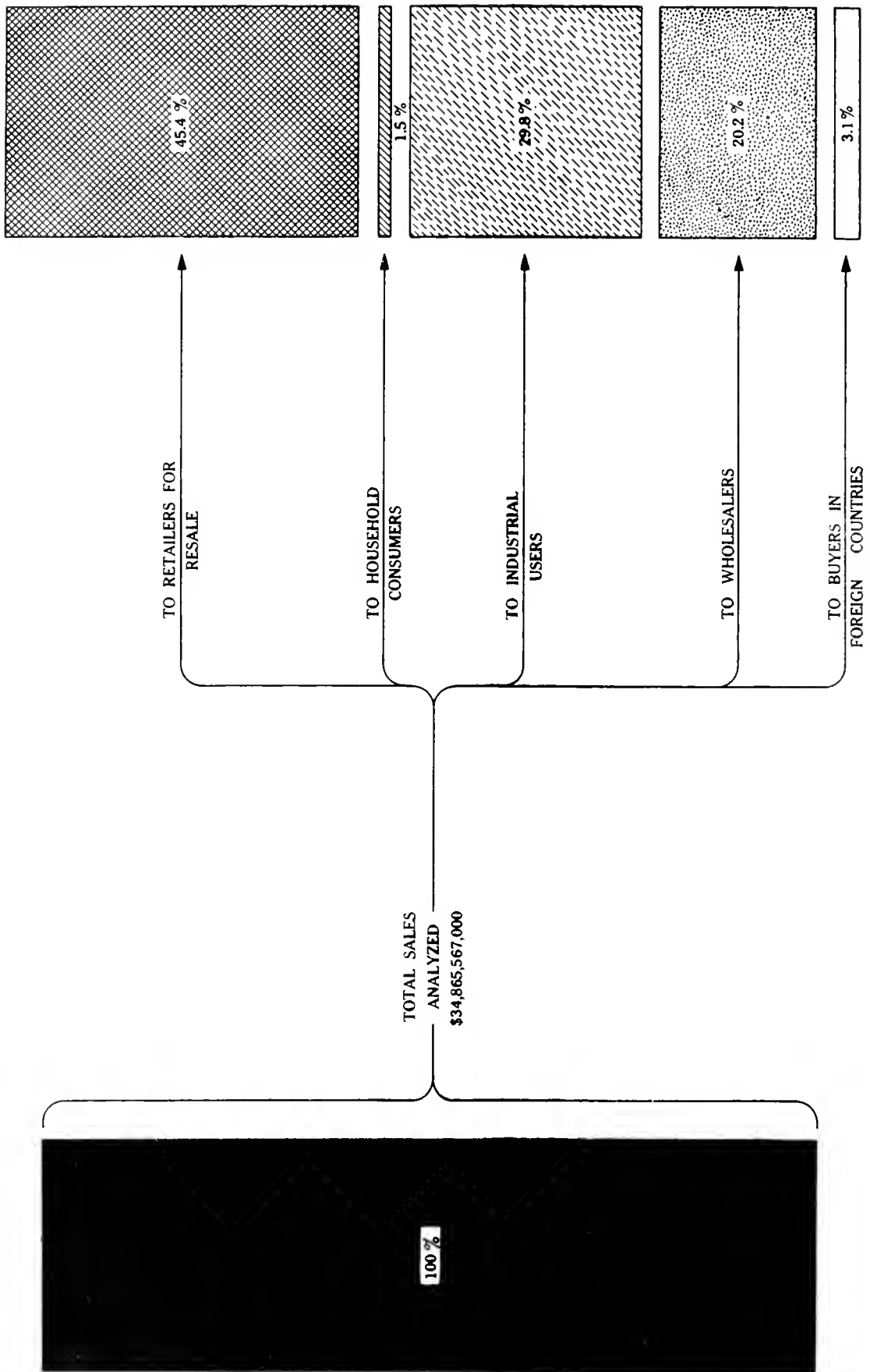
Type of operation	Total, all establishments		Establishments analyzed by classes of customers			
	Number	Net sales (add 000)	Number	% of total	Sales	
					Amount (add 000)	% of total
<b>Total</b>	176,756	\$42,802,913	141,296	79.9	\$34,865,567	81.5
Full-service and limited- function wholesalers	88,931	17,661,691	77,794	87.5	15,905,271	90.1
Manufacturers' sales branches	11,634	7,446,014	9,363	80.5	6,201,778	83.3
Manufacturers' sales offices	4,196	3,620,074	3,361	80.1	2,908,284	80.3
Bulk tank stations	27,333	2,704,047	16,043	58.7	1,379,520	51.0
Agents and brokers	18,147	8,908,076	14,684	80.9	6,697,013	75.2
Assemblers	26,515	2,463,011	20,051	75.6	1,773,701	72.0

(Table continued)

Type of operation	Percent of sales analyzed to each class of customer				
	Sales to retailers	Sales to household consumers	Sales to industrial users	Sales to other wholesalers	Export sales 1/
<b>Total</b>	45.4	1.5	29.8	20.2	3.1
Full-service and limited- function wholesalers	59.2	1.9	24.9	10.2	3.8
Manufacturers' sales branches	52.6	0.4	27.7	18.6	0.7
Manufacturers' sales offices	17.8	0.2	59.3	21.1	1.6
Bulk tank stations	73.3	8.0	9.9	8.4	0.4
Agents and brokers	21.0	0.1	34.9	39.4	4.6
Assemblers	12.7	4.1	29.5	50.0	3.7

1/ To buyers in foreign countries.

WHOLESALE DISTRIBUTION: 1935  
CHART VIII - SALES BY CLASSES OF CUSTOMERS  
NET SALES, ALL ESTABLISHMENTS, \$42,802,913,000



Among other uses, Table 7 serves to indicate in general the extent to which manufacturers' sales branches compete with full-service and limited-function wholesalers for the retailers' business. For instance, branches selling automotive equipment, wines and liquors, dry goods, electrical goods, jewelry or tobacco products deal for the most part with wholesalers or jobbers and with industrial users, while branches in the following trades sell more than 90 percent to retailers: Automobiles and other motor vehicles; men's and boys' clothing; women's and children's clothing; furs and fur clothing; hosiery; millinery; shoes; coffee, tea and spices; and optical goods. For 18 kinds of business, over three-fourths of the sales of manufacturers' sales branches are to retailers.

### LEGAL FORMS OF ORGANIZATION

CORPORATIONS DOMINATE.--The basic data on wholesale trade are shown by legal forms of business in Table 9. It is significant to note that the corporate form of organization accounted for one-half of the total number of wholesale establishments and more than three-fourths of the volume of business. Of the 176,756 establishments, 60,306 or 34.1 percent were owned by individual proprietors; 20,000 or 11.3 percent were partnerships; 88,471 or 50.1 percent corporations; while 7,979 or 4.5 percent were classified as "other". In terms of net sales, the corporate form of organization is even more important, accounting for 77.1 percent of the total volume as compared with 11.1 percent for individual proprietorships, 9.7 percent for partnerships, and 2.1 percent for "other". Thus, in general, establishments operated by corporations are much larger than those owned by partners or sole proprietors.

The relative efficiency of the various forms of organization is difficult to determine, partly because of the fact that operating expenses, as reported to the Bureau of the Census, include no amounts for the services of proprietors and firm members. The number of persons with a proprietary interest devoting the major portion of their time to the business is shown in Table 9, but no attempt has been made to evaluate their services. If compensation is imputed to them somewhat comparable to the amount shown for executives and salaried corporation officers in Table 3B, little difference between the various forms of organization is found. It should be remembered, however, that in comparing costs a number of factors are involved, such as lines of merchandise handled, methods of operation and size of business.

Considered by types of operation, partnerships and sole proprietorships combined were most important in the agent and broker group where they represented 68.1 percent of the establishments and 42.7 percent of the sales. They accounted for more than one-half of the establishments of full-service and limited-function wholesalers and assemblers, but their percentage of the business was 23.5 and 28.4, respectively.

TABLE S.--SUMMARY OF WHOLESALE TRADE  
BY LEGAL FORM OF ORGANIZATION

Legal form	Establishments		Net sales		Average sales per establishment	Operating expenses (add 000)
	Number	% of total	Amount (add 000)	% of total		
United States Total	176,756	100.0	\$42,802,913	100.0	\$242,158	\$4,163,480
Individual						
proprietorships	60,306	34.1	4,774,205	11.1	79,166	336,844
Partnerships	20,000	11.3	4,134,639	9.7	206,732	251,221
Corporations	88,471	50.1	32,986,801	77.1	372,854	3,468,698
Other forms*	7,979	4.5	907,268	2.1	113,707	106,717

\* Includes 6,436 Commission bulk tank stations.

NEGRO PROPRIETORSHIPS AND PARTNERSHIPS.--Eighteen wholesale establishments were owned by negro proprietors and partnerships. These 18 establishments employed 38 persons to whom they paid salaries and wages amounting to \$22,000 during the year 1935. In addition, 21 proprietors or partners were actively engaged in the business. The 18 establishments reported sales of \$164,000 and operating expenses of \$43,000, including pay roll of \$22,000.

AUXILIARY UNITS.--Some wholesale organizations maintain auxiliary units such as central or administrative offices, warehouses or other company service units, entirely apart from their wholesale establishments. Where the employment, expenses and pay roll of these auxiliary units could not properly be charged to a single establishment or allocated to a group of marketing units, the respondent was instructed to report them separately. The data for these units are presented in Table 10A by States and in in Table 10B by number of establishments under one ownership. Although they represent a part of the wholesale business, these data are not included in other tables as wholesale operations.

There were 561 auxiliary units reported separately for the year 1935, employing 30,718 persons to whom were paid salaries and wages amounting to \$61,857,000. These units incurred operating expenses, including pay roll of \$142,634,000 in addition to the amounts prorated to marketing units. While it is not their primary function to sell merchandise, their total sales for the year aggregated \$209,851,000, reported only in Tables 10A and 10B.

MULTI-UNIT WHOLESALING.--There were 125,032 organizations of separate ownership engaged in wholesaling during 1935. Of this number, 118,804 operated only one establishment each; 2,761 maintained two establishments; 2,030 maintained from three to five each, or a total of 7,296; while 1,437 organizations, each with more than five establishments accounted for a total of 38,698 wholesale places of business. The 6,436 commission bulk tank stations which are owned by 15 multi-unit wholesalers but which are operated independently by commission agents with a proprietary interest are not counted here as organizations, but are shown separately in Table 10B.



It is significant to note that when commission bulk tank stations are included, multi-unit wholesaling accounted for almost one-half (47.0%) of the sales of all wholesale establishments as compared with 53 percent for establishments with separate ownerships. Organizations with two establishments each accounted for 5.0 percent of the total sales as compared with 8.2 percent for those with three to five establishments; 6.5 percent for those with six to nine; 4.0 percent for those with 10 to 14; 4.8 percent for organizations with 15 to 24; 7.1 percent for those with 25 to 49; 3.0 percent for those with 50 to 99; and 8.4 percent for the 57 organizations each operating 100 or more wholesale establishments.

In general, organizations with the larger number of establishments also show the larger annual sales per establishment. Important exceptions to this rule are found for those organizations with more than 50 marketing units which, for the most part, are bulk tank stations

WHOLESALE SALES BY RETAILERS.--During the year 1935, wholesale sales of retailers (sales from one retailer to another), amounted to \$537,749,000 as shown in Table 11. Inasmuch as these sales were not made by wholesale establishments, however, they are not included in the Wholesale Census. Offsetting this item, retail sales of wholesale establishments, as shown in Table 7, amounted to \$510,282,000..

Wholesale sales by retailers are most common in the following retail trade groups: Automotive, lumber-building-hardware, and "other" retail stores. The latter group consists of fuel and ice dealers, hay, grain and feed stores, farm and garden supply houses, jewelry stores, and packaged beer and liquor stores.

## CHAPTER III

CLASSIFICATIONS - TYPES OF OPERATION AND KINDS OF BUSINESS

IMPORTANCE OF CLASSIFICATIONS.--For a clear understanding of wholesale distribution, it has been necessary to classify the information, geographically, by areas such as States, counties and cities. It has also been necessary to identify properly each reporting establishment according to its functional type and according to the line of merchandise handled or trade designation. Only in this manner is it possible to present a statistical picture of the wholesaling mechanism of the Nation and its various subdivisions, showing the facilities existing in 1935, as compared with 1933 and 1929. In this wise it is also possible to analyze data bearing on the relative efficiency of the different phases of the wholesaling system.

In defining and classifying establishments, the first problem was to distinguish between wholesale and retail business in many borderline cases. What was finally included in the Wholesale Census is indicated in Chapter II of this volume. In effecting a division between wholesale and retail trade, many complexities presented themselves. In a number of instances wholesaling and retailing functions are so interwoven as to make the process of separation impracticable. This situation is further complicated by the concerns operating in what may be termed the "twilight zone", as in the case of lumber yards which are conventionally designated as retail lumber yards but which in principle are wholesale establishments, inasmuch as they sell most of their goods to contractors for industrial use. Furthermore, many business concerns do not fall clearly in either the retail or wholesale category, since they operate in both ways. As it was impracticable, however, to classify any single establishment in more than one place, concerns engaged in both retailing and wholesaling were classed as wholesale if over 50 percent of their dollar volume was secured through wholesale sales and vice versa. Provision has been made, however, to compile retail sales of wholesale establishments (Table 7) and wholesale sales of retail establishments (Table 11) in order that complete figures may be available on total volume of both wholesale and retail business.

CLASSIFICATION BY TYPES OF OPERATION

Obviously, wholesale establishments as outlined in Chapter I perform wholesaling functions in varying degrees. Some assemble products from a number of sources which they hold ready for delivery to customers upon request -- in many instances delivering the goods to the buyer's place of business on liberal credit terms. Other wholesalers do little more than bring the buyer and seller together. In the grocery trade, for example, there are, in addition to what may be termed "service wholesalers", a number of other types of wholesale distributors such as retailer-owned cooperatives, wagon distributors, and cash-and-carry wholesalers. Among the other wholesale organizations operating in the grocery field are agents, brokers and commission merchants. The employment, pay roll, credit business and operating expenses of these establishments vary in general according to the functions performed.

BASIS FOR CLASSIFYING WHOLESALE ESTABLISHMENTS BY TYPE.--In classifying or grouping wholesale establishments by types of operation, the following considerations and distinctions govern:

1. According to the ownership of goods; namely, those which take title to the merchandise and operate as merchants and those which do not take title.
2. According to services rendered, indicating whether they render complete or limited services.
3. On the basis of whether they emphasize the buying function or the selling function; namely, a division into buying establishments and selling establishments.
4. According to the ownership of the establishments, in order to indicate single-unit establishments, branches, and chains.
5. According to the relationship of the wholesale establishment to retail outlets, as in the case of retailer-cooperative warehouses; or to producers, as in the case of manufacturers' sales branches.
6. On the basis of the territory covered, according to which they may be divided into local, sectional, and national coverage.
7. According to whether they are engaged in foreign or domestic trade.

Any one of these classes may be further subdivided. Thus, it is possible to classify organizations engaged in domestic trade into buying organizations and selling organizations. Each of these may be classified in turn on the basis of title to the goods in order to show merchant and non-merchant establishments, as well as on the basis of ownership of the establishments.

NUMBER OF TYPES USED IN THE CENSUS.--In order to enhance the usefulness of the statistics, wholesale establishments have been divided into six type-of-operation groups, four of which have been further subdivided, so that a total of 33 distinct types of wholesale establishments is used in breaking down census data. All of these types operate between producer and consumer in the purchase or sale of goods. Usually they also furnish a number of marketing services related to the buying and selling of merchandise. Some of these middlemen are of the merchant type, in that they take title to the goods, and assume the risks of price changes; while others may be designated as functional middlemen, since their main activity lies in the negotiation of purchases or sales, but they do not take title to the goods involved. These functional middlemen usually perform more limited marketing functions than is true in the case of merchant middlemen. Some of the types defined below are integrated with manufacturers and others are integrated with retailers. Consequently, not all coincide with the common conception of middlemen although they are, without exception, in the business of wholesaling.

TYPES OF OPERATION DEFINED

The concepts contained in the definitions of wholesale establishments set forth below are those used by the census in classifying the schedule. Every attempt has been made to adhere as closely as possible to the definitions used in the 1933 and 1929 censuses and to common usage in the field of marketing.

1. Full-Service and Limited-Function Wholesalers.--This functional type-group includes wholesale establishments which

are engaged in the buying and selling of goods on their own account, and which are largely independent in ownership. It corresponds to the "Wholesalers Proper" classification of 1933 and embraces 11 classes of wholesalers which are defined in the following paragraphs.

a. Wholesale Merchants are usually known as "wholesalers", but the term is used here in a more restricted sense, to cover full-service wholesalers performing their functions primarily in the domestic market. They are merchant middlemen who sell goods principally to retailers and to industrial and commercial users. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization. Although for most kinds of business they sell primarily to retailers, substantial quantities of merchandise are also sold by them to industrial and commercial users such as restaurants, hotels, public institutions, public utilities, manufacturers and to other wholesalers.

Jobbers is a term used synonymously with that of "wholesale merchants", since it was impossible to distinguish between the two on the basis of reports submitted. Furthermore, in most lines of trade the two terms are used interchangeably, with preference being given to the more descriptive term "wholesaler" or "wholesale merchant".

b. Voluntary-Group Wholesalers are wholesale merchants sponsoring voluntary organizations of independent retailers wherein the retailers affiliate themselves with the wholesalers for the purpose of receiving certain advantages in buying, advertising and other merchandising activities. Only those wholesalers, the major portion of whose sales are made through a voluntary arrangement with retailers, are included in this classification.

c. Converters, as the term is used in the Wholesale Census, are merchant middlemen in the textile trade. In addition to performing the usual functions of wholesale merchants, converters also perform or have performed for them some of the functions of manufacturing in its final stages such as finishing, dyeing, printing, etc. The manufacturing functions are so insignificant in the case of converters included in the Wholesale Census, as compared with all of the other functions they perform, that they are properly regarded as wholesale middlemen. Plants operated by converters are included in the Census of Manufactures.

d. Exporters are wholesale merchants selling in the foreign rather than in the domestic market. Their sales may be largely to wholesale merchants abroad or to industrial users, rather than to retailers as is the case with wholesale merchants engaged in domestic trade.

e. Importers in the wholesale field are largely identified with wholesale merchants as far as functions are concerned. The chief distinction lies in the source of purchases, which in the case of importers is primarily foreign. Furthermore, sales by importers may be made largely to wholesalers or to industrial users rather than direct to retailers.

f. Industrial Distributors are distinguished from wholesale merchants by the fact that they sell primarily to industrial users rather than to retailers. For census purposes, the term is limited to establishments dealing in a more or less complete line of equipment and/or supplies and materials for mines, factories, oil wells, contractors, public utilities and other industrial users. This type includes among others, oil well supply companies, mine and mill supply houses, machinery dealers, and contractors' supply houses.

g. Cash-and-Carry Wholesalers buy and sell merchandise in their own name, carry stocks, usually assemble in large quantities, and sell in smaller amounts to retail and other dealers who call for the goods at the wholesalers' places of business and pay cash for them. They are to be distinguished from wholesale merchants by the fact that they usually carry a limited line of products, mostly staples and fast-moving items, and do not generally extend credit to their customers, nor do they make free deliveries. This classification is shown separately in Volumes I and VI only; elsewhere it is included with wholesale merchants.

Retailer-cooperatives and voluntary-group wholesalers selling on a cash-and-carry basis are included under their respective classifications rather than here.

h. Drop Shippers or Desk Jobbers are distinguished primarily by the fact that they do not perform the function of warehousing or storage, since they do not handle the goods; neither do they perform the delivery function, for all orders solicited from retailers and others are shipped directly from the manufacturer or other source of supply to the drop shippers' customers. While drop shippers buy and sell in their own name, assume some risk, and may extend credit, they are sharply distinguished from full-service wholesalers who actually handle the goods and make deliveries from stock. Under this classification are listed only those establishments which operate primarily on a drop-shipment basis.

i. Mail-Order or Catalog Wholesalers sell all or the bulk of their goods by mail. Otherwise such establishments operate as full-service wholesalers, extending credit, making deliveries, etc. Some of them employ "good will" traveling men who tend to become active in the solicitation of orders.

j. Retailer-Cooperative Warehouses are wholesale establishments owned and operated cooperatively by groups of independent retailers buying collectively. In addition to collective buying and performing wholesale services at low costs, many retailer-cooperatives have entered actively into collective selling and are giving increased attention to the merchandising methods of their members. Buying groups without warehouses are not included in this classification.

k. Wagon Distributors perform the wholesale functions of buying, selling, warehousing or storage, and delivery or transportation. Occasionally they extend credit to their customers. Their chief distinction from ordinary or service wholesalers lies in the following points:

(1) They combine the functions of salesman with those of deliverymen. Usually no separate sales force is employed, the work of selling and delivering being carried out by salesman-drivers.

(2) They normally carry a limited assortment of merchandise, consisting of nationally advertised specialties and fast-moving items of a perishable nature.

(3) Their practice is to sell for cash and in original packages.

In some lines of trade, manufacturers have in recent years established their own wagon distribution systems. In this census only bona fide wholesalers with established places of business operating in the manner described above are covered under the term "wagon distributors".

2. Manufacturers' Sales Branches (With Stocks).--Wholesale outlets owned and operated by manufacturers apart from their plants primarily for the purposes of carrying stocks of, selling, and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (Without Stocks).--Establishments maintained by manufacturers apart from their plants for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--Wholesale establishments storing and distributing gasoline, oil and other petroleum products. This classification includes stations servicing filling stations owned by the same organizations as well as stations selling to independent retailers or to industrial users. Three subclassifications are defined as follows:

a. Independent Stations are independently owned and not operated in conjunction with others of their kind nor with filling stations under the same ownership. The term carries no implication as to whether the products sold are those of the so-called major oil companies or of independent refiners.

b. Chain-Operated Stations are operated with others of their kind and/or with filling stations under the same ownership, either by an oil producer or by a multi-unit operator independent of any producer. This classification includes only those stations of multi-unit organizations which are operated on a salary basis.

c. Commission Stations are owned by multi-unit concerns but operated by managers with a proprietary interest. The operators of these stations are paid commissions which include indeterminate amounts for overhead and delivery costs as well as pay roll. (Inasmuch as it has been impracticable to obtain employment and pay roll figures for these stations, such data are omitted from the tables.)

5. Agents and Brokers (Functional Middlemen).--This type group includes middlemen who are in business for themselves and who negotiate purchases and/or sales in domestic or foreign trade, but who do not as a rule take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. Subclassifications include the following:

a. Auction Companies are concerns that sell by the auction method at wholesale. Sales are conducted under definite rules and are usually made to the highest or best bidder. These establishments provide places for public inspection and sales of merchandise consigned to them. Often, on their own responsibility, they extend credit to purchasers. This classification does not include auctioneers or community sales.

b. Brokers are wholesale middlemen whose function it is to negotiate transactions between buyers and sellers without having direct physical control of the goods, and without taking title or assuming the risk of price fluctuations. They act as agents for their principals who are usually wholesalers or producers, although sometimes they represent retailers as well. Brokers may represent either buyers or sellers in a given transaction, or both, doing business in the name of their principals. They do not take title to the goods to which their negotiations apply, nor do they finance their clients. Their power as to prices and terms of sale is usually limited by their principals. When the emphasis is placed on the purchase of goods, such brokers are frequently designated as buying brokers.

Brokers as recognized by the census are not bound to any set of clients but operate freely in the wholesale field. Their relations with any one client are not continuous as they are in the case of selling agents or manufacturers' agents. The remuneration of brokers is in the form of a commission or fee, based upon the value of the goods or upon the physical quantity of merchandise involved in the transaction. In addition to negotiating purchases or sales, their chief function consists in advising their clients as to market conditions, inasmuch as knowledge of market conditions, of sources of supply and of outlets is their main stock in trade. Normally brokers do not handle the invoices. In the grocery trade it is difficult to distinguish between brokers, selling agents, and manufacturers' agents, the three terms frequently being used to describe similar methods of operation.

c. Commission Merchants are functional middlemen who transact business in their own name and who have direct physical control over the goods consigned to them, on a commission basis. Acting as commission merchants they do not take title to the goods they sell. In some few lines of trade commission merchants, or commission houses, act purely as shippers' agents, but in most lines of business they combine some merchant business with commission dealing. When acting in the capacity of agents for their principals, it is the practice of commission merchants, when the goods require it, to prepare them for the market, to sell them at the best possible price, and to remit the proceeds after deducting commissions and other charges.

d. Export Agents are functional middlemen who specialize in the purchase of goods for, or sale of goods to, foreign buyers.

e. Import Agents are functional middlemen who represent foreign sellers in the American market. In addition to negotiating sales, they usually attend to customs formalities.

f. Manufacturers' Agents are functional middlemen who sell part of the output of certain manufacturers on an extended contractual basis. They are limited with respect to territory of operation and as to prices and terms of sale. Their principal duty is to sell goods in accordance with the desire of their clients, although they may also warehouse some of the merchandise. As used in this census, manufacturers' agents usually represent two or more producers whose goods are non-competitive in nature. Such agents are to be distinguished from salesmen in that they are in business for themselves, depending on commissions rather than on fixed salary and expense allowances.

g. Selling Agents are independent business enterprises operating on a commission basis, whose principal function is to sell the entire output of a given line of goods for one or more manufacturers with whom they maintain continuous contractual relationships. Selling agents differ from manufacturers' agents in the following respects: (1) They normally handle the entire output of one or more products of the clients they serve; (2) they are less limited in sales territory; (3) they have full authority with regard to prices, terms, etc., while the authority of manufacturers' agents is limited in this regard; and (4) they frequently finance their clients and offer assistance in connection with their advertising and other sales promotion activities. (In this census special attention has been given to this classification but, when comparing with 1933 figures, manufacturers' agents and selling agents should be considered together.)

h. Other Agents include purchasing agents, resident buyers, etc., in business for themselves. As a rule they buy merchandise for their clients and also supply them with market information. Occasionally such organizations are maintained cooperatively by a number of wholesalers or retailers for whom they perform the buying function.

6. Assemblers.--This group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in the cities of producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale into quantities large enough for economical shipment and handling. Most of them operate in what may be termed the local growers' markets, and include firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. The chief distinction between some of these different types, as indicated below, rests upon the commodities involved, rather than functional performance. They are:

n. Country Buyers of Farm Products are independent buyers and country buyers on a commission basis. Independent buyers of agricultural commodities, as a rule, forward or consign the goods purchased to wholesale receivers or distributors in another and usually a larger market or to manufacturers or processors. Some of the larger handlers of agricultural commodities also maintain assembling and packing plants at points of concentration in producing regions. Country buyers on commission, other than those covered by cream stations or elevators, include only those persons and firms, with established places of business, engaged in the buying of agricultural products as agents for others.

b. Cream Stations includes collecting stations or depots located in fluid-milk producing regions. They may be maintained by city milk distributors, by creamery companies, by cooperative milk associations, or by independent firms. Some of the cream station operators devote their full time to the purchase and shipping of milk or cream. In other cases they also purchase eggs, poultry, and other farm products. However, the majority of cream stations are operated in conjunction with some other business, which may be a retail store, an elevator, or a general country buying business. Unless the business as a cream station predominates, the establishment is not included in this classification.

c. Cooperative Marketing Associations are associations formed largely by farmers for the purpose of disposing of their goods at the most advantageous prices for the mutual benefit of the members. In addition to the actual selling of the products, they often grade, pack, store, finance, and in some cases advertise the commodities they handle. Such associations may also buy for their members various supplies such as feed, seed, fertilizer and coal. This designation covers cooperative marketing associations, whether local, sectional, or national, as well as central marketing associations, set up as sales agencies by cooperatives. Cooperative cream stations and cooperative elevators are covered under their respective designations. (Farmers cooperatives engaged primarily in buying for members are included in the Retail Census.)

d. Elevators (Grain) include those country elevators that purchase and handle grain, either on their own account (independent), or for their principals (line). The number also includes elevators maintained by cooperative associations. Merchandising elevators in the terminal markets are classed as wholesale merchants. Storage elevators are included in the Census of Warehousing, while elevators engaged primarily in the sale of coal, feed and fertilizer to farmers are included in the Retail Census. (Due to a change in their accounting procedure, some line-elevator concerns, formerly reporting for a calendar year, have submitted reports for a fiscal year ending June 30. This change has caused stocks on hand at the end of the year to show some decreases.)

e. Packers and Shippers engage primarily in the assembly of fruits and vegetables and of sea foods, and also normally pack, grade, and ship such products. The operations of cooperative marketing associations and of farmers and individual producers are not included under this classification.

Chain Store Warehouses.--Although this type of operation is not included in the 1935 Wholesale Census as a component part of wholesale trade, a summary of their operations is given in the appendix.

### CLASSIFICATION BY KINDS OF BUSINESS

Each wholesale establishment, in addition to classification by type of operation, is classified by kind of business (drugs, groceries, hardware, etc.) based upon the principal lines of merchandise handled or trade designation. The statistics presented in this manner enable each wholesaler to compare his accomplishments with those of other wholesale establishments operating in the same line of trade and in the same area in which his business is located. This method of presentation permits significant comparisons with respect to operating expenses, average salary, lines of merchandise handled, and credit business.

Guided largely by the experience of previous censuses, all wholesale establishments have been divided into 29 kind-of-business groups. These groups comprise 142 minor or detailed classifications. In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed; namely, the Channels of Distribution.
2. The Source of Supply of the commodity or commodities under consideration.
3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products - raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products - consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine more than one of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business was known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in the reply to these inquiries together with the analysis of sales by commodities served to determine the proper kind-of-business classification for the establishment. In general, the major kind-of-business classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

Although the kind of business is predicated in part upon the commodities handled, it must not be confused with the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products, while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. An analysis of sales by commodities is presented in Volume VIII. (For a list of the kinds of business in detail together with their 1933 equivalents, see appendix.)

## CHAPTER IV

### EXPLANATION OF TERMS AND TABLES

As an aid to understanding the data presented in the wholesale reports, explanations of the various terms and tables are given in this chapter.

#### EXPLANATION OF TERMS

**WHOLESALE ESTABLISHMENTS.**--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions, industrial users and other wholesale organizations, for resale, or further processing or business use, rather than for personal or household consumption. Sales to retailers for re-sale constitute slightly less than one-half of total wholesale distribution.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central or administrative offices of wholesalers concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale. In the case of a multi-unit organization, each establishment was counted separately.

**NET SALES.**--The term net sales is used in the census to include total receipts from the sale of merchandise or services, and from other sources in the normal operation of the business. Sales taxes are included. The value of goods returned by, or allowances made to, customers has been deducted.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent, inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales includes the purchases made by country buyers of farm products and by other buying agents, as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis, it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees either were reported by the agents and brokers concerned, or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering the value of goods bought or sold for their principals. It is the value of the goods, rather than the compensation paid to the broker, which is reported in this census.

**CREDIT SALES (TABLE 6).**--Each establishment was requested to report under this inquiry of the schedule, the part of its total business which was done on a credit basis; i. e., sales made on weekly terms, on a 10-day basis, 30-day basis, end-of-month terms, sales on the installment plan, or any other basis that did not involve the immediate payment of cash on receipt of goods. C. C. D. sales are classed for purposes of the census as cash sales. The term "credit sales" covers all sales made on any basis other than strictly cash on delivery.

**SALES ANALYZED BY CLASSES OF CUSTOMERS (TABLE 7).**--Most establishments analyzed total net sales by classes of customers. In many cases, however, particularly for petroleum and its products, the amount under this heading represents net sales with certain deductions, such as: sales, turn-over, gasoline and other commodity taxes and, in some instances, receipts from services.

**SALES TO RETAILERS.**--Every reporting establishment was requested to report the actual amount of goods sold to retailers for resale. For the purpose of this inquiry the term retailer is used as described in the Census of Retail Distribution.\* The term "sales to retailers" presumably excludes purchases made by retailers of such items as machinery, equipment or supplies which are bought for use in the conduct of the business, rather than for resale.

**SALES TO HOUSEHOLD CONSUMERS.**--The amount reported under this classification represents sales of wholesale establishments at retail.\*

**SALES TO INDUSTRIAL USERS.**--These are sales made by wholesale establishments to manufacturers, oil well companies, mine operators, railroads, public utilities, institutions, etc. They consist largely of goods bought for business use, such as machinery, equipment, supplies and raw materials, rather than goods for resale in the same form.

**SALES TO WHOLESALE ORGANIZATIONS.**--Under this inquiry each wholesale establishment was asked to report sales to other wholesale establishments as defined above. The data under this item show the amount of duplication in wholesale trade, i. e., the extent to which goods are sold by one wholesale establishment to another involving two or more wholesaling transactions relating to identical products.

**EXPORT SALES TO BUYERS IN FOREIGN COUNTRIES.**--As the term indicates, the amount represents sales to buyers who do not maintain established places of business in the United States. It is the domestic value of goods purchased from wholesale establishments for export.

**COMMODITY SALES (TABLE 8).**--Each establishment was requested to report its sales by commodities or lines of merchandise. Commodity sales data are presented in Volume VIII only.

**STOCKS ON HAND (TABLE 1).**--The inventory value (at cost) of all merchandise on hand for resale at the end of the year 1935 is included. The amount includes merchandise held on consignment as well as goods owned.

\* For definition of retail terms, see Census of Business: 1935; Retail Distribution, Volume I.

## EMPLOYMENT TERMS

**ACTIVE PROPRIETORS (TABLES 1, 2 AND 9).**--The number of active proprietors includes owners or partners of unincorporated businesses devoting the major portion of their time to the operation of the business. Although they are actively engaged in the business, their number is not included in the count of employees, nor is their compensation included in pay roll. Executives of corporations are classified as employees, not as proprietor-owners.

**EMPLOYEES.**--This term includes the number of full-time and part-time paid employees of wholesale establishments, including salaried corporation officers and executives. The average is arrived at by totaling the number reported monthly (for the pay period ending nearest the 15th of each month) and dividing the sum by 12. Active proprietors and firm members of unincorporated businesses are not included in the count of employees.

**FULL-TIME AND PART-TIME EMPLOYEES (TABLES 3A AND 3B).**--For the purposes of this inquiry, respondents were requested to report persons regularly working four or more hours per day, or more than three full days per week, as full-time employees, and all others as part-time employees. Nevertheless, there is some overlapping between full-time and part-time employment due to lack of common usage of terms. The term part-time employees is frequently used, particularly in the seasonal trades, with reference to persons engaged for a fraction of the year rather than a part of the week. Except for the farm products trade, however, it is thought that the amount of overlapping represents a negligible portion of the total.

**EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS (TABLE 5B).**--In order to provide a better understanding of employment and pay roll of wholesale establishments, each respondent was asked to classify his employees by occupational groups, full-time and part-time employees separately. Data on the number of employees and pay roll for one week were obtained for the following groups: executives and salaried corporation officers; office and clerical employees; inside selling employees; outside selling employees; warehouse employees; and other employees. Where an employee performed a variety of functions and could thus be identified with more than one group, the respondent was instructed to classify him on the basis of the function requiring the major portion of his time in 1935.

**EXECUTIVES.**--This group includes two types of employees: (a) salaried officers of corporations, such as the president, vice-president, secretary and treasurer of the corporation, the general auditor and other persons appointed by the board of directors; (b) other hired executives, such as office managers, sales managers, credit managers and others who devote the major portion of their time to responsible administrative and supervisory duties.

**OFFICE AND CLERICAL.**--Here are included stenographers, office secretaries, bookkeepers, accountants, clerks and other so-called "white-collar workers", except warehouse and shipping clerks.

**INSIDE SELLING.**--House salesmen and others devoting all or the major part of their time inside the establishment meeting prospective customers and making sales, including sales by telephone and mail, are included here.

**OUTSIDE SELLING.**--This group includes traveling or road salesmen, and specialty salesmen who operate from the establishment as headquarters but who spend a minor portion of their time inside. Both commission and salaried salesmen are included. Manufacturers' agents and combination salesmen or other sales representatives who are in business for themselves, however, are excluded.

**WAREHOUSE EMPLOYEES.**--The term includes persons engaged at the warehouse or in the stockroom, such as warehouse supervisors, shipping clerks, stockmen, packers, loaders, etc. Employees handling goods which are stored outside are classed as other employees.

**OTHER EMPLOYEES.**--In general, two types of employees are included under this classification: (a) those performing duties which could not properly be classified elsewhere (maintenance employees, char-women, elevator operators, truck drivers, yard employees, salvage employees, service men, etc.); (b) those performing functions falling within two or more of the classifications described above, no one of which dominated. The latter is particularly true of smaller houses where employees divide their time among several activities, such as inside selling, warehousing and delivering.

**REPRESENTATIVE WEEK.**--For the purposes of reporting employees and pay roll by occupational classes, the week ending October 26 was selected as fairly representative for wholesale trade. It was recognized, however, that for certain seasonal businesses October is a month of low employment. Such businesses were requested to report one week of normal employment during their active season. In most such cases this was interpreted as meaning the week of maximum or near-maximum employment. Inasmuch as each establishment engaged in a seasonal business reported for its busy season, the totals as shown for one week in Table 3A are in excess, in general, of the number of employees for any one month as shown in Table 2. The fact that the representative week chosen was in the month of October, a month of high employment, is also a contributing factor to this difference, which does not detract from the primary purpose of the occupational analysis.

## EXPENSE TERMS

**PAY ROLL.**--Pay roll is the total compensation (salaries, wages, bonuses and commissions) paid to employees during the year. It includes no compensation for proprietors and firm members. The total is analyzed to show payments to full-time and part-time employees separately.

**OPERATING EXPENSES (TOTAL) (TABLE 5).**--The total includes all expenses incurred during the year 1935 by the reporting establishments. It covers total pay roll, as well as other expenses incident to the operation of the business. The amount does not include charges to capital accounts, cost of goods sold, nor income taxes. In the case of unincorporated businesses, no compensation is included for the services of proprietors and firm members.

**ADMINISTRATIVE EXPENSES.**--This classification includes general administrative expenses not chargeable directly to any one expense division. In general, it includes executives' and officers' salaries and expenses; office salaries; superintendency; office supplies and stationery; postage, telephone and telegraph; professional services (legal and auditing); taxes (local and State), except income and sales taxes; depreciation (furniture and fixtures); dues, subscriptions and donations; collection expenses, etc.

**SELLING EXPENSES.**--The respondent was instructed to include here all direct expenses incurred in selling the merchandise. Provision was made for showing delivery expenses, as defined below, separately. Selling expenses include



such items as salesmen's salaries, commissions and bonuses; salesmen's traveling expenses; salaries of house salesmen; advertising; insurance and depreciation on salesmen's automobiles.

**DELIVERY EXPENSES.**--Delivery expenses include costs incurred in transferring the merchandise from the warehouse or place of storage to the customer, such as outward freight, express, parcel post, trucking and insurance on merchandise being delivered.

**WAREHOUSE EXPENSES.**--Here are included the costs of operating the warehouse or stockroom, such as salaries of warehouse employees, and boxing and packing costs.

**OCCUPANCY EXPENSES.**--This group includes all expenses arising from the use and maintenance of the store buildings, fixtures and equipment. It includes maintenance labor, heating, light, power and water. Where the premises are not owned, rent is included. Respondents owning the premises which they occupy were instructed to include such items as building repairs and supplies, insurance and taxes on building, and depreciation on building. No establishment was included in the analysis of operating expenses unless an amount appeared under this inquiry.

The proper distinction between warehouse and occupancy expenses was in many cases difficult to make. Particularly was this true where all the activities were housed in one building and where it was necessary to allocate expenses. Also, the question of yard storage was somewhat confusing, as some respondents included such cost under warehouse expenses, while others considered them occupancy. It is thought, however, that for most kinds of business the amount of overlapping represents only a minor portion of the total for either classification.

**OTHER EXPENSES.**--Respondents were instructed to include here those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

**LEGAL FORM OF ORGANIZATION (TABLE 9).**--Wholesale establishments are classified by legal form as individual proprietorships, partnerships, corporations and "all other". Incorporated cooperative associations are included with corporations, while those which are unincorporated are included in "all other". "All other" also includes common-law trusts, joint stock companies and a few establishments for which the exact legal form could not be determined.

**AUXILIARY UNITS.**--Many wholesale organizations maintain central or administrative offices, warehouses or other company service units apart from their selling establishments. Where the employment, pay roll, expenses, etc. of these "auxiliary units" could not properly be included with those for wholesale establishments, a separate report was requested. The data from such reports are tabulated in Tables 10A and 10B only. Although it is not their primary function, some of these units do some selling.

**MARKETING UNITS.**--With reference to Table 10E, the terms marketing unit and wholesale establishment are used synonymously.

**MULTI-UNIT ORGANIZATIONS (TABLE 10B).**--More than one wholesale establishment under a single ownership is considered a multi-unit organization. The establishments may not be of the same type of operation nor in the same kind of business, hence the term is not synonymous with "wholesale chain". In Table 10B the multi-unit businesses are grouped according to the number of establishments under a single ownership; such establishment may be located in a single community or State or in several communities throughout the country.

**DISCLOSURE OF INDIVIDUAL OPERATIONS.**--The Bureau of the Census is prohibited by law from publishing statistics which might disclose data for individual establishments or ownership groups. For this reason it has been necessary to withhold a limited amount of information. In some cases an "X" is substituted for the amount withheld, while in other cases the data which cannot be shown separately are combined with the indefinite "all other" classification. In general figures are given separately for three or more establishments or ownership groups.

**CITIES OF MORE THAN 500,000 POPULATION (13 LARGEST CITIES).**--In the Wholesale Census the cities are selected on the basis of their population in 1930. The cities having in that year a population of more than 500,000 are:

New York City	Detroit	St. Louis	Pittsburgh
Chicago	Los Angeles	Baltimore	San Francisco
Philadelphia	Cleveland	Boston	Milwaukee
			Buffalo

#### EXPLANATION OF TABLES

The United States summary for each of the tables described below is reproduced in this volume. Detailed information by areas may be found in the various volumes referred to by number.

**TABLE 1 - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS, BY TYPES OF OPERATION AND KINDS OF BUSINESS.**--In this table the basic data for wholesale establishments are presented by types of operation and by kinds of business. In Volume II the information is presented by types of operation and kinds of business for each of the States and for 25 selected wholesale trade centers. For States the data are shown first by types of operation in detail and then for each of the 6 functional type-groups by 29 kind-of-business groups. In the case of cities, the data are shown for each of the 6 type-groups by 142 kinds of business. In Tables 1A and 1B (Volume IV) the basic data are presented for the various kinds of business of full-service and limited-function wholesalers, by States. Table 1A shows number of establishments, net sales, operating expenses, personnel, pay roll and stocks for the 29 kind-of-business groups. Table 1B presents number of establishments, net sales, personnel and total pay roll for 142 kinds of business. The data are shown by geographic divisions and States, insofar as possible without disclosing individual operations.

Table 1, as shown in this summary volume, is in two parts. The first part presents the data for the United States as a whole by types of operation in detail, while the second analyzes each of the types of operation by kinds of business. The information in the second part does not appear in similar form in any other volume. It shows in what fields each of the types of operation is found and furnishes a measure of their importance therein. For most types of operation, it has been necessary to restrict the data to kind-of-business groups.

The 25 leading wholesale trade centers were selected on the basis of their net sales in 1933. Arranged alphabetically, they are as follows:

Atlanta	Detroit	Newark
Baltimore	Denver	New Orleans
Boston	Houston	New York
Buffalo	Indianapolis	Omaha
Chicago	Kansas City, Mo.	Philadelphia
Cincinnati	Los Angeles	Pittsburgh
Cleveland	Milwaukee	St. Louis
Dallas	Minneapolis and St. Paul	San Francisco
		Seattle

**TABLE 2 (VOLUME V) - MONTHLY EMPLOYMENT.**--The number of employees by months and the average for the year are given in Table 2 by kinds of business. The number of proprietors and firm members is also shown in order to provide a more complete picture of the personnel of wholesale establishments. The information is presented in summary for the United States, for 6 types of operation, each by 29 kind-of-business groups. For States and for 13 cities having more than 500,000 population, the data are shown by 29 kind-of-business groups, all types of operation combined. The statistics contained in this table provide a measure of the seasonal variation in employment in wholesale establishments for the year 1935.

The number of employees by months represents the paid personnel of wholesale establishments working during the pay period ending nearest the 15th of each month. It includes executives and salaried corporation officers and salesmen on a commission basis, but it excludes proprietors and firm members of unincorporated businesses.

**TABLES 3A AND 3B (VOLUME V) - EMPLOYMENT AND PAY ROLL FOR ONE WEEK.**--Tables 3A and 3B present data on employment and pay roll of wholesale establishments for one week of 1935. In general, the figures are for the period ending October 26. For highly seasonal businesses, however, figures for one week of normal employment during the active season are included. Establishments having no paid employees, and a few for which no representative week could be determined, are excluded from the tabulations.

In Table 3A, the number of employees and pay roll, full-time and part-time separately, are given for selected types of operation. In addition, the number of establishments and the number of full-time employees and their pay roll are given separately for those establishments which could and those which could not supply information by occupational groups. In Table 3B, the information is given for those establishments which reported employment and pay roll for one week by occupational groups. In this part of the table the number of full-time executives, and the number and pay roll of full-time office and clerical, inside selling, outside selling, warehouse and other employees are shown separately.

The information in both tables is presented in summary for the United States, for States, and for the 13 cities having a population of over 500,000. For the country as a whole, the data are shown for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), bulk tank stations and agents and brokers, each type by 29 kind-of-business groups. For States and cities, they are shown separately for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks) and agents and brokers, but without reference to kinds of business.

Both tables are limited to selected types of operation. No information is given for assemblers and country buyers, and bulk tank stations are shown in summary for the United States only. The employees of assemblers do not lend themselves readily to this type of classification, as a large portion of them are employed only a short period of the year, usually not more than three months, and perform a variety of activities without much specialization. Because they work only during the active season, they are often thought of as part-time employees even though they may work 40 hours or more per week. In the case of bulk tank stations, a number of national marketers were able to supply the desired information in summary only and not on a State or city basis. Hence, the figures are shown in summary for the United States only.

Pay roll for executives is omitted from the table. While it is possible to obtain approximate figures, it is thought that they do not furnish reliable comparisons on a weekly wage basis.

In Table 3B, pay roll is given by occupational groups when the total number of employees to be analyzed exceeds 300. This number provides a fairly reliable base for determining weekly wages of the various occupational groups and permits some information to be shown for each of the States.

**TABLE 4 (VOLUME VI) - SALES AND EXPENSES BY BUSINESS-SIZE GROUPS.**--The number of establishments, net sales and total operating expenses for the various kinds of business of wholesale merchants and industrial distributors combined are analyzed by business-size groups (based upon net sales) in Table 4. To make the data more useful, operating expenses are also expressed as a percent to net sales. Data are presented for each of the 29 kind-of-business groups by geographic divisions and for the 13 largest cities for the following six size groups:

<u>GROUP NUMBER</u>	<u>BUSINESS-SIZE GROUP</u>
I	Net sales under \$50,000
II	Net sales of \$50,000 to \$99,999
III	Net sales of \$100,000 to \$199,999
IV	Net sales of \$200,000 to \$499,999
V	Net sales of \$500,000 to \$999,999
VI	Net sales of \$1,000,000 and over

For the United States as a whole, the data are given for 142 kinds of business and the number of size groups has been increased from six to nine as follows:

<u>GROUP NUMBER</u>	<u>BUSINESS-SIZE GROUP</u>
I	Net sales under \$10,000
II	Net sales of \$10,000 to \$49,999
III	Net sales of \$50,000 to \$99,999
IV	Net sales of \$100,000 to \$199,999
V	Net sales of \$200,000 to \$299,999
VI	Net sales of \$300,000 to \$499,999
VII	Net sales of \$500,000 to \$999,999
VIII	Net sales of \$1,000,000 to \$1,999,999
IX	Net sales of \$2,000,000 and over

Table 4 gives, for the various kinds of business, the geographic location of wholesale merchants and industrial distributors by size of business. It shows for each trade, for example, where the larger houses are located, and permits a study of their operating expenses and the percent of the total business done by them. This table permits the comparison for each area of operating costs of small and large establishments in a given trade. It also indicates differences existing between trade groups as to average size of establishment and operating costs and, for some kinds of business, points out the optimum size beyond which expenses do not decrease with further increases in volume of sales.

**TABLE 5 (VOLUME VI) - ANALYSIS OF OPERATING EXPENSES BY FUNCTIONAL DIVISIONS.**--Table 5 analyzes the operating expenses of wholesale merchants and industrial distributors by functional divisions. For the purposes of this tabulation, each wholesale merchant or industrial distributor whose sales in 1935 exceeded \$50,000 was requested to report administrative, selling, delivery, warehouse, occupancy and other expenses separately. It was found, however, that the expense accounts of most establishments whose business amounted to less than \$100,000 could not readily be classified as above. For this reason, the data in Table 5 are limited to establishments with sales of \$100,000 or more. As a number of houses whose sales exceeded \$100,000 were likewise unable to classify their accounts into the six functional divisions, the number of establishments for which an analysis is given in Table 5 is somewhat less than the total number. The table, therefore, presents the number, net sales and operating expenses for all establishments with sales in excess of \$100,000 in addition to the information for those reporting an analysis of operating expenses.

In general, establishments not reporting all classes of expenses are omitted from the analysis. Exceptions were made in the case of delivery expenses and, for those trades where yard storage is common, in the case of warehouse expenses. No establishment is included which failed to report some occupancy expenses. This rule was followed in order to eliminate those concerns which owned their premises but which failed to report expenses somewhat comparable to rent.

The data are presented in summary for the United States for 142 kinds of business. For some trades, they are further analyzed by the following business-size groups.

<u>GROUP NUMBER</u>	<u>BUSINESS-SIZE GROUP</u>
I	Net sales of \$100,000 to \$199,999
II	Net sales of \$200,000 to \$299,999
III	Net sales of \$300,000 to \$499,999
IV	Net sales of \$500,000 to \$999,999
V	Net sales of \$1,000,000 and over

**TABLE 6 (VOLUME VII) - CREDIT SALES.**--The extent to which full-service and limited-function wholesalers and manufacturers' sales branches engage in selling on a credit basis is shown in Table 6. The information is presented in summary for the United States for the two type-groups by 142 kinds of business. For the 9 geographic divisions and 13 largest cities, the data are shown by 29 kind-of-business groups, for full-service and limited-function wholesalers only. The statistics contained in this table indicate the degree to which these types of wholesale establishments perform the function of financing business by extending credit to retailers, to industrial users, and to other wholesale organizations to whom they sell.

Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data on credit sales are presented in Table 6 only for establishments reporting some credit business. In the first two columns of the table are shown the number and net sales of all establishments, including also those selling entirely for cash and others which failed to report definitely whether they sold for cash or credit. The remaining columns relate only to establishments reporting credit sales for 1935. For these establishments, the number, net sales (cash and credit) and the amount of credit sales are given together with the percent of credit business.

**TABLE 7 (VOLUME VII) - DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS.**--The extent to which wholesalers sell to retailers, to household consumers, to industrial users, to other wholesalers, and for export to buyers in foreign countries is shown in this table. The statistics are presented in summary for the United States, for the 9 geographic divisions and for the 13 cities having more than 500,000 population in 1930. For the United States as a whole, the data are shown for 6 functional type-groups by 142 kinds of business, while for the geographic divisions and the 13 largest cities, they are presented for the 6 types by 29 kind-of-business groups. Naturally, there is considerable variation in the extent to which the different wholesale establishments, type and kind, sell to the various classes of customers.

Not all the establishments reported the distribution of their sales, partly because of inadequate records. The table shows, for each type and kind, the number of establishments and net sales of all establishments; and then presents analysis of sales for those reporting a distribution by classes of customers. For the latter group, it shows the total sales analyzed, and a division between sales in the domestic market and export sales to buyers in foreign countries. The domestic business is divided into sales to retailers for resale, to household consumers, to industrial users and to other wholesalers. From these data it is possible, among other things, to determine the amount of duplication in the total wholesale figures due to the fact that some establishments sell to other wholesale organizations.

**TABLE 8 (VOLUME VIII ONLY) - COMMODITY SALES.**--Data on sales by commodities or lines of merchandise are found in Volume VIII only. The information is shown by trades for 100 major commodity lines, including service receipts, many of which are subdivided into more detailed commodity items.

**TABLE 9 (VOLUME I ONLY) - LEGAL FORMS OF ORGANIZATION.**--In Table 9 wholesale establishments are classified by legal forms of organization as individual proprietorships, partnerships, corporations or "other". The number of establishments, net sales, operating expenses, personnel, pay roll and stocks for each form of organization are shown for the 6 major types of operation. The table is presented in summary for the United States only.

**TABLE 10A (VOLUME I ONLY) - AUXILIARY UNITS OF WHOLESALE ORGANIZATIONS.**--Data for auxiliary units of wholesale establishments are shown by States. The net sales, operating expense, personnel and pay roll as shown in this table are in addition to those included in Table 1.

**TABLE 10B (VOLUME I ONLY) - OWNERSHIP GROUPS.**--This table presents information concerning ownership groups operating in the wholesale field. It shows the number, net sales, operating expenses, personnel and pay roll of such organizations, classified by number of establishments under one ownership. The organizations have been grouped on the basis of the number of wholesale establishments under a single ownership as follows:

1 establishment only	15 to 24 establishments
2 establishments	25 to 49 establishments
3 to 5 establishments	50 to 99 establishments
6 to 9 establishments	100 establishments and over
10 to 14 establishments	Commission bulk tank stations.

For each group, the total number of organizations or ownerships is shown together with the number of establishments, net sales, operating expenses, and pay roll. In addition to the information for the wholesale establishments, i. e., establishments engaged primarily in the marketing of goods at wholesale, data are given separately for the auxiliary units. The latter includes central or administrative offices, warehouses and other service units apart from wholesale establishments but which are necessary adjuncts to the wholesale operations. Data for these auxiliary units are shown in Tables 10A and 10B only.

Due to their unique form of organization and operation (see definition), commission bulk tank stations are shown separately.

TABLE 11 (VOLUME I ONLY) - SALES BY RETAILERS TO OTHER RETAILERS.--This table shows the value of merchandise sold by retailers to other retailers on a wholesale basis, or the extent to which retailers engage in semi-jobbing. The sales data are given for 12 kind-of-business classifications by States. The extent to which wholesalers are engaged in selling to retailers is shown in Table 7 under the column headed "sales to household consumers".

TABLE 12A (VOLUME III) - CITIES OF MORE THAN 50,000 POPULATION.--Data on the number of establishments, net sales, proprietors, employees and total pay roll are analyzed for each city of more than 50,000 population by 6 types of operation and 29 kinds of business in Table 12A.

TABLE 12B (VOLUME III) - CITIES OF 20,000 TO 50,000 POPULATION.--In this table the number of establishments, net sales, proprietors, employees and total pay roll are analyzed for each city of 20,000 to 50,000 population by 29 kinds of business, all types of operation combined.

TABLE 13 (VOLUME III) - CITIES AND COUNTIES.--In Table 13 the number of establishments, net sales, proprietors, employees and total pay roll are presented in total for each State, each county, each city of more than 5,000 population and the remainder of each county.

## TABLES

National summaries of the various tables on Wholesale Distribution are given hereinafter as follows:

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION, 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DIVISION AND STATE	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time) Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>UNITED STATES</b>	176,756	42,802,915	14,163,480	97,225	1,260,553	2,022,262	1,976,557	145,925	5,106,609
<b>NEW ENGLAND</b>	9,580	2,528,497	265,606	5,166	61,521	134,822	132,266	2,556	182,384
Connecticut	1,481	306,078	39,481	766	12,727	20,353	19,959	394	29,928
Maine	970	127,840	17,225	504	6,271	8,427	8,215	212	13,208
Massachusetts	5,739	1,806,546	173,736	3,215	51,888	90,110	88,480	1,630	122,483
New Hampshire	363	54,069	6,562	172	2,149	3,044	2,979	65	4,686
Rhode Island	683	180,597	21,307	369	6,328	9,936	9,738	198	14,352
Vermont	344	53,567	7,295	140	2,158	2,952	2,895	57	4,727
<b>MIDDLE ATLANTIC</b>	40,392	14,296,623	1,364,970	25,436	351,555	662,736	653,720	9,016	974,215
New Jersey	3,025	708,645	90,195	1,570	26,386	43,225	42,537	688	51,624
New York	26,915	10,846,966	1,005,722	16,626	243,120	487,139	481,271	5,868	752,525
Pennsylvania	10,452	2,741,012	269,053	7,240	82,049	132,372	129,912	2,460	170,066
<b>EAST NORTH CENTRAL</b>	35,638	8,709,015	836,217	19,732	362,920	428,040	419,809	8,231	501,319
Illinois	12,009	3,937,609	355,797	6,611	104,740	182,989	180,093	2,896	195,190
Indiana	4,333	654,917	64,391	2,183	23,263	32,469	31,781	688	41,874
Michigan	6,065	1,410,767	132,112	3,580	41,587	65,653	64,182	1,471	75,086
Ohio	9,086	2,028,552	211,260	5,323	68,394	109,535	107,237	2,298	134,047
Wisconsin	4,145	677,170	72,657	2,035	24,936	37,394	36,516	878	55,122
<b>WEST NORTH CENTRAL</b>	29,526	4,786,928	431,591	13,745	144,219	208,758	204,193	4,565	373,649
Iowa	5,063	627,795	51,254	2,619	19,753	25,515	24,693	822	36,163
Kansas	4,621	398,387	34,093	2,076	12,726	16,125	15,634	491	28,801
Minnesota	5,695	1,186,413	102,970	2,585	32,079	49,564	48,505	1,059	112,222
Missouri	6,691	1,811,544	179,001	3,740	56,576	87,798	86,477	1,321	144,979
Nebraska	3,122	527,719	37,672	1,603	13,672	17,892	17,399	493	29,167
North Dakota	2,435	133,808	14,334	588	4,935	6,395	6,194	201	12,635
South Dakota	1,899	99,262	12,267	534	4,478	5,469	5,291	178	9,682
<b>SOUTH ATLANTIC</b>	13,367	3,406,153	328,566	8,346	117,143	154,894	149,881	5,015	278,968
Delaware	262	106,300	10,061	148	1,899	3,175	3,110	65	7,057
District of Columbia	629	242,729	23,993	327	8,274	13,819	13,641	178	13,088
Florida	2,239	399,290	46,521	1,005	18,573	21,845	21,028	817	29,135
Georgia	2,667	605,272	58,005	1,371	18,444	25,601	25,016	585	43,385
Maryland	2,316	496,017	51,880	1,744	19,164	25,456	24,787	669	31,981
North Carolina	2,458	555,396	43,795	1,460	16,980	20,456	19,212	1,244	61,499
South Carolina	1,422	267,122	17,734	809	6,123	7,630	7,419	211	13,645
Virginia	2,123	502,951	49,621	1,065	18,846	23,751	22,813	938	58,935
West Virginia	1,251	231,076	26,956	617	8,835	13,161	12,855	306	20,343
<b>EAST SOUTH CENTRAL</b>	7,594	1,609,657	136,436	4,329	51,445	65,345	62,976	2,369	130,068
Alabama	1,668	304,549	29,750	920	10,675	14,201	13,909	292	22,832
Kentucky	2,057	379,597	35,391	1,240	15,765	19,041	16,833	1,208	44,253
Mississippi	1,243	179,902	14,037	633	5,076	5,877	5,717	160	12,426
Tennessee	2,626	745,609	57,258	1,536	19,929	27,226	26,517	709	50,555
<b>WEST SOUTH CENTRAL</b>	15,056	2,696,574	251,415	7,618	80,237	107,293	104,690	2,603	267,675
Arkansas	1,504	180,309	16,761	747	6,006	7,347	7,165	182	16,348
Louisiana	2,131	580,260	55,493	938	17,372	23,873	23,332	541	75,265
Oklahoma	3,668	404,465	36,221	1,792	12,809	17,603	17,121	482	31,296
Texas	7,753	1,531,540	142,940	4,141	44,050	58,470	57,072	1,398	144,766
<b>MOUNTAIN</b>	6,413	847,030	88,458	2,323	28,615	41,310	39,876	1,434	66,583
Arizona	541	78,048	9,347	239	2,670	3,922	3,727	195	5,345
Colorado	1,884	324,322	30,868	830	10,102	15,064	14,731	333	18,782
Idaho	954	82,195	9,380	360	3,372	4,025	3,648	377	7,678
Montana	1,254	121,641	11,988	225	4,040	5,904	5,724	180	13,172
Nevada	158	15,300	2,375	48	649	1,060	1,033	27	1,151
New Mexico	397	45,579	4,585	141	1,433	2,065	2,029	36	5,355
Utah	888	154,189	17,049	357	5,475	8,046	7,794	252	12,435
Wyoming	337	25,698	2,866	123	874	1,224	1,190	34	2,663
<b>PACIFIC</b>	17,190	3,922,436	460,221	10,330	142,898	219,064	208,926	10,138	324,748
California	12,342	2,975,253	354,902	8,450	108,857	166,749	158,206	8,543	257,943
Oregon	1,615	343,443	36,550	674	11,316	17,625	17,075	550	51,202
Washington	3,233	603,740	68,769	1,206	22,723	34,690	33,645	1,045	55,603

\* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at \$124,872,000.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operat- ing expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>176,756</b>	<b>\$42,802,913</b>	<b>\$4,163,480</b>	<b>97,225</b>	<b>1,260,553</b>	<b>\$2,022,262</b>	<b>\$1,976,337</b>	<b>\$45,925</b>	<b>\$3,106,609</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS</b>	<b>88,931</b>	<b>17,661,691</b>	<b>2,228,347</b>	<b>61,586</b>	<b>759,556</b>	<b>1,162,275</b>	<b>1,139,130</b>	<b>23,145</b>	<b>2,067,649</b>
Wholesale merchants	77,700	14,372,164	1,900,821	54,484	661,615	1,007,048	986,744	20,304	1,656,141
Voluntary-group wholesalers	128	100,569	9,402	33	3,420	5,481	5,442	39	13,444
Converters	502	284,121	24,541	235	5,634	12,273	12,130	143	46,374
Exporters	513	571,490	51,598	340	7,369	12,831	12,257	574	75,328
Importers	2,241	1,068,234	98,475	1,313	21,834	46,461	45,947	514	147,738
Industrial distributors	1,633	444,877	72,939	309	24,724	41,578	41,039	539	94,811
Cash and carry wholesalers	577	74,152	3,353	201	12,483	1,785	1,761	24	6,148
Drop shippers or desk jobbers	1,031	365,926	23,545	497	4,901	12,252	11,669	383	3,511
Mail-order wholesalers	189	13,984	3,226	151	1,188	1,339	1,289	50	2,116
Retailer-cooperative warehouses	161	153,398	9,383	--	3,646	5,245	5,208	37	14,865
Wagon distributors	4,256	212,776	31,064	4,023	12,742	15,982	15,444	538	7,173
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>11,634</b>	<b>7,446,014</b>	<b>881,155</b>	<b>299</b>	<b>211,280</b>	<b>402,706</b>	<b>398,738</b>	<b>3,968</b>	<b>596,558</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>4,196</b>	<b>3,620,074</b>	<b>239,889</b>	<b>149</b>	<b>42,895</b>	<b>106,093</b>	<b>105,266</b>	<b>827</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>27,333</b>	<b>2,704,047</b>	<b>391,095</b>	<b>3,546</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>157,687</b>
Independent stations	3,880	298,627	37,147	3,075	12,901	17,460	16,929	531	13,667
Chain-operated stations	17,017	2,002,546	284,859	471	78,258	129,461	128,032	1,429	122,718
Commission stations	6,436	402,874	69,089	--	1/	1/	1/	1/	21,302
<b>AGENTS AND BROKERS</b>	<b>18,147</b>	<b>8,908,076</b>	<b>256,749</b>	<b>14,950</b>	<b>68,285</b>	<b>129,866</b>	<b>125,415</b>	<b>4,451</b>	<b>89,565</b>
Auction companies	609	382,857	10,692	630	6,585	6,094	4,740	1,354	2,716
Brokers	3,922	2,889,546	39,411	3,255	9,885	20,396	20,002	394	10,810
Commission merchants	3,135	2,662,491	67,364	2,818	18,298	34,104	33,089	1,015	30,486
Export agents	496	276,506	14,638	305	3,851	6,382	6,306	76	3,802
Import agents	335	212,573	10,357	207	1,272	3,134	3,064	70	5,478
Manufacturers' agents	7,548	768,619	44,092	6,557	14,300	23,995	22,906	1,089	12,902
Selling agents	1,712	1,439,710	63,412	885	11,759	31,228	30,802	426	23,179
Other agents	390	275,774	6,783	293	2,335	4,533	4,506	27	192
<b>ASSEMBLERS</b>	<b>26,515</b>	<b>2,463,011</b>	<b>166,245</b>	<b>16,695</b>	<b>87,378</b>	<b>74,401</b>	<b>62,827</b>	<b>11,574</b>	<b>195,150</b>
Country buyers of farm products	10,813	646,147	32,981	10,635	21,028	14,795	12,584	2,211	88,633
Cream stations	3,619	29,854	1,479	2,239	2,232	1,033	882	151	222
Cooperative marketing associations	2,117	955,727	60,318	--	22,692	23,406	20,504	2,902	58,557
Elevators (grain)	8,462	600,363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Packers and shippers	1,504	230,920	41,320	1,070	25,262	20,007	15,088	4,919	5,982
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS</b>									
<b>WHOLESALE MERCHANTS</b>	<b>77,700</b>	<b>14,372,164</b>	<b>1,900,821</b>	<b>54,484</b>	<b>661,615</b>	<b>1,007,048</b>	<b>986,744</b>	<b>20,304</b>	<b>1,656,141</b>
<b>Amusement and Sporting Goods</b>	<b>1,015</b>	<b>107,139</b>	<b>19,682</b>	<b>592</b>	<b>6,540</b>	<b>11,261</b>	<b>10,991</b>	<b>270</b>	<b>12,762</b>
Cameras and motion picture eqpt. & sps.	71	3,668	838	43	334	492	476	16	615
Moving picture films	191	38,268	6,063	43	1,623	3,447	3,396	51	1,420
Sporting goods (full lines)	131	16,893	3,598	76	1,265	1,965	1,947	18	4,037
Toys, novelties and fireworks	419	26,961	5,615	306	2,099	3,431	3,323	108	4,040
All other	203	21,349	3,568	124	1,219	1,926	1,849	77	2,650
<b>Automotive</b>	<b>5,620</b>	<b>746,392</b>	<b>125,557</b>	<b>3,324</b>	<b>48,473</b>	<b>72,830</b>	<b>72,100</b>	<b>730</b>	<b>105,810</b>
Automobiles and other motor vehicles	394	355,914	30,530	130	10,693	17,380	17,208	172	22,900
Automotive equipment	4,798	339,820	86,999	2,898	35,117	51,368	50,875	493	74,067
Tires and tubes	428	50,658	8,028	296	2,663	4,082	4,017	65	8,843
<b>Beer, Wines and Liquors</b>	<b>3,935</b>	<b>587,376</b>	<b>74,577</b>	<b>2,874</b>	<b>26,326</b>	<b>36,550</b>	<b>35,616</b>	<b>934</b>	<b>44,205</b>
Beer and other fermented malt liquors	2,595	217,218	31,608	2,127	11,851	14,480	13,903	577	8,338
Wines and liquors	1,340	370,158	42,969	747	14,475	22,070	21,713	357	35,867
<b>Chemicals and Paints</b>	<b>1,333</b>	<b>223,594</b>	<b>40,381</b>	<b>598</b>	<b>9,940</b>	<b>18,294</b>	<b>17,973</b>	<b>321</b>	<b>26,743</b>
Dyestuffs	50	13,571	3,790	18	610	1,446	1,442	4	1,568
Explosives	26	1,615	286	12	121	149	125	24	291
Industrial chemicals	172	64,761	8,287	33	2,085	4,556	4,492	64	5,747
Naval stores	27	21,264	1,343	3	373	647	634	13	1,652
Paints and varnishes	766	65,051	14,980	368	4,973	7,892	7,747	145	12,726
All other	292	57,332	11,695	164	1,778	3,604	3,533	71	4,759

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1945

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of Establish- ments	Sales (in thousands)	Operating expenses (including pay roll) (add 100)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 100)			Total hand- led (add 100)
						Total	Full-time	Part-time	
FULL SERVICE AND LIMITED FUNCTION WHOLESALERS (Continued)									
<u>TEXTILE MERCHANDISE (Continued)</u>									
Clothing and furnishings	3,423	\$614,123	\$83,693	3,059	24,177	\$44,022	\$43,470	\$582	\$27,313
Clothing and/or furnisher (full line)	243	63,409	8,944	499	2,864	4,752	4,580	72	2,592
Men's and boys'	971	141,457	15,274	860	4,569	7,853	7,697	186	16,296
Women's and children's	1,000	219,435	29,493	726	8,164	16,092	15,982	140	15,075
Furs, dressed and fur clothing	123	11,577	3,753	259	785	1,783	1,735	48	3,005
Hosiery	17	3,301	3,691	167	1,050	1,796	1,705	90	2,116
Millinery and millinery accessories	13	34,804	5,154	227	2,077	3,291	3,216	75	3,006
Shoes and shoe factories	24	119,167	16,149	301	4,668	8,455	8,404	51	16,095
Coal	11	196,324	23,993	144	6,624	10,634	10,294	400	23,009
Drugs (full line)	104	197,784	38,625	36	13,984	21,093	21,061	32	31,093
Drugs and Drug Sundries (specialty lines)	1,143	112,813	23,305	715	7,288	11,220	11,007	153	11,007
Drug specialties	308	25,710	4,343	210	1,814	2,452	2,417	35	3,085
Patent medicines	186	20,853	3,725	98	949	1,667	1,631	36	1,044
Toilet articles and preparations	393	36,304	9,746	240	3,115	4,892	4,813	79	3,190
All other	262	29,946	5,491	167	1,410	2,209	2,176	33	3,298
Dry Goods (full line)	303	262,615	38,053	163	14,135	21,792	21,707	65	46,011
Dry Goods (specialty lines)	1,479	247,933	44,011	2,028	13,179	23,419	23,153	266	53,462
Notions	779	71,604	12,767	616	4,533	7,688	7,585	103	11,786
Process goods	1,108	251,362	27,060	959	7,119	13,453	13,338	115	36,459
All other	492	24,967	4,184	453	1,527	2,278	2,230	48	4,777
Electrical Goods	2,397	368,514	97,412	1,031	29,658	51,633	51,060	533	74,171
Electrical merchandise (full line)	419	184,233	26,933	39	8,405	14,737	14,697	90	26,669
Apparatus and equipment	195	15,155	3,953	104	1,641	2,432	2,336	46	2,009
Wiring supplies and construction material	725	74,798	14,230	351	5,244	8,225	8,020	205	12,812
Radios, refrigerators and appliances	1,058	214,328	52,296	537	14,368	26,189	25,917	212	32,681
Farm Products - raw materials	1,844	1,010,151	69,122	1,304	17,302	26,723	25,003	1,720	154,224
Cotton	137	157,705	9,699	117	1,153	2,271	2,189	82	19,149
Grain	461	432,446	25,592	232	5,716	9,499	9,290	209	68,285
Hides, skins, and furs (raw)	503	158,661	13,430	650	3,388	6,157	5,869	268	20,228
Horses and mules	6	886	91	8	23	23	23	--	71
Livestock	21	1,754	197	23	85	94	81	13	218
Silk (raw)	4	11,229	459	1	45	242	242	--	1,810
Tobacco (leaf)	103	46,622	7,156	94	3,956	3,627	2,703	924	16,298
Wool and mohair	126	149,039	8,928	113	1,377	3,318	3,189	129	24,307
All other	127	30,809	3,570	66	1,559	1,492	1,417	75	4,158
Farm Products - consumer goods	10,411	1,811,457	199,450	9,377	72,084	99,489	96,566	2,924	44,007
Meats	1,203	327,547	62,549	1,017	21,477	32,098	31,606	492	7,013
Poultry and poultry products	1,002	117,350	17,927	1,619	7,667	8,438	7,928	515	5,004
Dairy and poultry products	1,002	117,350	23,656	763	7,856	12,116	11,798	318	6,035
Fruits and vegetable products	4,100	787,240	79,230	4,188	29,029	39,281	37,933	1,348	19,099
Fresh fruits only	1,002	311,543	6,812	887	2,859	3,401	3,165	236	1,423
Fresh vegetables only	1,002	311,543	6,744	863	2,992	3,877	3,667	220	1,749
All other	1,002	1,366	462	40	204	278	278	--	202
Farm Supplies	1,002	1,002,556	31,102	863	12,111	15,349	14,640	709	30,000
Feed	91	137,253	12,849	624	5,310	6,374	6,186	188	10,807
Fertilizers	61	12,468	1,376	36	362	570	536	34	935
Seeds	141	82,213	16,435	183	6,197	8,142	7,661	461	16,107
All other	13	4,622	532	20	242	263	237	26	547
Furniture and Home Furnishings	1,002	1,002,286	31,444	1,122	11,674	18,612	18,327	285	37,499
China, glassware and cutlery	232	13,201	4,492	165	1,785	2,644	2,613	31	3,422
Floor coverings	274	84,144	10,615	136	3,216	5,475	5,421	54	17,128
Furniture (household articles)	700	37,506	7,197	240	2,428	3,826	3,740	86	6,531
House furnishings (bed, bath, etc., articles)	619	8,187	8,268	538	3,009	4,458	4,373	85	7,351
Musical instruments and sheet music	107	1,178	3,872	43	1,236	2,209	2,180	29	3,467
General Merchandise	1	1,002,416	19,928	109	7,623	10,382	10,230	102	21,262
Groceries (full line)	3,102	1,707,024	157,820	1,349	50,517	89,012	88,305	606	215,803

\* Includes pay roll for active firm members and independent business.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
<u>WHOLESALE MERCHANTS (continued)</u>									
Groceries and Foods (specialty lines)	10,119	\$1,401,241	\$177,795	8,551	69,556	\$92,224	\$89,948	\$2,276	\$99,289
Canned goods	234	61,229	7,793	155	2,278	3,540	3,540	--	7,889
Coffee, tea and spices	768	103,860	23,535	494	7,960	12,123	12,037	86	11,509
Confectionery	1,580	97,876	11,982	1,478	5,862	6,833	6,643	190	8,323
Fish and sea foods	1,255	114,459	21,697	1,050	8,344	11,091	10,544	547	5,328
Flour	500	77,859	7,366	360	2,454	3,410	2,833	577	5,005
Meats and meat products	2,059	430,308	45,403	1,997	15,859	24,186	23,776	410	12,109
Soft drinks	252	16,593	2,968	171	1,182	1,582	1,537	45	1,365
Sugar	122	56,732	3,014	55	1,127	1,608	1,546	62	1,617
Other food and grocery specialties	3,349	442,325	54,037	2,791	24,470	27,851	27,492	359	46,144
Hardware	961	310,397	57,056	430	22,677	33,698	33,452	246	78,256
Hardware (full line)	473	272,536	49,160	128	19,549	29,085	28,929	156	69,457
Hardware (specialty lines)	488	37,861	7,896	302	3,128	4,613	4,523	90	8,799
Jewelry and Optical Goods	1,557	141,425	28,567	1,085	9,709	16,101	15,927	174	36,249
Jewelry (full line)	219	41,355	6,909	154	2,019	3,491	3,448	43	12,498
Clocks and watches	109	15,183	2,164	83	577	1,175	1,137	38	2,552
Diamonds and other precious stones	169	11,253	1,303	158	251	546	540	6	6,243
Other jewelry specialties	683	46,969	8,130	557	2,594	4,536	4,468	68	10,672
Optical goods	377	26,665	10,061	123	4,268	6,353	6,334	19	4,284
Lumber and Construction Materials	2,263	338,949	69,902	945	24,783	37,193	35,426	1,767	60,905
Builders' supplies (full line)	503	74,442	16,025	209	5,726	8,691	8,086	605	10,626
Lumber and millwork	1,082	190,342	36,376	417	12,853	18,983	18,462	521	38,950
Brick, tile and terra cotta	112	8,309	1,806	45	550	895	860	35	1,320
Cement, lime and plaster	123	18,374	3,358	52	1,207	1,737	1,670	67	1,503
Glass	258	21,544	6,653	151	2,700	4,065	3,849	216	5,275
Sand, gravel and crushed stone	96	9,575	2,770	40	897	1,340	1,201	139	1,011
All other	89	16,363	2,914	31	850	1,482	1,298	184	2,220
Machinery, Equipment and Supplies	5,661	511,050	120,841	3,346	41,149	67,172	65,854	1,318	93,398
Commercial machinery, eqpt. and spls.									
Office (except furniture)	186	13,714	4,034	124	1,611	2,376	2,330	45	1,895
Store, restaurant and hotel	664	44,451	11,689	456	4,407	6,698	6,550	148	7,518
All other	69	5,228	1,093	39	400	656	646	10	585
Farm and dairy machinery and equipment	330	45,066	8,119	178	2,799	4,308	4,220	88	9,011
Industrial equipment and supplies									
Industrial (full line)	5	491	120	4	53	66	64	2	186
Belting, hose and packing	84	3,724	905	41	321	562	547	15	475
Power transmission equipment	30	1,802	561	10	187	268	268	--	332
Rope, cordage and twine	54	13,145	1,474	33	455	924	913	11	1,231
All other	719	52,121	11,058	457	3,838	6,021	5,835	186	7,909
Industrial machinery									
Construction (including road building)	267	51,158	9,778	84	2,875	5,096	4,991	105	8,079
Machine tools	33	961	254	22	99	135	131	4	232
Mining and quarrying	64	4,784	890	33	309	498	489	9	1,100
Oil well and oil refining	75	4,233	1,179	58	364	426	404	22	674
Power plant	49	3,988	972	31	319	597	570	27	432
Textile	41	4,100	1,042	17	382	644	637	7	739
Used machinery and equipment	180	10,332	2,894	139	1,085	1,607	1,525	82	2,303
All other	322	21,720	5,809	188	1,961	3,409	3,295	114	4,210
Professional equipment and supplies									
Dental	251	22,829	6,412	108	2,384	4,078	4,058	20	6,283
Surgical, medical and hospital	187	24,940	7,055	72	2,228	4,091	4,069	22	4,234
All other	238	29,287	7,339	132	2,492	3,925	3,863	62	6,842
Service equipment and supplies									
Barber and beauty parlor	637	38,227	12,054	462	4,489	6,729	6,661	68	7,810
Laundry	137	21,756	4,798	35	1,273	2,578	2,548	30	2,682
Upholsterers'	191	25,005	5,779	97	1,694	2,970	2,927	43	6,652
All other	614	33,893	8,292	405	3,299	4,962	4,853	109	5,729
Transportation equipment and supplies									
Aircraft and aeronautical	13	1,109	272	2	102	182	180	2	323
Railroad	30	15,384	3,464	7	543	1,424	1,404	20	1,408
Boats (including motor, sail and steam)	71	5,447	1,094	47	372	611	603	8	1,245
All other	120	12,155	2,411	65	808	1,331	1,273	58	3,279
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time: Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b> Continued									
<b>WHOLESALE MERCHANTS (continued)</b>									
Metals and Metal Work (except scrap)	768	\$230,659	\$30,840	300	9,826	\$17,206	\$16,917	\$289	\$57,367
Iron and steel (except structural)	323	77,601	15,232	116	4,471	8,486	8,411	75	15,512
Structural iron and steel	91	18,009	3,676	21	1,482	2,229	2,178	51	3,290
Wire, wire fence and wire rope	55	5,615	844	29	431	512	449	63	928
Copper	18	4,610	480	12	142	257	256	1	661
Sheet metal products	177	39,339	6,202	78	2,152	3,391	3,330	61	5,502
Other metals and metal work	104	85,485	4,406	44	1,148	2,331	2,293	38	11,474
Paper and Its Products	2,486	396,731	73,583	1,389	25,206	43,755	43,259	496	57,152
Wrapping or coarse paper and products	1,541	282,003	49,356	898	17,159	29,795	29,516	279	39,066
Fine or printing and writing paper	201	61,596	10,916	51	5,112	6,826	6,594	32	8,437
Stationery and stationery supplies	489	36,905	8,143	329	3,253	4,887	4,763	124	6,309
Wall paper	255	16,227	5,168	111	1,682	2,447	2,386	61	3,340
Petroleum and Its Products	578	124,120	16,491	297	4,288	7,787	7,678	109	6,414
Plumbing and Heating Equipment and Spl.	1,629	216,278	43,086	628	15,362	24,258	23,815	443	45,674
Plumbing and heating (full line)	448	102,838	19,090	62	6,612	10,505	10,362	143	22,746
Heating (including stoves and ranges)	222	23,612	5,461	103	1,794	3,058	2,999	59	4,407
Plumbing fixtures, equipment and apl.	819	79,758	16,002	586	6,004	9,090	8,880	210	17,145
All other	142	10,070	2,533	77	952	1,605	1,574	31	1,576
Tobacco and Its Products (except leaf)	1,914	744,644	41,094	1,531	14,018	20,643	20,434	209	38,989
Waste Materials	4,765	591,194	57,039	4,386	29,188	30,067	28,820	1,247	55,853
Iron and steel scrap	1,442	163,010	20,485	1,311	8,977	10,436	9,995	441	14,772
Junk and scrap (full line)	1,534	73,228	13,204	1,538	8,204	7,097	6,645	452	8,265
Waste paper, rags and rubber	1,569	122,946	20,978	1,362	11,274	11,458	11,135	323	9,416
Nonferrous metals	220	26,010	2,372	175	733	1,076	1,045	31	1,400
All Other Products	3,899	403,961	62,882	2,888	24,218	34,629	33,701	928	46,973
Books, periodicals and newspapers	607	103,821	19,670	316	8,755	11,644	11,329	315	8,019
Flowers and nursery stock	533	23,860	4,805	479	1,866	2,453	2,376	77	1,158
Forest products (except lumber)	490	35,940	6,189	402	2,512	3,325	3,196	129	4,517
Leather and leather goods	1,028	98,551	13,204	846	4,342	6,943	6,842	101	17,244
Oils and greases (animal and vegetable)	60	26,504	2,540	29	551	1,344	1,358	6	2,821
Rubber (crude)	11	11,259	958	4	135	249	249	--	1,564
Textiles and materials other than dry goods	291	30,374	4,933	253	2,321	2,832	2,749	83	4,203
Yarns	154	37,387	3,254	107	1,015	1,680	1,635	45	3,438
Miscellaneous kinds of business	725	36,265	7,329	452	2,721	4,159	3,987	172	4,009
<b>VOLUNTARY GROUP WHOLESALERS</b>	128	100,569	9,402	33	3,420	5,481	5,442	39	13,444
Groceries (full line)	112	87,298	8,019	29	2,878	4,628	4,597	31	11,426
Groceries and Foods (specialty lines)	11	6,100	507	4	204	351	328	3	776
All Other Products	5	7,171	876	--	338	522	517	5	1,242
<b>CONVERTERS</b>	502	284,121	24,341	235	5,634	12,273	12,130	143	46,374
Dry Goods (specialty lines)	477	279,472	24,069	218	5,475	12,006	11,867	139	45,716
Piece goods	477	279,472	24,069	218	5,475	12,006	11,867	139	45,716
All Other Products	25	4,649	472	17	159	267	263	4	658
Miscellaneous kinds of business	25	4,649	472	17	159	267	263	4	658
<b>EXPORTERS</b>	513	571,490	51,598	340	7,369	12,831	12,257	574	75,328
Automotive	9	27,216	4,787	2	682	1,864	1,860	4	1,189
Chemicals and Paints	15	21,152	1,854	1	142	343	340	3	2,273
Industrial chemicals	5	2,474	122	--	25	90	90	--	1,064
Naval stores	9	11,884	340	--	97	202	199	3	1,163
All other	5	6,794	1,392	1	20	51	51	--	44
Clothing and Furnishings	35	2,807	539	31	188	282	277	5	374
Drugs and Drug Sundries (specialty lines)	13	717	245	8	76	157	157	--	170

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time): Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
<u>EXPORTERS (continued)</u>									
Dry Goods (specialty lines)	39	\$18,797	\$2,048	33	674	\$1,202	\$1,197	\$5	\$2,977
Piece goods	31	17,918	1,911	29	637	1,130	1,129	1	2,900
All other	8	879	137	4	37	72	68	4	77
Electrical Goods	11	14,341	1,332	--	197	559	559	--	732
Farm Products - raw materials	179	379,441	28,881	137	3,441	4,486	3,989	497	63,202
Cotton	106	304,520	24,564	89	1,167	2,640	2,580	60	49,351
Wool	10	50,991	1,447	2	164	458	453	5	6,683
Hides, skins, and furs (raw)	12	1,836	112	10	29	56	55	1	273
Tobacco (leaf)	43	21,207	2,673	28	2,026	1,276	846	430	6,823
All other	8	887	85	8	55	56	55	1	72
Farm Products - consumer goods	18	2,898	507	21	35	47	42	5	11
General Merchandise	13	14,431	457	6	148	293	291	2	126
Groceries and Foods (specialty lines)	5	8,878	926	25	189	456	453	3	788
Lumber and Construction Materials	19	11,719	1,527	6	237	402	365	37	751
Lumber and millwork	19	11,719	1,527	6	237	402	365	37	751
Machinery, Equipment and Supplies	22	4,845	737	10	163	310	308	2	393
Metals and Metal Work (except scrap)	8	39,093	4,705	--	450	1,165	1,164	1	748
Paper and Its Products	9	5,219	221	1	104	225	225	--	56
Petroleum and Its Products	8	2,124	292	3	34	98	98	--	45
Plumbing and Heating Equipment and Supplies	25	3,024	588	2	55	104	104	--	83
Waste Materials	19	6,462	858	14	250	354	351	3	230
All Other Products	64	8,326	1,094	40	304	484	477	7	1,180
	2,241	1,068,434	98,475	1,313	21,834	46,461	45,947	514	147,738
<u>IMPORTERS</u>									
Amusement and Sporting Goods	38	9,666	1,582	36	510	798	789	9	1,372
Toys, novelties and fireworks	34	8,381	1,371	34	437	667	661	6	1,110
All other	4	1,285	211	2	73	131	128	3	262
Beer, Wines and Liquors	133	47,956	8,233	38	1,524	3,283	3,212	71	9,087
Beer and other fermented malt liquors	16	2,201	394	6	99	150	142	8	110
Wines and liquors	117	45,755	7,839	32	1,425	3,133	3,070	63	8,977
Chemicals and Paints	61	30,146	3,684	14	623	1,853	1,840	13	3,524
Dyestuffs	7	2,245	370	--	65	248	248	--	129
Industrial chemicals	25	12,872	1,462	4	229	685	680	5	1,637
Paints and varnishes	5	1,216	73	2	16	30	30	--	117
All other	24	13,813	1,779	8	313	890	882	8	1,641
Clothing and/or Furnishings	111	27,786	3,612	64	838	1,824	1,803	21	5,471
Drugs and Drug Sundries (specialty lines)	47	5,692	1,405	18	315	674	665	9	777
Drug specialties	13	1,906	306	5	70	142	141	1	219
Patent medicines	8	254	78	4	37	41	40	1	31
Toilet articles and preparations	20	3,013	961	8	192	462	458	4	469
All other	6	519	60	1	16	29	26	3	58
Dry Goods (specialty lines)	293	73,303	12,064	183	3,308	6,757	6,689	68	16,351
Notions	125	24,899	5,076	83	1,538	2,688	2,656	32	4,928
Piece goods	159	46,054	6,711	97	1,684	3,829	3,793	36	11,095
All other	9	2,350	277	3	86	240	240	--	328
Electrical Goods	14	2,050	337	6	119	154	141	13	273
Farm Products - raw materials	145	139,437	6,744	104	875	2,807	2,782	25	17,937
Hides, skins, and furs (raw)	57	28,859	1,739	33	251	791	779	12	3,765
Silk (raw)	11	57,064	1,591	8	174	630	628	2	7,709
Tobacco (leaf)	18	6,104	901	14	88	252	251	1	2,410
All other	59	47,430	2,513	49	362	1,134	1,120	10	4,053
Farm Products - consumer goods	106	61,773	2,088	17	628	1,266	1,262	4	503
Fruits and vegetables (fresh)	95	57,272	1,738	8	537	1,077	1,074	3	93
All other	13	4,501	350	9	91	189	188	1	410

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
<u>IMPORTERS (continued)</u>									
Farm Supplies	22	\$23,433	\$2,875	9	330	\$775	\$771	\$4	\$2,577
Feed	3	7,373	903	--	131	263	263	--	510
Fertilizer	10	13,788	1,717	7	133	346	345	1	1,927
Seeds	9	2,272	255	2	66	166	163	3	140
Furniture and House Furnishings	292	39,222	8,284	191	2,124	4,175	4,097	78	12,764
China, glassware and crockery	86	14,255	3,726	29	936	1,929	1,915	14	3,284
Floor coverings	82	8,777	1,706	66	336	669	665	4	5,451
Furniture (household and office)	11	492	172	4	57	88	72	16	379
House furnishings (except as specified)	110	15,566	2,635	91	771	1,461	1,417	44	3,621
Musical instruments and sheet music	3	132	45	1	25	28	28	--	99
General Merchandise	22	220,768	7,396	4	1,339	3,156	3,150	6	12,580
Groceries (full line)	33	4,582	220	12	70	116	116	--	343
Groceries and Foods (specialty lines)	366	191,693	20,758	286	5,422	9,987	9,895	92	28,279
Canned goods	41	12,319	2,261	58	219	463	463	--	1,174
Coffee, tea and spices	123	113,868	11,711	34	3,344	5,986	5,942	44	13,726
Confectionery	10	552	131	13	49	69	68	1	89
Fish and sea foods	13	4,962	541	14	125	345	337	8	1,092
Other food and grocery specialties	177	59,992	6,114	167	1,685	3,124	3,085	39	12,198
Hardware	19	4,088	852	6	194	341	336	5	563
Jewelry and Optical Goods	232	38,316	6,782	203	1,350	3,018	2,980	38	10,808
Jewelry (full line)	3	408	70	5	8	10	10	--	113
Clocks and watches	48	13,972	3,062	27	466	1,364	1,343	21	1,493
Diamonds and other precious stones	107	16,305	1,953	122	317	726	712	14	6,516
Other jewelry specialties	67	6,369	1,468	47	476	784	782	2	2,407
Optical goods	7	1,072	229	2	83	134	133	1	274
Lumber and Construction Materials	22	4,821	617	5	138	265	258	7	580
Machinery, Equipment and Supplies	78	7,022	1,502	30	395	821	813	8	1,953
Metals and Metal Work (except scrap)	22	6,960	1,053	6	143	526	521	5	1,232
Paper and Its Products	28	5,022	704	8	218	377	375	2	683
Tobacco and Its Products (except leaf)	4	2,072	281	--	41	125	119	6	352
Waste Materials	4	1,679	175	--	17	57	56	1	34
All Other Products	147	120,747	7,227	73	1,313	3,306	3,277	29	19,895
Books, periodicals and newspapers	8	1,259	198	7	80	107	106	1	228
Flowers and nursery stock	5	1,263	243	1	68	140	137	3	209
Forest products (except lumber)	14	29,742	1,560	8	198	722	721	1	3,587
Leather and leather goods	16	4,880	472	4	120	228	228	--	840
Oils and greases (animal and vegetable)	15	16,676	862	7	118	284	282	2	2,706
Rubber (crude)	16	51,177	1,803	1	198	828	828	--	10,691
Textiles and materials other than dry goods	7	4,468	263	4	51	114	114	--	314
Yarns	9	671	140	6	52	81	80	1	173
Miscellaneous kinds of businesses	57	10,511	1,686	35	428	802	781	21	1,147
<u>INDUSTRIAL DISTRIBUTORS</u>	1,633	444,877	72,939	309	24,724	41,578	41,039	639	94,811
Automotive	6	1,528	378	3	138	229	229	--	379
Hardware	138	106,967	19,108	11	7,518	11,582	11,510	72	27,005
Machinery, Equipment and Supplies	1,389	307,140	47,750	284	15,190	26,705	26,251	454	61,276
Industrial equipment and supplies	184	79,337	15,056	16	5,229	8,734	8,671	63	18,234
Industrial (full line)	83	8,528	2,179	25	633	1,212	1,199	13	1,498
Belting, hose and packing	35	4,627	996	11	334	617	593	22	979
Industrial machinery	10	2,673	532	3	152	262	260	2	567
Construction (including road building)	43	8,998	1,549	19	494	925	915	10	1,637
Machine tools	23	6,400	1,208	4	408	712	694	18	1,466
Mining and quarrying	679	143,326	15,280	99	4,246	7,635	7,383	252	26,465
Power plant	14	1,621	318	9	112	183	182	1	231
Used machinery and equipment	11	1,299	380	3	128	186	183	3	339
All other	25	2,366	604	15	191	400	397	3	430
Transportation equipment and supplies	282	47,965	9,651	80	3,263	5,839	5,772	67	9,210

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1. - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
<u>INDUSTRIAL DISTRIBUTORS (continued)</u>									
Metals and Metal Work (except scrap)	8	\$3,054	\$611	--	185	\$356	\$356	--	\$592
Plumbing and Heating Equipment and Sple.	83	23,727	4,461	3	1,480	2,462	2,450	\$12	5,006
All Other Products	9	2,461	631	8	213	244	243	1	553
<u>CASH AND CARRY WHOLESALERS</u>									
Groceries (full line)	378	50,605	2,471	46	12,089	1,327	1,318	9	4,878
Groceries and Food (specialty lines)	57	4,451	265	51	129	130	121	9	406
Tobacco and Its Products (except leaf)	142	19,096	617	104	265	328	322	6	864
<u>DROP SHIPPERS OR DESK JOBBERS</u>									
Coal and Coke	380	169,650	10,851	134	2,185	5,794	5,593	201	2,090
Farm Products - raw materials	24	25,507	452	5	63	173	170	3	1
Farm Supplies	19	3,006	184	11	63	95	89	6	1
Lumber and Construction Materials	511	134,981	9,928	294	2,068	4,925	4,762	163	1,323
Machinery, Equipment and Supplies	9	3,897	239	2	65	173	173	--	6
Metals and Metal Work (except scrap)	3	2,220	102	--	17	69	66	3	--
Paper and Its Products	11	1,159	79	7	26	52	51	1	--
Petroleum and Its Products	15	4,997	240	7	69	159	158	1	--
Waste Materials	4	327	20	4	3	3	3	--	--
All Other Products	55	20,402	1,470	33	342	809	804	5	90
Forest products (except lumber)	29	13,054	562	17	105	353	351	2	1
Miscellaneous kinds of business	26	7,348	908	16	237	456	453	3	89
<u>MAIL ORDER WHOLESALERS</u>									
Amusement and Sporting Goods	10	57	14	8	14	10	9	1	67
Automotive	6	2,438	467	3	138	232	230	2	340
Automotive equipment	6	2,438	467	3	138	232	230	2	340
Chemicals and Paints	9	170	34	7	21	19	18	1	15
Clothing and Furnishings	20	2,336	433	14	153	172	161	11	246
Drugs and Drug Sundries (specialty lines)	31	2,677	322	24	216	230	216	14	184
Drug specialties	9	931	99	8	32	46	46	--	56
Patent medicines	9	189	56	8	50	41	37	4	13
Toilet articles and preparations	6	988	285	4	99	107	97	10	42
All other	7	569	82	4	35	36	36	--	73
Dry Goods (specialty lines)	6	85	29	6	15	13	12	1	18
Electrical Goods	14	1,137	336	13	106	119	115	4	184
Furniture and House Furnishings	11	416	128	7	48	34	31	3	303
Jewelry and Optical Goods	7	445	46	6	19	19	19	--	19
Machinery, Equipment and Supplies	31	1,661	435	26	175	226	223	3	443
Paper and Its Products	9	744	249	6	48	47	44	3	37
All Other Products	35	1,818	533	31	235	218	211	7	260
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
<u>RETAILER COOPERATIVE WAREHOUSES</u>	161	\$153,398	\$9,383	--	3,646	\$5,245	\$5,208	\$37	\$14,865
Drugs (full line)	19	24,687	2,320	--	1,043	1,305	1,302	3	3,583
Drugs and Drug Sundries (specialty lines)	12	1,398	235	--	90	108	108	--	255
Groceries (full line)	95	103,590	5,167	--	1,971	2,955	2,928	27	9,477
Groceries and Foods (specialty lines)	5	4,945	331	--	107	192	188	4	557
All Other Products	30	16,778	1,330	--	435	685	662	3	993
<u>WAGON DISTRIBUTORS</u>	4,256	212,776	31,064	4,023	12,742	15,962	15,444	538	7,173
Automotive	27	339	81	27	38	41	40	1	43
Beer, Wines and Liquors	1,427	63,163	8,997	1,386	3,527	3,844	3,652	192	1,745
Beer and other fermented malt liquors	1,405	61,640	8,789	1,363	3,429	3,749	3,559	190	1,526
Wines and liquors	22	1,323	208	23	98	95	93	2	219
Clothing and Furnishings	6	40	6	7	1	1	1	--	13
Drugs and Drug Sundries (specialty lines)	14	172	48	9	25	31	29	2	13
Farm Products - consumer goods	851	63,931	11,507	713	4,569	6,363	6,249	114	1,829
Dairy products	411	46,719	9,307	257	3,603	5,202	5,147	55	1,588
Fruits and vegetables (fresh)	278	5,852	674	299	362	291	263	28	33
Poultry and poultry products	85	2,750	166	93	77	62	54	8	12
Dairy and poultry products	73	8,451	1,339	59	517	796	773	23	194
All other	4	159	21	5	10	12	12	--	2
Groceries and Foods (specialty lines)	1,586	64,910	9,182	1,509	4,032	5,099	4,896	203	2,710
Canned goods	10	771	91	8	41	55	55	--	81
Coffee, tea and spices	71	2,721	776	59	326	435	418	17	258
Confectionery	462	12,407	1,293	476	645	679	649	30	717
Fish and sea foods	12	332	71	11	24	37	36	1	61
Meats and meat products	153	8,514	803	167	337	418	396	22	160
Soft drinks	177	4,222	968	162	454	568	538	30	121
All other	701	35,943	5,180	626	2,205	2,907	2,804	103	1,312
Petroleum and Its Products	73	1,158	114	82	46	45	43	2	26
Tobacco and Its Products (except leaf)	190	17,431	850	202	359	441	430	11	697
All Other Products	82	1,632	279	88	145	117	104	13	97
MANUFACTURERS' SALES BRANCHES WITH STOCKS									
<u>UNITED STATES TOTAL</u>	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
Amusement and Sporting Goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Moving picture films	93	42,408	8,395	--	2,471	4,710	4,704	6	4,297
Sporting goods (full line)	58	14,863	4,485	--	992	1,414	1,405	9	2,459
Toys, novelties and fireworks	16	4,838	1,046	--	275	494	489	5	723
All other	74	39,981	5,302	--	1,718	2,686	2,684	2	4,357
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Automobiles and other motor vehicles	432	1,006,177	57,474	--	15,340	28,633	28,397	236	44,930
Automotive equipment	193	46,950	7,690	6	1,989	3,900	3,876	24	5,198
Tires and tubes	271	206,738	24,995	--	6,282	12,709	12,594	115	18,435
Beer, Wines and Liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Beer and other fermented malt liquors	261	68,275	13,319	6	2,697	4,979	4,954	25	2,501
Wines and liquors	116	197,537	24,071	--	2,587	6,554	6,514	40	17,258
Chemicals and Paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Dyestuffs	33	33,614	4,403	--	651	2,088	2,088	--	2,149
Explosives	43	32,377	4,217	--	606	1,679	1,675	4	2,435
Industrial chemicals	73	122,582	12,052	--	1,328	3,373	3,361	12	7,344
Paints and varnishes	265	168,189	30,531	2	6,455	12,802	12,628	174	19,158
All other	147	70,773	12,934	10	1,905	5,485	5,427	58	5,031

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)									
Clothing and Furnishings	345	282,153	34,296	82	8,205	18,195	18,092	103	38,915
Clothing and/or furnishings	20	8,917	1,151	--	347	725	709	16	1,172
Men's and boys'	137	98,279	13,219	35	2,792	6,533	6,507	26	16,707
Women's and children's	103	47,808	5,944	41	1,303	3,447	3,433	14	4,487
Furs, dressed and fur clothing	5	622	65	4	21	41	41	--	75
Hosiery	14	13,550	1,469	--	473	747	747	--	1,429
Millinery and millinery supplies	11	1,320	244	1	77	118	117	1	158
Shoes and other footwear	55	111,667	12,204	1	3,192	6,584	6,538	46	14,687
Coal and Coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and Drug Sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Drug specialties	115	73,163	17,234	--	4,198	8,773	8,766	7	7,440
Patent medicines	38	23,391	8,485	2	634	1,397	1,394	3	1,502
Toilet articles and preparations	99	27,153	7,269	4	2,070	3,063	3,057	6	2,714
All other	18	4,761	1,009	5	148	333	327	6	268
Dry Goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical Goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm Products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	75	2,527
Farm Supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Feed	30	2,904	301	2	121	160	156	4	200
Fertilizer	39	28,409	4,446	--	774	1,621	1,610	11	2,398
All other	5	472	84	--	22	49	49	--	81
Furniture and House Furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Floor coverings	50	28,443	2,917	--	544	1,116	1,093	23	4,277
Furniture (household and office)	121	32,292	4,276	6	1,112	2,251	2,222	29	1,820
House furnishings (except as specified)	72	15,867	3,106	10	706	1,315	1,308	7	1,969
All other	7	2,357	589	1	111	298	298	--	653
Groceries and Foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Canned goods	230	161,838	21,418	--	4,348	8,701	8,489	212	11,090
Coffee, tea and spices	14	12,338	2,373	--	322	673	665	8	352
Confectionery	81	37,096	3,626	3	974	1,910	1,896	14	2,185
Flour	165	122,086	7,537	3	2,197	3,746	3,695	51	5,410
Meats and meat products	937	1,080,929	64,497	11	22,650	33,540	33,084	456	30,433
Soft drinks	31	6,843	2,590	5	732	1,344	1,269	75	573
All other	1,644	831,036	100,149	10	20,353	37,351	37,126	225	32,262
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and Optical Goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Jewelry	43	72,507	3,722	10	753	1,824	1,817	7	7,995
Optical goods	206	18,951	7,199	--	2,349	3,542	3,540	2	3,410
Lumber and Construction Materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Builders' supplies (full line)	45	32,474	5,623	--	1,272	2,732	2,732	--	2,385
Lumber and millwork	38	13,186	2,295	6	565	1,198	1,186	12	3,362
Brick, tile and terra cotta	44	5,403	1,156	1	276	549	535	14	794
Cement, lime and plaster	27	11,452	2,452	--	403	953	948	5	1,812
Sand, gravel and crushed stone	4	118	32	--	16	19	15	4	82
All other	103	50,159	7,126	1	2,978	4,802	4,400	402	5,050
Machinery, Equipment and Supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Commercial machinery, eqpt. and appls.	955	108,920	34,510	1	13,308	26,701	26,572	189	11,838
Office (except furniture)	81	18,935	5,662	5	1,542	2,766	2,550	216	1,424
Store, restaurant and hotel	252	193,308	35,280	--	8,873	14,041	13,691	350	38,146
Farm and dairy machinery and equipment	7	3,693	563	--	237	346	345	1	979
Industrial equipment and supplies	51	26,869	3,479	3	975	2,132	2,114	18	1,787
Industrial (full line)	81	7,206	1,064	--	389	716	710	6	784
Belting, hose and packing	18	6,863	707	--	134	339	307	32	1,184
Power transmission equipment	316	95,162	16,262	1	5,140	9,214	9,200	14	13,712
Rope, cordage and twine									
All other									

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS (Continued))</b>									
Machinery, Equipment and Spls. (continued)									
Industrial machinery									
Construction (including road building)	81	\$18,645	\$3,160	--	676	\$1,493	\$1,489	\$4	\$2,227
Machine tools	21	7,369	1,103	--	269	514	514	--	583
Mining and quarrying	52	22,179	2,970	--	617	1,705	1,704	1	1,588
Oil well and oil refining	150	28,038	2,736	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	624	--	124	296	295	1	306
Textile	20	16,068	4,991	--	1,264	3,617	3,617	--	2,150
All other	91	41,422	7,833	--	2,722	5,115	5,089	26	11,959
Professional equipment and supplies									
Dental	38	11,220	2,680	--	770	1,486	1,486	--	2,334
Surgical, medical and hospital	117	18,869	4,269	2	1,043	2,250	2,249	1	3,288
All other	24	3,789	848	--	274	553	552	1	444
Service equipment and supplies									
Barber and beauty parlor	18	3,598	1,042	6	204	454	448	6	161
Laundry	50	14,871	3,648	--	875	2,308	2,250	58	2,719
Upholsterers'	43	6,192	1,304	--	265	565	565	--	937
All other	158	31,316	9,907	6	2,471	4,680	4,673	7	4,870
Transportation equipment and supplies	9	2,911	940	--	161	516	516	--	242
<b>Metals and Metal Work (except scrap)</b>	<b>271</b>	<b>243,350</b>	<b>23,986</b>	<b>5</b>	<b>7,041</b>	<b>12,685</b>	<b>12,615</b>	<b>70</b>	<b>42,027</b>
Iron and steel (except structural)	110	108,011	13,342	--	3,984	6,993	6,950	43	17,616
Structural iron and steel	43	22,063	3,326	1	1,258	2,108	2,106	2	5,710
Wire, wire fence and wire rope	30	27,282	2,094	2	517	1,050	1,032	18	2,114
Sheet metal products	23	19,350	2,341	1	662	896	894	2	1,645
All other	45	66,644	2,863	1	620	1,638	1,635	5	14,942
<b>Paper and Its Products</b>	<b>206</b>	<b>150,420</b>	<b>18,490</b>	<b>6</b>	<b>4,433</b>	<b>9,168</b>	<b>9,148</b>	<b>20</b>	<b>14,354</b>
<b>Petroleum and Its Products</b>	<b>56</b>	<b>18,175</b>	<b>3,801</b>	<b>--</b>	<b>814</b>	<b>1,910</b>	<b>1,904</b>	<b>6</b>	<b>1,981</b>
<b>Plumbing and Heating Equipment and Spls.</b>	<b>367</b>	<b>102,251</b>	<b>21,310</b>	<b>8</b>	<b>6,313</b>	<b>9,701</b>	<b>9,461</b>	<b>240</b>	<b>17,885</b>
<b>Tobacco and Its Products (except leaf)</b>	<b>65</b>	<b>407,526</b>	<b>50,103</b>	<b>7</b>	<b>3,380</b>	<b>7,007</b>	<b>7,007</b>	<b>--</b>	<b>12,261</b>
<b>All Other Products</b>	<b>366</b>	<b>167,468</b>	<b>18,090</b>	<b>19</b>	<b>4,177</b>	<b>8,916</b>	<b>8,848</b>	<b>68</b>	<b>24,872</b>
Books, periodicals and newspapers	48	19,531	5,493	3	1,362	2,774	2,772	2	4,999
Forest products (except lumber)	39	12,170	1,678	1	357	707	693	14	2,017
Leather and leather goods	90	59,745	4,239	6	942	2,141	2,118	23	8,105
Oils and greases (animal and vegetable)	29	29,639	1,026	--	162	441	441	--	1,021
Textiles and materials other than dry goods	25	19,389	2,208	--	398	1,213	1,212	1	5,045
Yarns	17	18,915	1,480	1	372	759	759	--	2,897
Miscellaneous kinds of business	118	8,079	1,965	8	584	881	853	28	788

## MANUFACTURERS' SALES OFFICES WITHOUT STOCKS

<u>UNITED STATES TOTAL</u>	<u>4,196</u>	<u>3,620,074</u>	<u>239,889</u>	<u>149</u>	<u>42,895</u>	<u>106,093</u>	<u>105,266</u>	<u>827</u>	<u>--</u>
Amusement and Sporting Goods	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Moving picture films	131	84,930	12,127	--	4,069	6,444	6,442	2	--
All other	9	34,243	7,138	1	1,483	3,867	3,867	--	--
Automotive	36	53,549	3,575	--	688	1,687	1,686	1	--
Beer, Wines and Liquors	37	81,280	9,248	--	928	2,470	2,470	--	--
Chemicals and Paints	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Clothing and Furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	--
Coal and Coke	6	11,526	348	--	48	136	136	--	--
Drugs and Drug Sundries (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	--
Dry Goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Notions	22	11,818	787	2	266	586	586	--	--
Piece goods	107	212,323	7,154	5	1,315	3,806	3,788	18	--
All other	4	1,335	241	2	104	99	98	1	--
Electrical Goods	263	157,180	8,367	1	1,655	4,377	4,285	92	--
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION 1935		UNITED STATES SUMMARY							
TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS									
Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)									
Farm Products - consumer goods	5	\$3,350	\$696	--	57	\$109	\$109	--	--
Farm Supplies	33	17,043	2,293	1	343	673	651	\$22	--
Furniture and House Furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and Foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and Optical Goods	41	6,515	644	7	146	402	400	2	--
Lumber and Construction Materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, Equipment and Supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Commercial mchnry., eqpt. and apla.	316	21,647	4,823	9	1,649	3,653	3,523	130	--
Farm and dairy machinery and equipment	9	686	149	--	43	56	56	--	--
Industrial equipment and supplies	312	272,174	9,301	--	1,617	4,598	4,579	19	--
Industrial machinery	345	98,949	10,821	6	2,261	6,234	6,159	75	--
Professional equipment and supplies	44	3,626	1,216	--	294	689	689	--	--
Service equipment and supplies	72	35,779	2,624	--	501	1,284	1,281	3	--
Transportation equipment and supplies	48	59,592	2,177	4	349	1,333	1,329	4	--
Metals and Metal Work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and Its Products	181	136,643	7,988	3	1,069	3,282	3,195	87	--
Petroleum and Its Products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and Heating Equipment and Spls.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and Its Products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All Other Products	292	137,267	13,568	8	2,765	6,778	6,704	74	--
Books, periodicals and newspapers	106	31,788	7,909	2	1,716	3,663	3,660	3	--
Forest Products (except lumber)	70	29,751	1,599	2	339	1,051	1,049	2	--
Leather and leather goods	22	10,620	522	2	127	320	319	1	--
Oils and greases (animal and vegetable)	6	6,513	205	--	33	130	130	--	--
Textiles and materials other than dry goods	15	6,950	477	--	89	281	271	10	--
Yarns	22	46,254	1,416	--	223	681	630	51	--
Miscellaneous kinds of business	51	5,391	1,440	2	238	652	645	7	--
BULK TANK STATIONS									
Petroleum and Its Products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	\$157,687
AGENTS AND BROKERS									
<u>AUCTION COMPANIES</u>	609	382,857	10,692	650	6,585	6,094	4,740	1,354	2,716
Farm Products - raw materials	469	246,435	7,558	531	5,647	4,414	3,184	1,230	2,226
Horses and mules	44	6,961	385	47	242	184	148	36	80
Livestock	137	51,200	1,120	137	1,332	579	358	221	194
Tobacco (leaf)	303	181,348	5,741	346	3,970	3,460	2,493	967	1,554
All other	5	6,926	312	1	103	191	185	6	398
Farm Products - consumer goods	21	128,987	2,141	3	571	1,201	1,123	78	6
Furniture and House Furnishings	33	1,893	304	29	142	141	130	11	93
General Merchandise	16	2,330	231	17	75	100	85	15	49
All Other Products	50	3,212	458	50	150	238	218	20	342
<u>BROKERS</u>	3,922	2,889,546	39,411	3,255	9,885	20,396	20,002	394	10,810
Beer, Wines and Liquors	27	13,769	485	16	96	229	228	1	216
Chemicals and Paints	10	4,738	72	5	21	42	41	1	30
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (Continued)									
<u>BROKERS (continued)</u>									
Clothing and Furnishings	19	\$3,752	\$108	17	36	\$57	\$56	\$1	\$3
Drugs and Drug Sundries (specialty lines)	9	4,878	92	9	21	52	52	--	--
Dry Goods (specialty lines)	88	198,426	1,262	112	316	766	758	8	374
Piece goods	81	198,277	1,256	102	312	762	755	7	372
All other	7	149	6	10	4	4	3	1	2
Farm Products - raw materials	708	548,526	5,269	666	1,149	2,301	2,240	61	1,284
Cotton	264	165,185	1,849	256	397	612	594	18	618
Grain	165	221,455	1,447	134	331	752	743	9	198
Hides, skins, and furs (raw)	53	23,832	366	43	105	189	177	12	105
Livestock	144	52,029	792	158	177	332	313	19	28
Tobacco (leaf)	12	670	33	11	6	19	19	--	4
Wool and mohair	36	20,585	177	40	23	97	96	1	1
All other	34	64,770	605	24	110	300	298	2	330
Farm Products - consumer goods	595	231,556	5,861	469	1,437	2,623	2,521	102	1,122
Dairy products	23	11,149	162	16	35	71	68	3	60
Poultry and poultry products	18	15,555	201	11	43	110	109	1	24
Dairy and poultry products	30	31,842	353	18	70	177	174	3	270
Fruits and vegetables (fresh)	521	172,263	5,140	421	1,287	2,265	2,170	95	748
All other	3	849	5	3	2	--	--	--	--
Farm Supplies	88	48,683	787	75	178	322	314	8	18
Feed	64	30,125	505	57	119	202	196	6	8
Fertilizer	21	17,885	267	16	53	111	109	2	10
Seeds	3	673	15	2	6	9	9	--	--
Groceries (full line)	13	6,701	166	11	40	77	77	--	110
Groceries and Foods (specialty lines)	1,743	1,523,176	20,111	1,374	5,361	11,225	11,086	139	7,231
Canned goods	399	257,459	4,953	291	1,306	2,830	2,800	30	1,832
Coffee, tea and spices	122	89,617	915	124	224	466	461	5	42
Confectionery	19	5,011	111	19	39	68	65	3	9
Fish and sea foods	19	2,743	102	13	34	61	60	1	72
Flour	95	56,680	797	91	165	323	317	6	113
Meats and meat products	37	83,003	459	37	96	233	230	3	2
Sugar	213	521,872	4,202	137	975	2,365	2,345	20	1,388
Other food and grocery specialties	839	506,791	8,572	662	2,542	4,879	4,808	71	3,773
Jewelry and Optical Goods	34	1,081	60	34	15	26	26	--	15
Lumber and Construction Materials	43	5,988	251	42	84	125	123	2	--
Machinery, Equipment and Supplies	55	2,327	209	42	62	96	90	6	30
Metals and Metal Work (except scrap)	17	2,371	111	10	31	71	71	--	6
Paper and Its Products	58	4,929	285	54	94	166	160	6	2
Petroleum and Its Products	59	57,876	1,193	31	183	580	557	23	58
Waste Materials	57	16,662	734	28	140	401	395	6	49
All Other Products	299	214,005	2,305	260	601	1,237	1,207	30	268
Books, periodicals and newspapers	20	450	71	17	126	53	43	10	--
Forest products (except lumber)	24	1,662	81	26	47	54	48	6	13
Leather and leather goods	11	4,425	125	9	26	52	52	--	11
Oils and greases (animal and vegetable)	45	124,776	901	29	128	489	485	4	6
Rubber (crude)	6	52,848	242	7	23	100	100	--	116
Textiles and materials other than dry goods	6	3,062	27	7	6	12	12	--	10
Yarns	27	14,748	180	25	38	63	62	1	1
Miscellaneous kinds of business	160	12,034	678	140	207	414	405	9	105

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (Continued)									
<u>COMMISSION MERCHANTS</u>	3,135	32,662,491	367,364	2,818	18,298	34,104	33,089	1,015	30,486
Chemicals and Paints	11	12,349	429	2	85	255	255	--	48
Clothing and Furnishings	48	11,855	492	49	123	263	261	2	97
Clothing and/or furnishings (full line)	6	985	70	5	26	46	46	--	--
Men's and boys'	12	3,259	155	14	25	74	73	1	66
Women's and children's	10	5,381	191	11	38	99	98	1	16
Furs, dressed and fur clothing	6	652	26	7	8	15	15	--	15
Hosiery	6	1,247	40	4	19	26	26	--	--
Millinery and millinery supplies	4	163	5	4	5	2	2	--	--
Shoes and other footwear	4	168	5	4	2	1	1	--	--
Drugs and Drug Sundries (specialty lines)	7	1,100	132	5	26	59	59	--	9
Dry Goods (specialty lines)	98	269,053	10,836	72	1,970	5,144	5,132	12	6,003
Notions	11	20,310	3,376	2	575	1,243	1,242	1	4,129
Piece goods	84	248,304	7,448	67	1,389	3,892	3,881	11	1,871
All other	3	439	12	3	6	9	9	--	3
Farm Products - raw materials	1,697	1,785,947	27,399	1,695	8,143	13,339	12,788	551	15,019
Cotton	189	157,224	3,265	196	594	1,021	994	27	8,116
Grain	240	346,618	4,424	134	1,074	2,307	2,279	28	510
Hides, skins, and furs (raw)	101	20,406	771	94	192	390	374	16	490
Horses and mules	42	24,430	937	52	273	279	247	32	261
Livestock	976	1,139,285	15,484	1,083	5,260	8,286	7,927	359	2,243
Tobacco (leaf)	34	13,152	547	33	363	300	247	53	464
Wool and mohair	83	77,101	1,733	75	323	641	609	32	2,588
All other	32	7,731	238	28	64	115	111	4	347
Farm Products - consumer goods	832	387,622	20,399	694	6,008	10,940	10,557	383	3,883
Dairy products	4	15,694	338	4	35	158	156	2	53
Poultry and poultry products	139	55,863	2,385	114	671	1,318	1,245	73	723
Dairy and poultry products	37	20,377	652	22	179	293	280	13	272
Fruits and vegetables (fresh)	648	294,117	16,875	552	5,069	9,092	8,797	295	2,754
All other	4	1,571	149	2	54	79	79	--	81
Farm Supplies	95	25,609	897	75	222	417	409	8	182
Feed	68	21,868	732	52	160	323	318	5	78
Fertilizer	20	2,922	133	17	56	85	82	3	75
Seeds	7	819	32	6	6	9	9	--	29
Furniture and House Furnishings	22	12,963	599	9	157	402	400	2	53
Groceries and Foods (specialty lines)	96	74,540	1,897	72	472	981	961	20	1,886
Fish and sea foods	39	29,645	619	29	154	351	342	9	183
Flour	11	2,588	81	10	30	52	51	1	49
Meats and meat products	12	5,560	249	11	66	145	145	--	71
Other food and grocery specialties	34	36,747	948	22	222	433	423	10	1,583
Jewelry and Optical Goods	9	238	18	9	2	1	1	--	4
Paper and Its Products	8	1,570	64	5	14	38	37	1	2
Petroleum and Its Products	11	3,398	128	6	30	77	77	--	52
Waste Materials	19	4,906	257	15	45	116	113	3	230
All Other Products	182	71,341	3,817	110	1,001	2,072	2,039	33	3,018
Flowers and nursery stock	70	9,073	1,311	35	451	722	715	7	111
Leather and leather goods	28	15,044	565	23	164	324	323	1	1,467
Textiles and materials other than dry goods	7	7,568	216	7	43	89	88	1	71
Yarns	28	24,686	1,167	9	198	610	601	9	812
Miscellaneous kinds of business	49	14,970	558	36	145	327	312	15	557

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprietors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (Continued)									
<u>EXPORT AGENTS</u>									
	496	\$276,506	\$14,638	305	3,851	\$6,382	\$6,306	\$76	\$3,802
Amusement and Sporting Goods	18	1,930	181	9	39	95	94	1	--
Automotive	26	29,512	1,569	13	225	448	448	--	1,271
Automotive equipment	17	14,878	342	10	105	209	209	--	60
All other	9	14,634	1,227	3	121	239	239	--	1,211
Chemicals and Paints	18	9,723	1,659	7	67	261	243	18	42
Clothing and Furnishings	29	4,894	276	26	84	128	128	--	6
Drugs and Drug Sundries (specialty lines)	6	392	21	8	11	13	11	2	--
Dry Goods (specialty lines)	17	10,035	690	15	191	469	467	2	1,494
Electrical Goods	32	2,506	292	21	76	155	151	4	1
Farm Products - raw materials	53	78,070	3,249	35	1,862	1,485	1,472	13	639
Cotton	19	9,954	365	25	51	112	110	2	197
Grain	6	27,936	177	1	52	129	129	--	88
Hides, skins, and furs (raw)	4	1,593	53	1	28	38	36	2	254
Tobacco (leaf)	17	34,237	2,546	4	1,706	1,178	1,171	7	69
All other	7	4,350	90	4	25	28	26	2	31
Farm Products - consumer goods	20	5,725	150	9	35	75	75	--	5
General Merchandise	25	32,006	1,283	10	264	775	774	1	65
Groceries and Foods (specialty lines)	27	12,265	367	21	85	183	182	1	34
Hardware	5	829	57	5	14	22	22	--	1
Lumber and Construction Materials	63	34,086	1,767	26	283	616	611	5	22
Machinery, Equipment and Supplies	74	19,915	1,983	45	334	1,011	988	23	182
Metals and Metal Work (except scrap)	6	12,758	236	3	44	137	136	1	9
Petroleum and Its Products	15	4,617	224	4	59	123	122	1	4
Plumbing and Heating Equipment and Spls.	5	1,345	86	3	27	44	44	--	3
Waste Materials	11	8,804	262	4	58	172	172	--	5
All Other Products	45	7,094	286	41	92	170	166	4	19
<u>IMPORT AGENTS</u>									
	335	212,573	10,357	207	1,272	3,134	3,064	70	5,478
Amusement and Sporting Goods	15	2,501	962	9	181	482	481	1	54
Chemicals and Paints	24	16,665	4,232	9	91	304	304	--	42
Clothing and Furnishings	16	3,250	232	11	73	147	143	4	50
Drugs and Drug Sundries (specialty lines)	8	2,118	194	5	44	126	126	--	1
Dry Goods (specialty lines)	26	4,477	191	18	41	93	90	3	68
Farm Products - raw materials	43	38,838	886	32	118	327	326	1	904
Farm Products - consumer goods	5	1,753	55	2	19	34	33	1	20
Farm Supplies	10	6,273	223	4	42	99	99	--	81
Furniture and House Furnishings	11	1,049	95	9	22	45	45	--	24
Groceries and Foods (specialty lines)	48	44,259	752	34	192	377	377	--	289
Coffee, tea and spices	15	21,357	319	16	89	182	182	--	28
Other food and grocery specialties	33	22,902	433	18	103	195	195	--	261
Hardware	4	152	27	2	5	7	7	--	6

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\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION, 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (Continued)									
<u>IMPORT AGENTS (continued)</u>									
Lumber and Construction Materials	17	\$2,453	\$178	7	46	\$82	\$82	--	\$19
Machinery, Equipment and Supplies	33	10,241	395	20	93	204	194	\$10	381
Metals and Metal Work (except scrap)	21	30,488	687	7	130	332	286	46	325
Paper and Its Products	7	3,283	249	8	14	37	35	2	6
All Other Products	47	44,773	999	30	161	438	436	2	3,208
<u>MANUFACTURERS' AGENTS</u>									
	7,548	768,619	44,092	6,557	14,300	23,995	22,906	1,089	12,902
Amusement and Sporting Goods	194	15,395	1,646	183	439	731	707	24	147
Cameras and motion picture eqpt. & spls.	7	218	44	5	21	28	27	1	9
Moving picture films	30	2,661	646	19	137	220	217	3	18
Sporting goods (full line)	18	2,201	104	21	25	33	31	2	33
Toys, novelties and fireworks	112	8,225	680	115	208	340	330	10	58
All other	27	2,090	172	23	48	110	102	8	29
Automotive	404	33,550	2,145	373	683	1,091	1,047	44	942
Automobiles and other motor vehicles	15	1,931	262	15	52	120	119	1	24
Automotive equipment	367	31,231	1,840	338	611	947	906	41	819
Tires and tubes	22	388	43	20	20	24	22	2	99
Beer, Wines and Liquore	26	3,715	180	22	56	104	103	1	59
Beer and other fermented malt liquors	3	33	2	4	1	1	1	--	--
Wines and liquore	23	3,682	178	18	55	103	102	1	59
Chemicals and Paints	314	36,741	2,141	246	621	1,181	1,126	55	559
Dyestuffs	5	339	72	2	16	42	41	1	--
Explosives	8	239	46	2	15	18	17	1	16
Industrial chemicals	57	18,187	947	39	198	510	502	8	444
Neval stores	7	1,418	39	5	14	21	21	--	23
Paints and varnishes	67	6,465	418	50	136	266	240	26	29
All other	170	10,093	619	148	242	324	305	19	47
Clothing and Furnishings	636	76,507	2,873	652	772	1,275	1,222	53	382
Clothing and/or furnishings (full line)	72	12,670	492	79	124	239	238	1	23
Men's and boys'	116	10,623	346	123	71	126	118	8	16
Women's and children's	264	32,481	1,185	256	333	531	498	33	125
Furs, dressed and fur clothing	36	3,819	192	39	47	70	68	2	151
Hosiery	45	6,061	282	47	102	161	161	--	34
Millinery and millinery supplies	57	5,145	211	65	46	90	89	1	29
Shoes and other footwear	46	5,708	165	43	49	58	50	8	4
Drugs and Drug Sundries (specialty lines)	92	10,755	672	91	269	380	375	5	177
Drug specialties	18	2,481	100	18	52	60	58	2	84
Potent medicines	13	728	67	14	28	54	53	1	2
Toilet articles and preparations	45	3,138	191	46	65	89	87	2	29
All other	16	4,408	314	13	124	177	177	--	62
Dry Goods (specialty lines)	463	70,245	1,777	443	560	967	948	19	1,391
Notions	86	5,923	302	86	118	161	157	4	523
Piece goods	338	61,130	1,370	318	411	762	747	15	852
All other	39	3,192	105	39	31	44	44	--	16
Electrical Goods	579	41,914	2,802	495	1,020	1,503	1,451	52	1,682
Electrical merchandise (full line)	6	1,171	64	5	22	36	32	4	24
Apparatus and equipment	140	8,953	668	108	251	389	380	9	320
Wiring supplies and construction material	219	19,717	1,227	182	401	667	649	19	1,010
Radioes, refrigeratores and appliances	214	12,073	843	200	346	411	390	21	328
Farm Products - consumer goods	4	1,699	30	4	6	8	8	--	--
Farm Supplies	34	3,649	153	38	37	53	47	6	14
Feed	6	1,943	72	6	15	29	25	4	--
Fertilizer	22	997	41	25	10	8	6	2	7
All other	6	709	40	7	12	16	16	--	7

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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (Continued)</b>									
<u>MANUFACTURERS' AGENTS (continued)</u>									
Furniture and House Furnishings	308	\$35,577	\$1,872	285	597	\$1,036	\$992	\$44	\$286
China, glassware and crockery	71	8,057	538	54	178	330	314	16	25
Floor coverings	34	2,373	106	33	36	47	42	5	40
Furniture (household and office)	82	8,360	646	79	200	382	368	14	175
House furnishings (except as specified)	118	16,500	567	114	161	275	266	9	46
Musical instruments and sheet music	3	287	15	5	2	2	2	--	--
Groceries and Foods, (specialty lines)	246	98,975	2,188	200	697	1,260	1,236	24	1,359
Canned goods	56	20,560	438	49	156	239	232	7	195
Confectionery	14	2,622	71	10	30	49	49	--	4
Flour	14	5,947	116	13	31	63	59	4	3
Sugar	9	16,730	190	4	44	123	123	--	30
Other food and grocery specialties	153	53,116	1,373	124	436	786	773	13	1,127
Hardware	266	24,261	1,270	243	444	680	649	31	391
Hardware (full line)	13	3,138	141	16	45	68	68	--	67
Hardware (specialty lines)	253	21,123	1,129	227	399	612	581	31	324
Jewelry and Optical Goods	74	3,807	284	70	82	144	141	3	201
Jewelry (full line)	5	746	99	3	25	51	51	--	40
Clocks and watches	4	224	10	4	1	3	3	--	--
Other jewelry specialties	65	2,837	175	63	56	90	87	3	161
Lumber and Construction Materials	349	17,630	1,934	277	683	1,071	944	127	258
Builders' supplies (full line)	172	6,955	837	138	328	509	420	89	68
Lumber and millwork	51	3,520	192	45	64	88	82	6	125
Brick, tile and terra cotta	61	3,970	609	42	160	287	270	17	32
Cement, lime and plaster	9	930	86	6	29	67	60	7	3
Glass	26	1,181	114	24	41	70	67	3	24
Sand, gravel and crushed stone	6	153	30	5	10	18	18	--	--
All other	24	921	66	17	31	32	27	5	6
Machinery, Equipment and Supplies	2,166	150,561	14,670	1,725	4,279	8,130	7,740	390	3,148
Commercial machinery, eqpt., and spls.									
Office (except furniture)	114	3,100	676	100	248	434	424	10	153
Store, restaurant and hotel	160	6,586	824	146	312	503	451	52	165
All other	26	1,446	292	17	62	157	155	2	64
Farm and dairy machinery and equipment	58	2,846	323	50	121	204	198	6	213
Industrial equipment and supplies									
Industrial (full line)	6	745	42	4	10	27	27	--	15
Belting, hose and packing	80	6,065	493	62	164	303	296	7	49
Power transmission equipment	36	1,773	156	30	60	80	76	4	66
Rope, cordage and twine	20	2,973	190	17	48	110	109	1	47
All other	525	38,277	2,855	435	894	1,519	1,428	91	556
Industrial machinery									
Construction (including road building)	93	5,407	575	62	193	334	326	8	276
Machine tools	84	12,184	1,079	55	248	676	660	16	72
Mining and quarrying	44	2,388	289	33	76	143	140	3	48
Oil well and oil refining	34	4,554	457	27	84	217	213	4	259
Power plant	154	11,246	1,036	106	315	628	602	26	192
Textile	15	1,864	95	11	18	44	43	1	--
Used machinery and equipment	3	96	22	2	4	7	6	1	5
All other	212	12,053	1,146	174	377	632	587	45	222
Professional equipment and supplies									
Dental	11	228	33	8	19	22	22	--	19
Surgical, medical and hospital	32	2,589	195	29	80	135	133	2	55
All other	29	831	107	24	51	64	63	1	45
Service equipment and supplies									
Barber and beauty parlor	46	898	191	33	75	86	83	3	16
Laundry	13	437	67	13	28	33	32	1	36
Upholsterers	37	5,443	252	26	81	147	139	8	46
All other	160	3,026	386	153	175	184	169	15	64
Transportation equipment and supplies									
Aircraft and aeronautical	5	3,328	166	3	34	101	100	1	168
Railroad	143	19,269	2,545	85	459	1,240	1,158	82	274
Boats (including motor, sail and steam)	7	128	23	5	12	17	17	--	2
All other	19	781	155	15	31	83	83	--	19

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TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
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						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (Continued)</b>									
<u>MANUFACTURERS' AGENTS (continued)</u>									
Metals end Metal Work (except scrap)	283	\$38,298	\$1,676	236	449	\$1,041	\$1,001	\$40	\$272
Iron and steel (except structural)	125	23,246	993	104	219	481	461	20	61
Structural iron and steel	30	2,436	154	20	48	85	77	8	14
Wires, wire fence and wire rope	29	2,468	164	21	58	110	103	7	93
Copper	7	1,076	46	4	21	26	26	--	21
Sheet metal products	27	2,630	105	27	35	47	44	3	3
Other metals and metal work	65	6,442	214	60	68	292	290	2	60
Paper and Its Products	149	15,347	824	144	288	482	464	18	117
Wrapping or coarse paper and products	89	13,115	660	83	218	399	386	13	44
Stationery end stationery supplies	56	2,192	163	57	69	82	77	5	72
All other	4	40	1	4	1	1	1	--	1
Petroleum and Its Products	16	922	68	17	15	31	31	--	27
Plumbing and Heating Equipment and Spls.	399	23,123	2,182	302	768	1,248	1,197	51	524
Plumbing and heating (full line)	8	738	44	8	20	18	15	3	46
Heating (including stoves end ranges)	98	4,061	536	70	184	309	299	10	77
Plumbing fixtures, equipment end sps.	146	11,195	796	122	280	460	440	20	272
All other	147	7,129	806	102	284	461	443	18	129
All Other Products	546	65,948	2,705	511	1,535	1,579	1,477	102	966
Books, periodicals and newspapers	259	14,087	1,368	230	1,157	897	809	88	753
Forest products (except lumber)	17	4,095	114	12	28	65	64	1	5
Leather and leather goods	87	19,905	373	92	101	188	186	2	123
Oil and greases (animal and vegetable)	9	5,958	99	6	20	52	52	--	3
Textiles and materials other than dry goods	12	600	18	13	3	2	2	--	8
Yarns	31	11,027	199	23	44	120	118	2	20
Miscellaneous kinds of business	131	10,276	534	135	182	255	246	9	54
<u>SELLING AGENTS</u>	1,712	1,439,710	63,412	885	11,759	31,228	30,802	426	23,179
Amusement end Sporting Goods	15	3,933	473	13	145	231	229	2	132
Automotive	10	2,725	169	3	40	75	75	--	33
Beer, Wines and Liquors	9	2,226	150	8	37	79	78	1	35
Chemicals and Paints	43	18,211	1,324	21	198	497	491	6	836
Clothing and Furnishings	137	110,035	3,942	123	829	2,381	2,376	5	136
Clothing and/or furnishings (full line)	31	34,910	1,350	31	281	862	859	3	21
Men's end boys'	30	12,831	450	27	140	289	288	1	60
Women's and children's	31	18,951	619	35	117	333	333	--	5
Hosiery	28	36,840	1,348	18	250	811	810	1	27
Millinery and millinery supplies	8	2,398	98	6	24	49	49	--	20
Shoes and other footwear	9	4,105	77	6	17	37	37	--	3
Coal and Coke	418	423,580	25,123	69	3,830	9,966	9,791	175	12,443
Drugs end Drug Sundries (specialty lines)	15	6,256	700	3	262	416	416	--	--
Dry Goods (specialty lines)	228	457,761	13,521	142	2,729	8,299	8,249	50	3,197
Notions	6	1,468	99	6	43	55	44	11	--
Piece goods	218	455,657	13,369	131	2,676	8,224	8,185	39	3,197
All other	4	636	53	5	10	20	20	--	--
Electrical Goods	20	1,261	239	14	104	151	151	--	65
Farm Products - raw materials	18	11,916	312	15	62	128	127	1	79
Farm Products - consumer goods	6	8,595	258	1	45	97	92	5	73
Farm Supplies	59	3,082	149	57	47	78	73	5	47
Furniture and House Furnishings	40	21,928	990	15	237	611	595	16	1,029
China, glassware and crockery	3	508	19	3	8	10	10	--	--
Floor coverings	20	13,951	604	2	151	403	388	15	968
Furniture (household and office)	6	1,294	93	3	28	57	57	--	1
House furnishings (except as specified)	11	6,175	274	7	50	141	140	1	60
Groceries and Foods (specialty lines)	45	33,275	1,012	34	176	490	487	5	377
(continued on next page)									



## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
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Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (Continued)</b>									
<u>SELLING AGENTS (continued)</u>									
Hardware	8	\$3,115	\$291	4	68	\$149	\$138	\$11	\$30
Lumber and Construction Materials	299	75,280	4,390	179	1,100	2,354	2,285	69	762
Buildere' supplies (full line)	18	1,279	200	11	62	100	95	5	15
Lumber and millwork	205	52,435	3,160	129	774	1,651	1,598	53	499
Brick, tile and terra cotta	14	2,134	208	14	59	129	126	3	10
Cement, lime and plaster	7	781	98	4	23	53	51	2	--
Sand, gravel and crushed stone	37	15,862	536	12	126	318	316	2	233
All other	18	2,789	188	9	56	103	99	4	5
Machinery, Equipment and Supplies	152	26,341	2,993	80	709	1,754	1,719	35	947
Metals and Metal Work (except scrap)	46	87,074	2,421	21	403	1,242	1,217	25	712
Iron and steel (except structural)	26	37,694	1,225	7	210	577	573	4	565
Structural iron and steel	4	613	29	7	6	6	5	3	2
Wire, wire fence and wire rope	3	1,092	48	1	12	28	28	--	--
Other metals and metal work	13	47,685	1,119	6	175	631	613	18	145
Paper and Its Products	25	13,706	584	20	128	358	356	2	35
Plumbing and Heating Equipment and Sple.	21	1,252	407	7	91	167	165	2	109
Waste Materials	15	7,732	456	6	45	155	154	1	78
All Other Products	83	120,426	3,508	50	474	1,550	1,538	12	2,024
Books, periodicals and newspapers	6	3,107	381	1	125	255	254	1	205
Forest products (except lumber)	10	18,160	570	2	72	359	358	1	1,427
Leather and leather goods	19	5,588	174	16	35	81	74	7	72
Oils and greases (animal and vegetable)	5	4,956	212	3	16	63	63	--	200
Yarns	25	77,160	1,752	18	127	522	520	2	44
Miscellaneous kinds of business	18	10,455	419	10	99	270	269	1	76
<u>OTHER AGENTS</u>									
	390	275,774	6,783	293	2,335	4,533	4,506	27	192
Clothing and Furnishings	309	205,979	4,951	247	1,775	3,470	3,456	14	38
Clothing and/or furnishings (full line)	37	20,560	517	29	200	328	327	1	--
Men's and boys'	9	1,849	102	6	33	84	84	--	13
Women's and children's	216	172,012	3,992	171	1,403	2,863	2,852	11	24
Furs, dressed and fur clothing	26	4,587	102	23	35	55	55	--	--
All other	21	6,571	238	18	104	140	138	2	1
Dry Goods (full line)	5	14,101	58	3	25	38	37	1	--
Dry Goods (specialty lines)	16	5,034	118	10	41	76	76	--	--
General Merchandise	6	23,416	557	9	209	376	372	4	--
Groceries (full line)	8	4,664	96	6	39	58	58	--	10
Groceries and Foods (specialty lines)	10	10,250	177	1	33	79	75	4	56
All Other Products	36	12,130	826	17	213	436	432	4	88
<b>ASSEMBLERS</b>									
<u>COUNTRY BUYERS OF FARM PRODUCTS</u>	10,813	646,147	32,981	10,635	21,028	14,795	12,584	2,211	88,633
Farm Products - raw materials	5,088	425,804	18,505	5,096	9,913	7,650	6,735	915	83,124
Cotton	1,151	146,336	2,933	1,216	1,093	913	767	146	3,509
Grain	363	25,187	1,068	257	697	461	359	102	1,836
Hides, skins, and furs (raw)	449	10,452	923	445	603	486	393	93	1,814
Horses and mules	257	9,175	791	303	382	266	241	25	497
Livestock	2,137	145,355	5,636	2,269	2,509	1,852	1,595	257	2,445
Tobacco (leaf)	241	71,391	6,235	121	4,005	3,289	3,067	222	72,183
Wool and mohair	119	7,167	204	139	121	93	79	14	320
All other	371	10,721	715	346	503	290	234	56	520
(continued on next page)									

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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
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Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS (Continued)</b>									
<u>COUNTRY BUYERS OF FARM PRODUCTS (continued)</u>									
Farm Products - consumer goods	5,008	\$193,918	\$11,996	4,863	8,928	\$5,827	\$4,927	\$900	\$4,111
Dairy products	71	6,026	864	62	162	368	339	9	28
Poultry and poultry products	1,983	90,767	4,923	1,890	3,649	2,375	1,988	387	1,485
Dairy and poultry products	2,143	65,125	3,409	2,119	3,266	1,752	1,540	212	1,442
Fruits and vegetables (fresh)	788	31,065	2,743	786	1,809	1,301	1,011	290	1,149
All other	23	955	55	16	42	31	29	2	7
Farm Supplies	325	12,026	960	332	583	430	333	97	451
Groceries and Foods (specialty lines)	93	9,957	733	49	1,078	456	198	258	540
All Other Products	299	4,442	787	295	526	432	391	41	407
Flowers and nursery stock	159	1,336	336	165	261	180	175	5	69
Forest products (except lumber)	132	2,921	409	121	241	238	205	36	322
Miscellaneous kinds of business	8	185	42	9	24	14	13	1	16
<u>CREAM STATIONS</u>	3,619	29,854	1,479	2,239	2,232	1,033	882	151	222
Farm Products - consumer goods	3,619	29,854	1,479	2,239	2,232	1,033	882	151	222
<u>COOPERATIVE MARKETING ASSOCIATIONS</u>	2,117	955,727	60,318	--	22,692	23,406	20,504	2,902	56,657
Farm Products - raw materials	820	470,700	17,989	--	4,139	5,837	5,486	351	50,979
Cotton	209	141,272	7,980	--	987	1,615	1,552	63	34,401
Grain	225	132,461	5,361	--	1,528	2,120	2,007	113	13,150
Livestock	337	163,853	2,550	--	1,218	1,429	1,388	101	493
Tobacco (leaf)	18	2,469	192	--	120	127	86	41	2,755
Wool and mohair	16	23,756	1,481	--	189	381	362	19	136
All other	15	7,089	425	--	97	165	151	14	46
Farm Products - consumer goods	1,133	450,440	38,811	--	17,190	16,256	14,040	2,196	4,009
Dairy products	536	173,085	11,732	--	4,063	5,013	4,921	92	1,710
Poultry and poultry products	138	59,577	4,715	--	2,628	2,579	2,519	60	967
Fruits and vegetables (fresh)	442	215,966	22,230	--	10,431	8,586	6,542	2,044	1,268
All other	17	1,872	134	--	68	58	58	--	64
Farm Supplies	106	12,634	1,063	--	517	546	505	41	857
Groceries and Foods (specialty lines)	55	21,579	2,423	--	829	769	455	314	2,698
All Other Products	3	374	38	--	17	18	18	--	14
<u>ELEVATORS (GRAIN)</u>	8,462	600,363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Farm Products - raw materials	8,380	595,734	29,746	2,703	15,944	14,967	13,589	1,378	41,489
All Other Products	82	4,629	401	48	220	193	180	13	267
<u>PACKERS AND SHIPPERS</u>	1,504	230,920	41,320	1,070	25,262	20,007	15,088	4,919	5,362
Farm Products - consumer goods	1,054	191,756	35,444	592	20,203	16,903	12,595	4,308	4,723
Fruits and vegetables (fresh)	1,032	184,326	34,716	585	19,787	16,616	12,372	4,244	4,461
All other	22	7,430	728	7	416	287	223	64	262
Groceries and Foods (specialty lines)	441	57,937	5,780	470	4,931	3,039	2,444	595	1,131
Fish and sea foods	385	22,833	4,745	426	4,416	2,575	2,044	531	554
Other food and grocery specialties	56	15,102	1,037	44	535	464	400	64	577
All Other Products	9	1,227	96	8	108	65	49	16	128

\* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at \$124,872,000.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2. - MONTHLY EMPLOYMENT, BY STATES \*

Division and State	Active pro- priators and firm members	Employees full time and part time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember	De- cember
<u>UNITED STATES</u>														
NEW ENGLAND														
Connecticut	766	12,727	12,795	12,566	12,282	12,374	12,416	12,464	12,624	13,278	13,328	13,359		
Maine	504	6,271	6,395	6,313	6,246	6,093	5,927	5,905	6,389	6,721	6,515	6,381		
Massachusetts	3,215	51,888	50,879	51,151	51,331	51,651	51,940	52,253	52,135	52,858	52,455	52,615		
New Hampshire	172	2,149	2,102	2,110	2,123	2,120	2,151	2,209	2,197	2,203	2,137	2,113		
Rhode Island	359	6,328	6,319	6,294	6,262	6,230	6,255	6,256	6,368	6,453	6,421	6,481		
Vermont	140	2,158	2,100	2,093	2,121	2,140	2,184	2,227	2,226	2,193	2,147	2,151		
MIDDLE ATLANTIC														
New Jersey	1,570	26,386	25,690	25,729	25,945	26,193	26,730	26,771	26,865	27,057	26,815	26,724		
New York	16,626	243,120	239,510	239,689	240,204	240,267	242,227	243,521	245,645	249,444	249,354	249,696		
Pennsylvania	7,240	82,049	81,258	81,346	81,798	81,695	82,118	82,191	82,441	83,044	82,742	82,947		
EAST NORTH CENTRAL														
Illinois	6,611	104,740	102,430	102,965	103,588	104,043	104,574	105,254	105,939	107,313	107,430	106,861		
Indiana	2,183	23,263	22,509	22,659	22,907	23,128	23,643	23,794	23,606	23,866	23,472	23,571		
Michigan	3,560	41,587	40,391	40,224	40,445	40,507	41,120	41,433	42,299	44,235	43,530	43,635		
Ohio	5,322	68,394	66,430	66,798	67,629	68,069	68,819	69,668	69,726	70,160	69,605	69,487		
Wisconsin	2,035	24,936	24,413	24,513	24,702	24,749	24,881	25,060	25,273	25,605	25,539	25,359		
WEST NORTH CENTRAL														
Iowa	2,619	19,753	18,691	18,825	19,229	19,426	19,656	20,165	20,268	20,600	20,526	20,186		
Kansas	2,076	12,726	12,270	12,457	12,549	12,699	12,902	13,032	12,948	12,968	12,817	12,730		
Minnesota	2,585	32,079	30,876	30,948	31,229	31,378	31,695	32,287	32,661	33,128	33,273	32,864		
Missouri	3,740	56,576	55,335	55,862	56,032	56,081	56,309	56,771	56,840	57,181	57,590	57,419		
Nebraska	1,603	13,672	13,186	13,288	13,374	13,450	13,625	13,967	14,026	14,108	13,959	13,919		
North Dakota	598	4,935	4,621	4,696	4,733	4,698	4,754	4,961	5,446	5,519	5,160	4,914		
South Dakota	524	4,478	4,169	4,294	4,490	4,553	4,474	4,513	4,544	4,665	4,613	4,580		

(Continued)

\* Includes no employers of commission bulk tank stations. See text.

## CENSUS OF BUSINESS

## UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY STATES \*

Division and State	Active pro- prietors and firm members	Employees (fulltime and part-time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
<b>SOUTH ATLANTIC</b>														
Delaware	148	1,699	1,808	1,813	1,841	1,856	1,893	1,917	1,961	1,955	1,960	1,962	1,923	1,900
District of Columbia	327	8,274	8,048	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,469	8,459
Florida	1,005	18,573	18,926	22,128	21,796	20,697	17,724	14,806	13,746	13,878	14,774	18,615	20,821	22,165
Georgia	1,371	18,444	17,954	17,975	18,170	18,110	17,566	17,573	17,544	18,210	18,475	20,107	19,717	19,910
Maryland	1,744	19,164	19,139	18,976	18,992	18,306	18,289	18,485	19,011	18,771	19,554	20,233	20,144	20,066
North Carolina	1,460	16,980	15,607	14,904	13,988	13,692	13,789	13,205	13,873	18,862	22,496	22,165	22,009	19,173
South Carolina	809	6,128	5,734	5,633	5,582	5,551	5,587	5,607	5,833	7,276	7,468	6,963	6,141	6,155
Virginia	1,065	18,846	19,360	18,792	17,986	17,135	17,257	17,224	17,106	19,660	19,147	20,681	21,125	20,679
West Virginia	617	8,835	8,606	8,602	8,548	8,588	8,721	8,768	8,863	8,940	9,055	9,229	9,059	9,041
<b>EAST SOUTH CENTRAL</b>														
Alabama	920	10,675	10,538	10,583	10,511	10,405	10,420	10,420	10,406	10,536	10,788	11,165	11,295	11,033
Kentucky	1,240	15,765	21,607	20,568	16,098	14,313	13,961	13,692	13,067	13,955	14,242	13,849	14,026	19,607
Mississippi	633	5,076	4,808	4,768	4,814	4,995	5,208	5,347	4,992	5,085	5,143	5,244	5,270	5,236
Tennessee	1,536	19,929	20,929	20,742	20,510	20,222	19,344	18,993	19,149	18,955	19,342	19,785	19,787	21,390
<b>WEST SOUTH CENTRAL</b>														
Arkansas	747	6,006	5,668	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110
Louisiana	938	17,372	17,068	17,019	17,142	17,198	17,448	17,243	17,172	17,216	17,434	17,874	17,822	17,609
Oklahoma	1,792	12,809	12,249	12,270	12,307	12,549	12,299	12,629	12,905	12,876	13,027	13,503	13,696	13,598
Texas	4,141	44,050	44,376	44,431	44,389	43,754	43,391	42,786	41,197	41,724	42,390	46,356	46,762	47,045
<b>MOUNTAIN</b>														
Arizona	239	2,670	2,800	2,556	2,786	2,877	2,561	2,524	2,582	2,481	2,503	2,656	2,679	3,035
Colorado	890	10,102	9,758	9,667	9,679	9,750	9,820	9,876	10,145	10,298	10,545	10,541	10,579	10,566
Idaho	360	3,372	3,303	3,232	3,231	3,079	2,911	2,626	2,791	3,071	3,767	4,417	4,574	3,886
Montana	225	4,040	3,796	3,779	3,810	3,877	3,957	4,038	4,115	4,195	4,257	4,284	4,166	4,204
Nevada	441	649	631	622	619	631	646	662	668	670	664	655	662	653
New Mexico	141	1,433	1,388	1,383	1,398	1,411	1,430	1,439	1,454	1,458	1,458	1,465	1,462	1,462
Utah	357	5,475	5,154	5,213	5,254	5,349	5,397	5,479	5,649	5,673	5,646	5,700	5,568	5,618
Wyoming	123	674	825	822	820	847	860	867	880	877	946	940	907	895
<b>PACIFIC</b>														
California	8,450	108,857	104,294	105,231	106,229	108,789	109,515	109,023	109,357	109,694	109,839	114,703	112,002	107,607
Oregon	674	11,316	10,517	10,449	10,512	10,545	10,798	11,019	11,242	12,750	12,404	12,517	11,568	11,376
Washington	1,206	22,725	20,632	20,361	20,350	20,519	21,024	21,656	22,835	23,538	26,209	27,680	25,018	22,878

\* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	Active pro- priators and firm members	Employees (full time and part- time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH												De- cember
			January	February	March	April	May	June	July	August	September	October	November		
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	61,586	759,556	743,685	744,221	746,338	747,842	748,952	751,429	753,626	761,076	768,650	785,142	781,430	782,295	
Amusement and sporting goods	641	7,076	6,732	6,781	6,804	6,934	7,026	7,061	7,115	7,041	7,193	7,376	7,354	7,439	
Automotive	2,363	49,514	47,936	48,025	48,364	49,048	49,048	49,688	49,920	50,307	50,108	50,505	50,457	50,404	
Beer, wines and liquors	4,298	31,580	28,962	28,943	29,117	29,802	30,857	31,737	32,431	33,680	32,705	33,223	32,858	33,133	
Chemicals and paints	627	10,417	10,471	10,439	10,559	10,734	10,851	10,887	10,817	10,813	10,845	10,909	10,823	10,792	
Clothing and furnishings	3,177	25,383	24,570	24,871	25,079	25,227	25,043	24,827	25,038	25,511	26,069	26,285	26,126	25,855	
Coal and coke	292	8,847	9,414	9,398	9,035	8,661	8,435	8,310	8,210	8,258	8,685	9,298	9,085	9,342	
Drugs (full line)	36	15,077	14,322	14,949	14,873	14,952	14,973	14,976	15,041	15,065	15,067	15,312	15,308	15,380	
Drugs and drug sundries (specialty lines)	774	8,010	7,685	7,729	7,804	7,874	7,871	7,825	7,860	8,019	8,167	8,372	8,358	8,361	
Dry goods (full line)	164	14,272	14,087	14,239	14,236	14,136	14,166	14,188	14,046	14,191	14,357	14,878	14,827	14,255	
Dry goods (specialty lines)	2,477	22,652	22,296	22,421	22,544	22,502	22,366	22,286	22,415	22,666	22,923	23,274	23,053	23,077	
Electrical goods	1,051	30,088	29,430	29,572	29,805	30,133	29,887	29,935	30,013	30,102	30,188	30,643	30,647	30,706	
Farm products - raw materials	1,557	21,693	24,752	24,170	22,244	19,430	18,495	16,359	18,528	21,302	23,672	23,418	22,155	23,576	
Farm products - consumer goods	10,128	77,316	74,302	74,489	75,270	76,423	77,166	77,166	78,413	78,263	78,330	79,753	78,915	78,707	
Farm supplies	892	12,739	13,059	13,332	13,002	12,677	12,295	12,013	11,982	12,359	12,457	13,483	13,331	13,348	
Furniture and house furnishings	1,335	13,978	13,432	13,525	13,622	13,725	13,788	13,799	13,855	14,027	14,258	14,557	14,536	14,539	
General merchandise	1,122	9,266	9,259	9,020	8,974	8,974	8,936	8,937	9,164	9,224	9,472	9,652	9,815	9,771	
Groceries (full line)	1,443	67,565	66,977	66,898	66,918	66,904	66,884	67,094	67,614	67,829	68,217	68,665	68,386	68,573	
Groceries and foods (specialty lines)	10,424	79,646	78,997	79,077	79,311	78,981	78,766	77,950	76,583	77,095	77,643	83,686	84,223	83,834	
Hardware	454	30,741	30,203	30,232	30,304	30,496	30,504	30,733	30,847	30,916	31,121	31,129	31,128	31,174	
Jewelry and optical goods	1,300	11,105	10,776	10,788	10,813	10,844	10,866	10,914	10,932	11,021	11,216	11,490	11,621	11,981	
Lumber and construction materials	1,251	27,245	26,113	26,144	26,490	27,037	27,358	27,444	27,400	27,400	27,870	28,293	27,859	27,843	
Machinery, equipment and supplies	3,705	57,140	55,000	55,316	56,107	56,272	56,592	56,921	57,165	57,531	57,849	58,732	58,932	59,217	
Metals and metal work (except scrap)	3,007	10,623	10,054	10,124	10,232	10,367	10,519	10,698	10,668	10,837	10,897	11,093	11,036	10,953	
Paper and its products	1,417	25,605	25,243	25,159	25,179	25,270	25,291	25,402	25,449	25,767	25,999	26,180	26,126	26,330	
Petroleum and its products	369	4,437	4,274	4,262	4,287	4,368	4,473	4,459	4,464	4,492	4,540	4,557	4,561	4,452	
Plumbing and heating expt. and spls.	636	16,919	16,346	16,302	16,413	16,535	16,663	16,615	16,992	17,140	17,326	17,693	17,603	17,405	
Tobacco and its products (except leaf)	1,859	14,687	14,385	14,352	14,389	14,455	14,525	14,576	14,816	14,832	14,909	14,988	15,003	15,008	
Waste materials	4,405	29,461	28,032	28,185	28,598	29,048	29,202	29,657	29,554	29,710	30,001	30,684	30,425	30,231	
All other	3,032	26,352	25,920	25,955	25,665	25,394	25,114	26,166	26,253	26,434	26,756	27,078	26,919	26,875	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	239	211,280	204,475	205,851	207,235	208,910	209,822	211,433	213,408	213,998	215,206	215,849	214,645	214,427	
Amusement and sporting goods	5	5,456	5,391	5,345	5,366	5,384	5,413	5,467	5,482	5,496	5,501	5,497	5,492	5,632	
Automotive	6	23,611	22,470	22,300	23,107	23,235	23,270	23,386	23,921	23,904	23,930	24,378	24,312	24,569	
Beer, wines and liquors	6	5,284	4,738	4,913	4,999	5,116	5,167	5,306	5,389	5,434	5,493	5,580	5,604	5,615	
Chemicals and paints	12	10,945	10,588	10,672	10,836	10,956	11,010	11,010	11,034	11,145	11,182	11,157	11,079	11,017	
Clothing and furnishings	82	8,205	8,086	8,135	8,146	8,206	8,178	8,172	8,104	8,202	8,286	8,316	8,292	8,332	
Coal and coke	11	359	354	360	359	360	359	355	355	356	353	363	362	366	
Drugs and drug sundries (specialty lines)	11	7,050	6,861	6,979	7,021	7,045	7,063	7,051	7,032	7,061	7,076	7,081	7,099	7,135	
Dry goods (specialty lines)	23	4,690	4,635	4,732	4,713	4,703	4,701	4,651	4,668	4,670	4,702	4,710	4,694	4,695	
Electrical goods	6	7,832	7,683	7,698	7,727	7,742	7,795	7,822	7,917	7,994	7,936	7,919	7,902	7,908	
Farm products - consumer goods	5	4,313	4,024	4,039	4,080	4,194	4,377	4,605	4,742	4,696	4,456	4,262	4,144	4,098	
Farm supplies	2	917	897	924	922	972	939	908	878	877	886	900	916	916	

(continued)

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS\*

TYPE OF OPERATION KIND OF BUSINESS	Active pro- prietors and firm members	Employees (full-time and part- time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
<b>MANUFACTURES' SALES BRANCHES</b>														
(WITH STOCKS) (continued)														
Furniture and house furnishings	17	2,473	2,403	2,399	2,412	2,410	2,449	2,444	2,458	2,493	2,532	2,568	2,562	2,551
Groceries and foods (specialty lines)	32	51,576	51,667	51,278	51,174	51,111	51,238	51,498	51,498	51,419	52,345	52,077	51,888	51,656
Hardware	1	714	695	707	707	706	712	718	719	719	719	727	728	728
Jewelry and optical goods	10	3,102	3,016	3,034	3,058	3,072	3,077	3,113	3,103	3,103	3,169	3,176	3,187	3,198
Lumber and construction materials	8	5,510	5,144	5,177	5,317	5,435	5,433	5,522	5,592	5,771	5,823	5,823	5,894	5,727
Machinery, equipment and supplies	28	43,085	41,313	42,014	42,762	42,919	43,723	43,955	44,127	44,087	44,133	44,133	43,687	43,606
Metals and metal work (except scrap)	5	7,041	6,463	6,494	6,830	6,945	7,025	7,264	7,327	7,354	7,354	7,509	7,354	7,297
Paper and its products	6	4,433	4,428	4,441	4,427	4,448	4,452	4,499	4,499	4,413	4,404	4,404	4,393	4,433
Petroleum and its products	--	814	731	779	794	837	846	857	857	853	839	808	809	795
Plumbing and heating eqpt. and spls.	8	6,313	6,000	6,046	6,084	6,153	6,215	6,292	6,292	6,378	6,508	6,808	6,681	6,556
Tobacco and its products (except leaf)	7	3,380	3,316	3,345	3,356	3,358	3,359	3,391	3,401	3,416	3,416	3,418	3,425	3,442
All other	19	4,177	4,108	4,123	4,120	4,172	4,205	4,288	4,288	4,281	4,268	4,204	4,141	4,121
<b>MANUFACTURES' SALES OFFICES</b>														
(WITHOUT STOCKS)														
Amusement and sporting goods	149	42,895	41,973	42,177	42,710	42,720	42,811	42,878	42,878	43,092	43,220	43,370	43,564	43,793
Automotives	1	5,552	5,456	5,501	5,516	5,514	5,530	5,582	5,582	5,610	5,594	5,620	5,603	5,611
Beer, wines and liquors	--	688	690	694	696	696	693	685	685	677	678	674	681	707
Chemicals and paints	--	928	749	825	878	907	956	948	948	998	1,013	1,005	1,003	997
Clothing and furnishings	1	2,484	2,450	2,467	2,470	2,450	2,484	2,476	2,476	2,491	2,503	2,500	2,516	2,521
Coal and coke	52	1,286	1,257	1,279	1,283	1,283	1,287	1,290	1,290	1,295	1,298	1,299	1,295	1,301
Drugs and drug sundries (specialty lines)	--	48	50	49	50	49	48	46	46	48	48	47	47	47
Dry goods (specialty lines)	8	518	494	509	514	525	516	520	520	520	523	528	525	522
Electrical goods	9	1,685	1,664	1,682	1,702	1,687	1,687	1,674	1,674	1,690	1,655	1,683	1,691	1,688
Farm products - consumer goods	1	1,655	1,619	1,633	1,642	1,648	1,662	1,666	1,666	1,676	1,678	1,655	1,668	1,669
Farm supplies	--	57	55	55	55	55	55	56	56	56	61	58	51	61
Furniture and house furnishings	17	598	592	589	588	601	604	598	598	602	595	600	605	613
Groceries and foods (specialty lines)	6	3,243	3,194	3,205	3,258	3,250	3,260	3,259	3,259	3,251	3,252	3,259	3,244	3,238
Hardware	1	216	213	214	212	213	214	215	215	217	219	221	223	224
Jewelry and optical goods	7	146	146	147	149	149	149	148	148	149	141	142	142	141
Lumber and construction materials	6	4,421	4,338	4,367	4,394	4,390	4,405	4,415	4,422	4,427	4,487	4,492	4,501	4,485
Machinery, equipment and supplies	19	6,714	6,614	6,637	6,684	6,686	6,714	6,728	6,728	6,742	6,759	6,784	6,780	6,777
Metals and metal work (except scrap)	4	5,302	5,340	5,372	5,432	5,466	5,453	5,547	5,547	5,582	5,579	5,589	5,617	5,611
Paper and its products	3	1,069	1,071	1,063	1,066	1,064	1,067	1,070	1,070	1,066	1,073	1,076	1,075	1,077
Petroleum and its products	1	955	963	970	957	958	952	950	950	954	949	948	946	941
Plumbing and heating eqpt. and spls.	3	666	651	649	648	650	657	664	664	668	676	690	693	697
Tobacco and its products (except leaf)	1	1,356	1,333	1,346	1,347	1,352	1,353	1,361	1,361	1,364	1,362	1,372	1,372	1,376
All other	8	2,765	2,678	2,671	2,783	2,718	2,663	2,672	2,672	2,704	2,745	2,795	2,966	3,166
<b>BULK TANK STATIONS</b>														
Petroleum and its products	3,546	91,159	91,589	90,852	91,055	91,163	91,085	91,445	91,445	91,384	91,206	91,287	90,816	90,767
(continued)														

\* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	Active pro- prietors and firm members	Employees (fulltime and part- time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
			14,950	68,997	64,751	64,335	64,031	63,636	64,244	69,904	71,325	72,971	73,114	74,739
Amusement and sporting goods	216	744	774	779	779	793	802	827	837	854	861			
Automotive	597	943	946	970	972	987	1,001	1,014	1,027	1,046	1,048			
Beer, wine and liquors	49	230	219	216	219	227	232	236	237	245	246			
Chemicals and paints	290	1,024	1,045	1,058	1,073	1,085	1,086	1,097	1,116	1,143	1,113			
Clothing and furnishings	1,133	3,660	3,685	3,715	3,697	3,717	3,728	3,768	3,808	3,794	3,786			
Coal and coke	82	3,874	3,930	3,970	3,825	3,848	3,881	3,848	3,815	3,844	3,820			
Drugs and drug sundries (specialty lines)	123	643	635	642	640	640	628	632	652	659	673			
Dry goods (full line)	11	78	76	76	76	79	79	79	79	79	79			
Dry goods (specialty lines)	814	5,697	5,810	5,810	5,810	5,837	5,860	5,903	5,926	5,957	5,944			
Electrical goods	534	1,221	1,177	1,177	1,186	1,205	1,207	1,243	1,264	1,300	1,286			
Farm products - raw materials	2,976	16,987	14,635	13,727	13,090	12,508	12,726	18,206	19,279	19,989	22,351			
Farm products - consumer goods	1,182	8,123	7,793	8,089	8,264	8,188	8,265	8,156	8,149	8,575	8,177			
Farm supplies	249	501	548	565	551	527	513	512	530	533	524			
Furniture and house furnishings	362	1,144	1,142	1,157	1,168	1,170	1,180	1,193	1,203	1,222	1,220			
General merchandise	57	658	656	653	657	661	661	663	665	662	658			
Groceries (full line)	17	73	73	76	75	80	81	82	84	86	87			
Groceries and foods (specialty lines)	1,743	7,044	6,963	6,979	6,983	7,007	7,025	7,064	7,104	7,191	7,172			
Hardware	254	643	638	640	642	644	654	657	663	663	658			
Jewelry and optical goods	119	117	116	116	117	116	117	116	117	117	118			
Lumber and construction materials	533	2,228	2,123	2,147	2,187	2,215	2,256	2,288	2,310	2,343	2,300			
Machinery, equipment and supplies	1,922	5,245	5,300	5,382	5,435	5,472	5,568	5,607	5,679	5,808	5,775			
Metals and metal work (except scrap)	282	1,028	1,047	1,045	1,056	1,073	1,071	1,081	1,090	1,094	1,105			
Paper and its products	233	542	530	535	543	539	547	547	546	553	545			
Petroleum and its products	63	327	314	319	324	328	337	337	340	333	333			
Plumbing and heating eqpt. and spie.	313	886	810	833	870	866	888	907	944	970	960			
Tobacco and its products (except leaf)	10	12	11	12	12	12	12	12	13	12	13			
Waste materials	59	304	304	304	306	305	307	312	314	320	320			
All other	907	3,389	3,417	3,443	3,468	3,507	3,532	3,507	3,544	3,602	3,606			
16,695	87,378	84,454	83,400	80,947	77,429	78,543	83,044	89,815	103,306	98,686	93,751			
ASSEMBLERS	7,902	30,085	27,127	26,494	26,439	26,575	26,268	31,895	32,911	33,288	33,667			
Farm products - raw materials	7,694	48,643	49,353	50,185	47,779	44,338	43,482	44,280	47,904	55,835	48,976			
Farm products - consumer goods	376	1,176	1,251	1,286	1,334	1,380	1,377	1,370	1,407	1,370	1,323			
Farm supplies	524	6,869	6,223	4,913	4,854	4,560	4,867	4,966	7,077	10,321	9,204			
Groceries and foods (specialty lines)	239	517	520	532	541	576	549	543	566	584	581			

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION, 1935

## UNITED STATES SUMMARY

TABLE 3 A ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL

Figures are for week ending October 26, 1935, except where such period was not representative.  
In such cases one week of representative employment is given.

Establishments which reported irregular employment for occasional months and those having no paid employees are not included.

TYPE OF OPERATION KIND OF BUSINESS	Total, all establishments					Establishments analyzed in Table 3.B			Establishments not analyzed in Table 3.B		
	Number of estab- lishments	Full-time employees		Part-time employees		Number of estab- lishments	Full-time employees		Number of estab- lishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>	79,510	749,829	\$22,931,383	56,478	\$630,505	74,427	678,064	\$20,830,615	5,083	71,765	\$2,100,768
Amusement and sporting goods	974	7,044	227,358	600	7,826	939	6,808	219,117	35	236	8,241
Automotive	5,368	49,822	1,496,180	1,530	20,490	5,096	46,601	1,395,997	272	3,221	100,183
Beer, wines and liquors	4,963	31,947	919,940	2,546	29,553	4,663	29,350	855,202	300	2,597	64,738
Chemicals and paints	1,316	10,564	390,856	493	7,086	1,190	9,316	343,663	126	1,245	47,193
Clothing and furnishings	3,430	24,791	859,279	1,115	14,906	3,207	21,637	750,657	223	3,154	108,622
Coal and coke	733	8,657	321,882	924	13,211	687	7,908	297,007	46	749	24,675
Drugs (full line)	295	15,245	444,159	151	2,000	270	13,616	402,905	25	1,629	41,354
Drugs and drug sundries (specialty lines)	1,076	7,925	252,378	523	5,774	952	6,194	202,676	124	1,731	49,702
Dry goods (full line)	302	14,613	437,397	146	1,957	276	13,545	407,055	26	1,068	30,342
Dry goods (specialty lines)	2,825	22,803	836,666	841	13,240	2,670	20,648	762,101	155	2,155	74,565
Electrical goods	2,331	30,304	1,050,708	897	13,581	2,271	29,477	1,026,612	60	827	24,096
Farm products - raw materials	2,040	18,575	623,648	9,699	81,785	1,699	16,987	571,893	141	1,588	51,775
Farm products - consumer goods	9,863	75,095	2,105,015	7,477	78,978	9,363	67,742	1,918,293	480	7,553	186,722
Farm supplies	1,352	12,497	325,462	1,988	24,049	1,152	10,634	280,671	200	1,853	44,791
Furniture and house furnishings	1,668	13,667	455,022	760	10,063	1,536	11,689	387,710	132	2,178	67,312
General merchandise	209	9,558	271,757	301	4,314	200	9,299	267,140	9	259	4,617
Groceries (full line)	3,817	67,800	1,929,663	1,603	16,953	3,526	62,713	1,809,737	291	4,667	119,926
Groceries and foods (specialty lines)	10,227	79,480	2,184,531	8,432	73,394	9,608	71,417	1,975,236	619	8,063	209,295
Hardware	1,081	30,792	920,184	534	6,918	1,016	26,894	792,881	65	3,898	127,303
Jewelry and optical goods	1,487	11,294	368,191	345	5,103	1,343	8,974	292,304	144	2,320	75,887
Lumber and construction materials	2,649	25,989	840,640	2,725	45,350	2,329	22,587	740,679	320	3,402	99,961
Machinery, equipment and supplies	6,705	56,580	1,687,628	2,928	42,037	6,289	51,849	1,736,016	416	4,731	149,612
Metals and metal work (except scrap)	780	10,652	377,259	527	8,670	698	9,295	322,308	82	1,357	54,951
Paper and its products	2,313	25,376	865,211	959	12,731	2,178	23,015	785,362	135	2,361	80,449
Petroleum and its products	561	4,444	156,970	231	2,806	520	3,712	130,622	41	732	26,348
Plumbing and heating eqpt. and apls.	1,688	16,779	532,083	1,036	13,102	1,607	15,619	493,927	81	1,160	38,156
Tobacco and its products (except leaf)	1,922	14,564	508,995	570	5,564	1,845	13,753	485,557	77	811	23,438
Waste materials	3,920	28,069	591,262	3,843	38,074	3,774	25,975	545,106	146	2,094	46,156
All other	3,615	25,133	750,459	2,754	30,990	3,303	20,810	630,281	312	4,303	120,178
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	11,608	213,037	8,011,250	5,708	80,980	10,375	188,577	7,074,517	1,233	24,460	936,733
Amusement and sporting goods	241	5,590	188,215	42	683	241	5,590	168,215	--	--	--
Automotive	895	23,863	908,375	415	6,975	819	21,770	823,560	76	2,093	84,815
Beer, wines and liquors	373	5,708	236,520	157	1,758	358	5,149	210,369	15	559	26,151
Chemicals and paints	560	11,115	497,958	382	6,169	536	10,616	465,052	24	499	32,906
Clothing and furnishings	342	9,256	368,140	145	2,652	321	8,593	366,053	21	663	22,087
Coal and coke	10	354	13,569	9	94	6	53	2,131	4	301	11,438
Drugs and drug sundries	266	7,074	267,419	44	426	220	6,629	248,882	46	445	18,537
Dry goods	207	4,630	198,833	54	1,227	195	4,089	178,002	12	541	20,831
Electrical goods	428	7,813	344,771	169	2,102	407	7,522	333,175	21	291	11,596
Farm products - consumer goods	327	4,441	141,980	152	2,162	308	3,880	124,196	19	561	17,764
Farm supplies	74	940	35,836	75	1,725	64	730	27,273	10	210	8,563
Furniture and house furnishings	244	2,465	96,594	98	1,167	221	2,177	86,366	73	288	10,228
Groceries and foods (specialty lines)	3,102	50,694	1,719,669	1,524	16,805	2,834	46,659	1,563,750	268	4,035	155,919
Hardware	62	716	26,277	12	231	49	522	19,448	13	194	8,829
Jewelry and optical goods	248	3,123	101,751	48	245	186	1,653	57,300	62	1,470	44,451
Lumber and construction materials	260	5,235	203,709	624	8,698	217	4,252	166,333	43	983	37,376
Machinery, equipment and supplies	2,640	43,559	1,646,303	922	17,308	2,213	36,352	1,372,064	427	7,207	274,829
Metals and metal work (except scrap)	271	7,428	267,675	139	1,381	253	6,621	244,441	18	807	23,234
Paper and its products	205	4,477	179,520	39	442	173	3,212	126,151	32	1,265	53,369
Petroleum and its products	56	831	36,130	10	122	53	808	35,474	3	23	656
Plumbing and heating eqpt. and apls.	367	6,033	193,342	512	6,561	318	5,326	174,674	49	705	18,668
Tobacco and its products (except leaf)	65	3,433	138,504	1	18	51	3,046	120,364	14	387	18,140
All other	365	4,259	178,160	135	2,029	332	3,326	141,244	33	933	36,916
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	4,168	43,164	2,059,944	692	16,154	3,541	34,328	1,677,876	627	8,836	382,068
Amusement and sporting goods	139	5,665	198,986	6	37	108	4,656	173,598	31	1,009	25,388
Automotive	36	706	34,916	2	26	28	653	30,850	8	53	4,066
Beer, wines and liquors	37	1,008	51,990	--	--	35	797	45,551	2	211	6,439
Chemicals and paints	209	2,537	138,452	36	1,126	190	2,357	130,025	19	180	8,427
Clothing and furnishings	204	1,286	73,213	14	860	185	1,092	60,638	19	194	12,575
Coal and coke	6	45	2,628	3	28	6	45	2,628	--	--	--
Drugs and drug sundries (specialty lines)	28	523	20,874	11	214	27	470	18,609	1	53	2,265
Dry goods (specialty lines)	129	1,674	89,991	14	226	122	1,565	80,263	7	109	8,728
Electrical goods	263	1,617	84,352	81	1,952	250	1,580	82,054	13	37	2,298
Farm products - consumer goods	5	58	2,093	--	--	4	56	2,043	1	2	50
Farm supplies	33	345	13,436	48	1,033	30	297	11,071	3	48	2,365
Furniture and house furnishings	113	602	32,034	10	186	98	511	29,193	15	91	2,841
Groceries and foods (specialty lines)	203	3,270	135,400	16	430	191	3,101	129,698	12	169	5,702
Hardware	31	223	11,047	--	--	26	191	10,135	5	32	912
Jewelry and optical goods	41	147	7,658	3	40	41	147	7,658	--	--	--
Lumber and construction materials	276	4,452	188,593	75	1,339	225	2,559	122,104	51	1,893	66,489
Machinery, equipment and supplies	1,166	6,595	342,535	177	4,122	981	6,383	283,612	179	1,213	58,923

(continued)



CENSUS OF BUSINESS UNITED STATES SUMMARY  
 WHOLESALE DISTRIBUTION: 1935 TABLE 3-B.-NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES  
 ANALYZED BY OCCUPATIONAL GROUPS

(Figures are for week ending October 26, 1935, except where such period was not representative  
 In such cases one week of representative employment is given.)

Establishments which reported irregular employment for occasional months and those having no paid employees are not included.

TYPE OF OPERATION KIND OF BUSINESS	Establishments analyzed (see Table 3-A)			Number of execu- tives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employ- ees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>	74,427	678,064	\$20,830,615	57,626	151,418	\$3,735,262	59,898	\$1,571,038	134,305	\$5,172,984	133,139	\$2,789,346	141,678	\$2,927,415
Amusement and sporting goods	939	6,808	219,117	660	2,198	52,596	860	24,534	1,160	52,274	922	19,110	988	19,824
Automotive	5,096	46,601	1,395,997	3,625	8,945	219,174	6,263	214,620	8,464	302,124	4,435	99,355	12,869	300,606
Beer, wine and liquors	4,663	29,350	855,202	2,320	5,719	143,098	1,222	36,881	10,018	317,577	4,305	84,991	5,766	117,864
Chemicals and paints	1,190	9,316	343,663	1,162	2,499	64,459	954	25,794	1,999	64,749	1,340	30,514	1,332	35,456
Clothing and furnishings	3,207	21,337	750,657	2,567	5,057	111,093	2,979	67,290	5,253	212,500	3,091	63,617	2,690	64,942
Coal and coke	687	7,908	297,007	750	1,899	54,366	159	5,591	1,385	65,589	668	16,772	3,047	76,621
Drugs (full line)	270	13,616	402,805	659	3,900	95,525	790	21,110	1,877	91,522	5,198	104,706	1,192	25,705
Drugs and drug sundries (specialty lines)	952	6,194	202,676	710	1,753	41,256	339	7,434	1,538	60,933	972	18,701	862	17,344
Dry goods (full line)	276	13,545	407,055	528	3,142	81,346	2,602	69,808	3,016	122,102	2,141	41,646	2,116	43,173
Dry goods (specialty lines)	2,670	20,648	762,101	2,583	6,165	147,025	2,026	64,738	4,679	202,112	2,950	57,182	2,445	44,098
Electrical goods	2,271	29,477	1,026,612	2,566	9,192	232,860	2,827	84,104	5,924	281,176	4,303	95,927	4,265	118,776
Farm products - raw materials	1,899	16,987	571,893	1,741	4,216	123,633	678	23,119	1,147	56,078	4,718	104,624	4,487	75,131
Farm products - consumer goods	9,383	67,742	1,918,293	4,901	9,828	226,854	7,005	203,364	14,069	443,966	11,986	264,164	19,953	454,994
Farm supplies	1,152	10,634	280,671	827	2,403	58,623	713	17,421	1,185	44,167	3,245	56,382	2,261	40,387
Furniture and house furnishings	1,536	11,689	387,710	1,362	3,169	74,184	1,245	37,744	2,328	94,516	2,093	43,038	1,492	31,549
General merchandise	200	9,299	267,140	378	3,200	60,094	733	21,698	1,207	55,400	2,714	49,189	1,067	19,918
Groceries (full line)	3,526	62,713	1,809,737	3,608	13,233	333,776	3,768	100,103	13,312	527,899	20,901	418,814	7,691	149,694
Groceries and foods (specialty lines)	9,608	71,417	1,975,236	5,766	11,286	279,379	5,707	155,369	15,160	501,942	12,554	269,477	20,944	361,607
Hardware	1,016	26,894	792,881	1,752	7,512	172,191	3,672	92,469	5,236	207,878	6,685	139,105	2,035	43,305
Jewelry and optical goods	1,343	8,974	292,304	967	3,082	66,958	971	27,045	1,174	54,225	507	10,250	2,273	55,756
Lumber and construction materials	2,329	22,887	740,679	2,456	4,970	133,996	826	27,864	2,851	123,222	5,285	123,772	6,199	138,991
Machinery, equipment and supplies	6,289	51,849	1,738,016	5,606	13,435	327,452	4,627	132,614	11,306	457,799	6,898	152,201	9,977	233,064
Metals and metal work (except scrap)	698	9,295	322,308	857	2,299	63,963	315	10,869	1,252	58,278	2,872	65,299	1,700	35,638
Paper and its products	2,178	23,015	785,362	2,262	5,808	138,452	1,578	44,396	6,486	264,673	4,604	101,328	2,277	48,056
Petroleum and its products	520	3,712	130,622	439	861	23,555	146	4,460	995	35,389	683	16,687	589	14,429
Plumbing and heating eqpt. and spls.	1,607	15,619	493,927	1,427	4,434	108,755	1,242	36,081	2,818	105,039	3,404	78,724	1,994	46,574
Tobacco and its products (except leaf)	1,845	13,753	485,557	1,014	2,778	72,332	1,559	40,119	4,505	206,628	2,228	58,892	1,669	41,393
Waste materials	3,774	25,975	545,106	1,842	2,205	50,197	431	11,408	467	17,852	7,600	130,111	13,430	198,887
All other	3,303	20,810	630,281	1,971	6,230	146,014	1,632	42,591	3,492	124,947	3,837	78,768	3,648	73,623
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	10,375	188,577	7,074,517	4,179	54,516	1,581,996	8,169	345,850	62,618	3,064,076	31,120	783,290	27,975	769,582
Amusement and sporting goods	241	5,590	188,215	166	2,536	64,597	491	16,723	801	40,893	672	15,296	924	24,263
Automotive	819	21,770	823,560	599	6,958	211,346	578	25,851	5,870	325,802	4,870	129,326	2,895	77,083
Beer, wine and liquors	556	5,149	210,369	154	1,178	31,343	88	4,270	2,398	117,465	603	16,911	728	25,255
Charcicle and paints	338	10,616	465,052	363	3,689	121,144	434	15,891	3,433	212,737	1,603	400,890	894	27,798
Clothing and furnishings	321	8,593	366,053	403	3,099	76,466	338	12,398	2,431	173,539	941	45,573	381	9,271
Coal and coke	6	53	2,131	3	16	x	--	--	23	x	9	x	2	x
Drugs and drug sundries	220	6,629	248,882	173	2,195	61,752	215	8,750	2,631	125,541	922	20,517	493	6,980
Dry goods	195	4,089	178,002	221	1,842	49,778	223	9,947	915	53,574	512	11,832	376	9,766
Electrical goods	407	7,522	333,175	66	3,465	121,984	399	15,793	2,087	137,582	765	24,833	710	24,642
Farm products - consumer goods	308	3,880	124,196	87	667	17,108	124	5,100	1,325	49,303	208	5,687	1,469	40,042
Farm supplies	64	730	27,273	9	356	12,512	9	418	267	12,087	35	826	54	953
Furniture and house furnishings	221	2,177	86,366	75	743	21,244	115	5,036	630	36,341	493	11,703	117	2,919
Groceries and foods (specialty lines)	2,834	46,659	1,563,750	335	9,193	271,013	2,884	126,779	18,904	747,455	8,370	214,062	6,973	163,555
Hardware	49	522	19,446	17	177	5,443	8	452	127	5,876	143	3,622	50	1,328
Jewelry and optical goods	186	1,653	57,300	37	772	20,527	50	1,856	236	15,402	81	2,254	477	11,414
Lumber and construction materials	217	4,252	166,333	113	1,050	35,454	208	9,185	1,032	55,332	1,352	37,064	527	15,024
Machinery, equipment and supplies	2,213	36,352	1,372,064	657	9,045	251,762	1,125	48,880	12,366	617,172	3,376	80,618	9,763	295,671
Metals and metal work (except scrap)	253	6,621	244,441	118	2,066	61,125	306	13,320	1,241	78,999	2,522	59,774	349	10,694
Paper and its products	173	3,212	126,151	85	1,012	28,028	253	12,734	1,033	52,065	744	16,635	45	1,072
Petroleum and its products	53	868	35,474	45	256	8,131	4	273	256	12,741	121	3,706	126	4,336
Plumbing and heating eqpt. and spls.	318	5,328	174,674	206	1,915	51,046	156	5,673	1,441	62,166	1,946	28,352	362	9,715
Tobacco and its products (except leaf)	51	3,046	120,364	65	666	19,428	14	1,369	2,941	79,648	46	1,153	14	291
All other	332	3,326	141,244	178	1,400	x	106	x	940	x	476	x	226	x
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	3,541	34,328	1,677,876	1,232	13,943	436,423	1,905	83,911	14,754	875,677	--	--	2,594	94,450
Amusement and sporting goods	108	4,656	173,598	14	2,867	96,237	836	22,830	520	28,078	--	--	419	18,494
Automotive	28	653	30,800	30	234	9,689	14	1,142	217	12,538	--	--	158	3,999
Beer, wine and liquors	35	797	45,551	13	71	2,042	31	1,479	534	32,318	--	--	148	8,095
Chemicals and paints	190	2,357	130,025	95	932	29,574	59	4,840	1,018	68,145	--	--	253	10,289
Clothing and furnishings	185	1,092	60,638	138	399	10,494	90	4,958	399	25,242	--	--	66	1,496
Coal and coke	6	45	2,628	--	19	x	2	x	22	x	--	--	2	x
Drugs and drug sundries (specialty lines)	127	470	18,809	23	94	2,493	20	811	305	12,533	--	--	28	928
Dry goods (specialty lines)	22	1,569	80,263	65	852	24,787	63	4,660	469	35,245	--	--	116	3,345
Electrical goods	250	1,580	82,054	42	595	16,570	103	5,841	763	50,901	--	--	77	3,677
Farm products - consumer goods	4	56	2,043	2	31	x	1	x	22	x	--	--	--	--
Farm supplies	30	297	11,071	1	45	x	64	x	179	x	--	--	8	x
Furniture and house furnishings	98	511	29,193	29	203	5,731	23	930	248	17,897	--	--	8	143
Groceries and foods (specialty lines)	191	3,101	129,698	36	857	22,572	68	3,588	2,022	95,592	--	--	98	1,998
Hardware	26	191	10,135	13	54	x	2	x	83	x	--	--	9	x
Jewelry and optical goods	41	147	7,658	7	48	x	7	x	83	x	--	--	2	x
Lumber and construction materials	225	2,559	122,104	105	1,0									

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1935

## UNITED STATES SUMMARY

TABLE 3A ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL

(Figures are for week ending October 26, 1935, except where such period was not representative.  
In such cases one week of representative employment is given.)

Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

TYPE OF OPERATION KIND OF BUSINESS	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of estab- lishments	Full-time employees		Part-time employees		Number of estab- lishments	Full-time employees		Number of estab- lishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)</b>											
Metals and metal work (except scrap)	473	5,677	\$511,246	23	\$518	365	3,887	\$218,056	108	1,790	\$93,190
Paper and its products	181	1,038	61,954	38	1,771	133	728	41,458	48	310	20,496
Petroleum and its products	25	946	44,791	1	18	24	939	44,596	1	7	195
Plumbing and heating eqpt. and sple.	178	653	29,061	42	542	165	580	26,339	13	73	2,722
Tobacco and its products (except leaf)	128	1,373	51,666	--	--	121	1,103	41,966	7	270	9,700
All other	270	2,723	134,028	92	1,686	186	1,631	85,731	84	1,092	48,297
<b>BULK TANK STATIONS: 1/</b>											
Petroleum and its products	20,178	88,735	2,903,897	3,840	49,509	16,065	65,911	2,184,438	4,113	22,824	719,449
<b>AGENTS AND BROKERS</b>	13,784	69,723	2,637,524	13,084	140,181	13,190	61,378	2,362,458	594	8,345	275,066
Amusement and sporting goods	171	803	32,042	66	808	169	799	31,982	2	4	60
Automotive	328	961	33,888	116	1,450	320	944	33,330	8	17	558
Beer, wine and liquors	61	248	9,465	13	199	61	248	9,465	--	--	--
Chemicals and paints	309	1,009	50,762	154	1,626	296	949	47,289	13	60	3,473
Clothing and furnishings	756	3,809	157,106	142	1,977	719	3,307	133,741	37	502	23,365
Coal and coke	417	3,830	200,499	198	3,682	374	3,403	178,324	43	427	22,175
Drugs and drug sundries (specialty lines)	98	656	20,517	29	223	95	633	20,311	3	23	206
Dry goods (full line)	12	77	3,425	2	14	11	42	1,386	1	35	2,039
Dry goods (specialty lines)	586	5,809	293,406	163	2,250	538	4,957	249,322	48	852	44,084
Electrical goods	456	1,173	36,166	155	1,646	446	1,126	34,428	10	47	1,738
Farm products - raw materials	2,464	20,532	550,110	7,749	74,701	2,292	16,033	454,219	172	4,499	95,891
Farm products - consumer goods	1,320	7,641	287,377	1,427	16,895	1,259	7,051	268,891	61	590	18,486
Farm supplies	210	514	19,379	110	1,143	208	507	19,120	2	7	259
Furniture and house furnishings	304	1,113	45,702	132	1,753	291	1,023	41,209	13	90	4,493
General merchandise	66	626	26,471	38	490	60	560	24,036	6	66	2,435
Groceries (full line)	20	75	2,579	4	13	19	64	2,219	1	11	360
Groceries and foods (specialty lines)	1,800	6,927	288,094	421	4,861	1,739	6,471	268,782	61	456	19,312
Hardware	204	589	21,458	82	1,108	202	584	21,291	2	5	167
Jewelry and optical goods	46	115	4,107	4	44	45	111	4,011	1	4	96
Lumber and construction materials	604	2,124	84,309	258	4,413	588	2,057	81,624	16	67	2,685
Machinery, equipment and supplies	1,820	5,156	219,141	808	11,376	1,783	4,906	202,654	37	250	16,487
Metals and metal work (except scrap)	281	991	50,964	119	2,556	272	946	49,427	9	45	1,537
Paper and its products	167	497	20,686	67	651	162	438	18,122	5	59	2,564
Petroleum and its products	91	306	16,985	56	648	82	264	12,227	9	42	4,758
Plumbing and heating eqpt. and sple.	307	881	30,233	117	1,664	303	870	29,696	4	11	537
Tobacco and its products (except leaf)	5	14	569	--	--	5	14	569	--	--	--
Waste materials	96	309	17,341	15	176	95	306	17,104	1	3	237
All other	785	2,938	114,743	659	3,824	756	2,765	107,679	29	173	7,064

1/ Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS UNITED STATES SUMMARY  
 WHOLESALE DISTRIBUTION: 1935 TABLE 3-B -- NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES  
 ANALYZED BY OCCUPATIONAL GROUPS

(Figures are for week ending October 26, 1935, except where such period was not representative  
 In such cases one week of representative employment is given.)

Establishments which reported irregular employment for occasional months and those having no paid employees are not included.

TYPE OF OPERATION KIND OF BUSINESS	Establishments analyzed (see Table 3-A)			Number of execu- tives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employ- ees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)</b>														
Metals and metal work (except scrap)	365	3,887	\$218,056	120	2,053	\$70,132	118	\$7,975	1,463	\$110,916	--	--	133	\$5,191
Paper and its products	133	728	41,458	36	271	7,962	43	2,511	361	23,521	--	--	17	633
Petroleum and its products	24	939	44,396	74	663	22,663	64	4,322	60	3,567	--	--	76	4,064
Plumbing and heating eqpt. and spls.	163	580	26,339	33	180	4,398	7	365	298	16,258	--	--	62	2,020
Tobacco and its products (except leaf)	121	1,103	41,966	7	37	2,319	--	--	1,039	37,837	--	--	--	--
All other	186	1,631	83,731	96	854	23,955	47	3,189	557	39,736	--	--	77	2,595
<b>BULK TANK STATIONS 1/ Petroleum and its products</b>	16,065	65,911	2,184,438	2,395	10,120	313,944	2,459	77,998	24,539	906,014	9,293	\$258,522	17,103	481,116
<b>AGENTS AND BROKERS</b>	13,190	61,378	2,362,458	7,857	23,336	629,563	3,859	162,249	11,976	563,564	3,854	117,805	8,296	163,686
Amusement and sporting goods	169	799	31,982	94	412	11,937	35	1,676	193	9,860	24	562	39	595
Automotive	320	944	33,330	107	380	9,279	82	2,013	212	8,076	52	1,037	111	2,150
Beer, wines and liquors	61	248	9,463	33	84	x	27	x	84	x	7	x	13	x
Chemicals and paints	296	949	47,289	207	444	12,172	18	944	184	9,535	29	807	67	2,321
Clothing and furnishings	719	3,307	133,741	461	1,463	33,436	178	6,980	946	40,704	66	1,077	193	5,790
Coal and coke	374	3,403	178,324	421	1,631	52,291	137	7,593	950	54,752	120	3,437	144	4,642
Drugs and drug sundries (specialty lines)	95	633	20,311	50	223	5,221	1	35	212	8,065	67	1,224	80	1,131
Dry goods (full line)	11	67	1,386	4	21	x	4	x	11	x	--	--	2	x
Dry goods (specialty lines)	338	4,957	249,322	355	2,620	68,406	317	20,686	1,244	82,887	213	4,323	208	4,925
Electrical goods	446	1,126	34,428	189	477	9,475	31	912	299	9,500	37	1,061	73	1,752
Farm products - raw materials	2,292	16,033	434,219	1,230	3,855	116,365	707	26,216	2,096	78,835	3,487	63,376	4,658	73,554
Farm products - consumer goods	1,259	7,051	268,891	989	2,081	60,780	1,277	51,616	406	17,370	1,030	26,282	1,268	33,678
Farm supplies	206	507	19,120	105	232	5,729	32	1,300	60	2,060	15	221	63	1,008
Furniture and house furnishings	291	1,023	41,209	136	394	9,040	114	3,727	256	14,479	51	1,115	62	1,269
General merchandise	60	560	24,036	80	370	11,356	63	3,067	17	780	22	447	8	190
Groceries (full line)	19	64	2,219	9	36	x	1	x	12	x	4	x	2	x
Groceries and foods (specialty lines)	1,739	6,471	266,782	1,068	3,145	79,946	226	10,863	1,379	72,709	213	3,888	240	5,026
Hardware	202	584	21,291	58	318	8,445	11	284	152	6,678	29	369	16	315
Jewelry and optical goods	45	111	4,011	12	57	x	3	x	36	x	--	--	3	x
Lumber and construction materials	588	2,037	81,624	435	912	22,871	56	2,621	434	19,373	30	605	140	3,564
Machinery, equipment and supplies	1,783	4,906	202,654	924	1,987	46,823	149	5,729	1,321	63,808	110	2,261	416	11,048
Metals and metal work (except scrap)	272	946	49,427	157	494	15,564	22	1,759	213	12,522	27	607	33	753
Paper and its products	162	438	18,122	58	212	5,400	15	714	124	5,678	8	199	25	605
Petroleum and its products	82	264	12,227	54	117	x	10	x	48	x	6	x	29	x
Plumbing and heating eqpt. and spls.	303	870	29,696	177	324	6,833	16	404	251	9,285	38	792	64	1,641
Tobacco and its products (except leaf)	5	14	369	--	5	x	--	--	9	x	--	--	--	--
Waste materials	93	306	17,104	91	140	3,832	21	879	27	1,791	9	222	18	394
All other	756	2,765	107,679	353	1,102	26,763	308	10,151	538	25,339	140	2,917	324	6,038

\* Including pay roll of executives and salaried corporation officers. \*\* Includes salaried corporation officers (X) Fewer than 300 employees not analyzed by occupational groups (See text).  
 Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 4 - SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total all establishments					Under \$10,000					\$10,000 to \$49,999					\$50,000 to \$99,999					\$100,000 to \$199,999				
	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Ex-pen-ses (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Ex-pen-ses (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Ex-pen-ses (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Ex-pen-ses (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Ex-pen-ses (add 000)	Ex-pen-ses % to Sales
Amusement and Sporting Goods	1,015	107,139	19,682	18.4	213	980	331,358	395	10,431	2,800	26.9	182	12,931	3,195	24.2	119	17,841	3,931	22.3						
Cameras and motion picture equipment and supplies	71	3,668	538	14.6	16	89	39,439	31	661	253	29.4	16	1,131	251	22.2	6	884	214	24.2						
Moving picture film	191	38,288	6,063	15.8	43	201	118,597	63	1,573	694	44.1	33	2,376	1,045	44.0	19	2,749	869	31.6						
Sporting goods (full line)	131	16,893	3,589	21.3	3	38	14,368	55	1,555	327	21.0	25	1,952	403	21.9	24	3,476	731	21.0						
Toys, novelties and fireworks	419	26,961	5,615	20.8	104	474	112,836	177	4,596	1,047	22.8	76	5,215	1,106	21.2	38	5,288	1,220	23.1						
All other	203	21,349	3,568	16.7	43	178	48,870	69	1,946	479	25.9	32	2,257	390	17.3	32	4,944	897	18.5						
Automotive	5,626	747,920	125,935	16.8	742	3,679	1,083,894	2,481	65,635	19,021	27.5	1,131	79,357	21,025	26.5	610	84,356	21,306	25.3						
Automobiles and other motor vehicles	396	356,429	30,641	8.6	7	43	11,856	45	1,350	222	16.4	37	2,741	493	18.0	39	5,566	649	11.1						
Automotive equipment	4,801	340,757	87,245	25.6	659	3,264	983,301	2,276	60,267	16,865	28.0	1,004	70,309	19,039	27.1	514	70,469	18,751	26.6						
Tires and tubes	429	50,734	6,049	15.9	77	372	89,239	160	4,018	930	23.1	90	6,317	1,499	23.6	57	8,001	1,908	23.9						
Beer, Wine and Liquors	3,835	597,376	74,577	12.7	325	1,603	316,197	1,340	37,658	6,291	16.7	877	62,507	9,800	15.7	659	92,030	14,018	15.2						
Beer and other fermented malt liquors	2,595	217,218	31,608	14.6	253	1,298	239,184	1,080	30,313	4,978	16.1	641	45,549	7,114	15.6	390	53,515	8,178	15.3						
Wine and liquors	1,340	370,158	42,969	11.6	72	305	77,013	260	7,345	1,413	19.2	236	16,958	2,686	15.6	269	38,515	5,640	15.2						
Chemicals and Paints	1,333	223,594	40,381	18.1	207	953	259,272	514	13,376	3,431	25.7	230	16,446	4,277	26.0	177	24,668	5,338	22.2						
Dyestuffs	50	13,571	3,790	27.9	4	4	16	501	158	31.5	6	539	165	30.6	4	495	85	19.2							
Explosives	26	1,615	286	17.7	4	4	12	379	72	19.0	5	357	101	28.3	4	634	83	13.2							
Industrial chemicals	172	64,761	8,297	12.8	7	32	12,375	43	1,269	295	23.2	25	1,849	398	21.5	31	4,302	820	19.1						
Novel stores	27	21,264	1,343	6.3	1	4	12	46	17	37.0	2	173	20	11.6	3	377	73	19.4							
Paints and varnishes	766	65,051	14,960	23.0	93	491	132,269	349	9,136	2,323	25.4	144	10,267	2,631	25.6	108	15,227	3,694	24.3						
All other	292	57,332	11,695	20.4	89	378	101,957	91	2,045	566	27.7	46	3,862	962	29.5	27	3,633	773	21.3						
Clothing and Furnishings	3,783	614,128	83,953	13.7	457	2,113	373,177	1,294	35,193	5,560	15.6	647	45,500	6,961	15.0	617	86,953	12,106	13.9						
Clothing and/or furnishings (full line)	546	63,409	8,944	14.1	75	360	56,156	193	5,334	806	15.1	107	7,688	1,091	14.2	92	12,807	1,801	14.1						
Men's and boys'	371	111,457	15,274	13.7	147	652	109,166	378	10,894	1,597	15.8	168	12,162	1,855	15.3	141	19,329	2,727	14.1						
Women's and children's	1,020	219,455	29,438	13.4	103	464	97,809	282	7,564	1,185	15.7	148	10,244	1,434	14.0	184	26,137	3,370	12.9						
Furs, dressed and fur clothing	266	31,577	3,753	11.9	22	103	17,165	134	3,796	613	16.7	35	2,653	328	12.4	39	5,565	705	12.7						
Ready	195	33,601	3,691	11.0	17	87	6,639	62	1,796	264	14.7	38	2,607	320	11.9	34	5,085	634	12.5						
Military and military supplies	333	34,904	6,154	17.6	53	254	55,217	117	3,141	602	19.2	68	4,809	1,027	21.4	53	7,502	1,478	19.6						
Shoes and other footwear	452	119,696	16,569	13.9	40	193	34,176	118	3,478	493	14.2	83	6,337	916	14.5	74	10,528	1,397	13.3						
Coal and Coke	321	198,394	23,993	12.1	26	120	30,250	97	2,526	525	20.9	61	4,425	943	21.3	57	7,869	1,556	19.6						
Drugs (full line)	274	297,764	38,825	13.0	--	--	--	3	103	28	27.2	12	846	139	15.4	21	2,860	393	13.7						
Drugs and Drug Sundries (specialty lines)	1,149	112,213	23,305	20.7	393	1,497	444,297	402	10,276	2,642	25.7	143	9,907	2,209	23.5	112	15,592	3,573	22.9						
Drug specialties	308	25,710	4,343	16.9	60	259	81,313	122	3,114	657	21.1	50	3,438	748	21.4	42	5,943	1,072	18.0						
Potent medicines	186	20,853	3,725	17.9	77	264	102,306	58	1,458	462	30.6	19	1,269	387	30.5	16	2,214	634	28.2						
Toilet articles and preparations	393	36,304	9,746	26.8	170	637	185,290	110	2,839	811	23.6	40	2,711	758	28.0	36	4,928	1,432	29.1						
All other	262	29,946	5,491	18.3	76	337	76,226	112	2,825	712	25.2	34	2,439	436	17.9	18	2,497	445	17.8						
Dry Goods (full line)	303	252,615	38,053	14.5	--	--	--	33	1,095	198	18.1	53	3,922	640	16.7	57	8,156	1,134	13.9						
Dry Goods (specialty lines)	2,479	347,933	45,011	12.6	409	1,931	337,164	921	23,149	3,850	16.6	337	29,992	4,511	16.1	338	47,669	7,356	15.4						
Notions	779	71,604	12,767	17.6	139	586	115,196	336	1,544	18,379	19.5	128	9,262	1,608	19.5	94	13,449	2,335	17.4						
Piece Goods	1,208	251,362	27,060	10.8	144	656	121,184	347	8,936	1,366	15.3	212	14,965	1,962	13.1	186	27,725	3,658	13.9						
All other	492	24,967	4,184	16.8	128	589	101,171	238	9,792	940	16.2	57	5,845	1,017	13.5	48	6,615	1,102	16.9						
Electrical Goods	2,397	558,514	97,412	17.4	237	1,164	295,253	718	19,229	4,611	24.0	401	28,774	6,482	22.5	374	53,866	10,394	19.3						
Electrical merchandise (full line)	419	184,233	26,933	14.6	1	1	1	18	439	147	29.5	42	3,330	618	18.6	89	15,454	1,997	14.8						
Apparatus and equipment	125	15,155	3,953	26.1	28	4	1	86	2,154	676	31.4	42	3,120	1,005	32.2	24	3,905	978	29.6						
Wiring supplies and construction material	725	74,798	14,230	19.0	72	366	89,243	267	7,920	1,701	21.5	169	12,148	2,493	20.5	123	17,504	3,323	19.2						
Radios, refrigerators and appliances	1,058	264,328	52,236	19.4	136	642	168,262	347	8,656	2,087	24.1	148	10,176	2,366	23.3	138	19,903	4,096	20.6						

(continued on next page)  
X - Withheld to avoid disclosure of individual operations

KIND OF BUSINESS			Establishments with sales of																Ex- pen- ses % to Sales	Net Expenses (add 000)	Ex- pen- ses % to Sales	Net Sales (add 000)	Ex- pen- ses % to Sales	Net Sales (add 000)	Ex- pen- ses % to Sales	Net Expenses (add 000)	Ex- pen- ses % to Sales	Net Sales (add 000)
			\$200,000 to \$299,999				\$300,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 to \$1,999,999													
Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses % to Sales					
5,614	\$1,364,065	201.561	14.6	5,036	\$1,929,714	255.678	15.2	4,006	\$2,753,153	339.782	12.3	1,591	\$2,167,507	250.665	11.6	776	\$2,323,189	325.313	9.7									
47	11,396	2,560	22.3	32	11,939	2,035	17.0	17	12,080	2,092	17.3	4	5,566	717	12.8	6	24,665	2,021	8.2									
13	3,261	747	22.9	9	7,584	490	13.6	6	2,655	499	18.8	1	19,131	1,290	6.7													
6	2,650	672	25.6	7	2,928	433	17.9	3	3,596	495	14.6	1	19,131	1,290	6.7													
11	2,650	672	25.6	7	2,928	433	17.9	3	3,596	495	14.6	1	19,131	1,290	6.7													
16	3,917	727	18.0	6	3,917	727	18.0	6	3,917	727	18.0	6	3,917	727	18.0	6	3,917	727	18.0									
228	54,973	12,591	22.9	183	69,474	17,569	19.5	131	92,228	12,986	14.1	76	109,051	11,022	10.1	44	189,157	14,350	7.6									
40	9,852	1,058	10.8	51	19,630	2,056	10.3	73	53,244	4,929	9.3	61	19,201	2,490	13.0	5	8,245	1,066	7.5									
169	40,795	10,565	25.9	119	44,666	10,733	24.0	48	32,932	7,052	21.4	13	18,035	3,253	18.0													
19	4,346	968	22.3	13	5,178	810	15.6	10	6,052	1,008	16.6	2	78,819	8,366	10.6	18	53,451	4,921	9.2									
253	61,077	8,080	13.2	251	95,671	11,233	11.7	155	104,360	11,552	11.0	57	78,819	8,366	10.6	18	53,451	4,921	9.2									
109	25,760	3,824	13.7	85	31,670	4,061	12.8	31	19,201	2,490	13.0	5	19,201	2,490	13.0	5	19,201	2,490	13.0									
144	35,297	4,556	12.9	166	64,001	7,172	11.2	124	68,359	9,062	10.6	52	68,359	9,062	10.6	52	68,359	9,062	10.6									
68	16,616	3,435	20.7	53	19,762	4,112	20.8	55	39,442	5,769	14.4	19	26,032	4,010	15.4	10	66,299	9,550	14.4									
5	1,397	308	22.2	4	1,551	300	19.3	6	4,213	735	17.4	2	17,058	1,971	11.6	4	14,657	1,066	7.5									
1	3,833	799	20.8	9	3,312	636	19.2	25	16,450	2,296	12.4	12	17,058	1,971	11.6	4	14,657	1,066	7.5									
5	1,184	126	10.6	2	854	70	8.4	8	6,273	563	9.0																	
30	7,333	1,758	24.0	26	9,330	2,229	23.9	11	5,330	1,131	21.1																	
11	1,239	285	23.0	8	1,239	285	23.0	8	1,239	285	23.0	8	1,239	285	23.0	8	1,239	285	23.0									
272	66,394	9,591	14.4	274	89,278	11,520	12.9	197	133,712	16,469	13.8	61	81,232	10,469	12.9	14	72,664	8,644	12.2									
35	8,674	1,113	12.8	24	9,438	1,155	12.2	13	9,438	1,155	12.2	13	9,438	1,155	12.2	13	9,438	1,155	12.2									
50	12,110	1,728	14.3	45	16,694	2,219	13.3	30	19,053	2,688	14.1	10	27,983	3,256	11.6	7	27,008	3,640	13.5									
95	23,290	3,275	14.1	84	32,947	4,710	13.1	66	60,948	8,521	14.0	21	27,983	3,256	11.6	7	27,008	3,640	13.5									
15	3,808	553	14.5	9	3,289	355	10.8	10	3,289	355	10.8	10	3,289	355	10.8	10	3,289	355	10.8									
11	2,539	258	10.2	15	3,663	355	10.1	12	8,092	938	11.6	6	7,512	689	9.2	2												
28	6,911	1,520	19.1	7	2,612	622	25.8	5	3,417	557	16.3	1	27,395	3,910	14.3	17												
38	9,052	1,944	14.8	40	15,405	1,864	12.1	41	27,395	3,910	14.3	17	27,395	3,910	14.3	17	27,395	3,910	14.3									
30	6,821	1,379	20.2	23	12,616	2,952	23.0	34	25,252	3,727	14.8	21	29,998	3,919	13.1	22	108,507	6,962	8.3									
16	3,471	483	12.5	45	17,437	2,480	14.2	70	51,237	7,185	14.0	68	91,665	11,967	13.1	39	129,865	16,159	12.4									
39	9,678	2,144	22.2	38	14,865	3,296	22.2	20	12,202	2,994	22.7	5	6,086	772	12.7	7	31,720	5,111	16.1									
11	2,847	359	12.6	7	6,414	1,131	17.5	6	7,645	296	8.1																	
3	1,410	363	27.2	5	2,018	1,451	22.8	2	2,018	1,451	22.8	2	2,018	1,451	22.8	2	2,018	1,451	22.8									
14	3,543	992	28.0	9	3,805	1,230	32.3	3	4,472	368	14.9	2																
8	1,678	409	21.8	7	2,628	474	18.0	5	2,628	474	18.0	5	2,628	474	18.0	5	2,628	474	18.0									
31	7,869	1,159	15.3	37	14,615	2,384	16.3	42	32,310	4,668	14.4	28	38,256	5,009	13.1	22	156,792	22,661	14.6									
131	31,644	4,647	14.7	139	53,124	6,884	13.0	94	64,018	7,407	11.6	34	45,814	5,329	11.4	16	51,572	3,690	7.2									
32	7,715	1,312	17.0	30	11,026	2,140	19.4	16	10,315	1,980	19.2	4																
86	21,178	2,903	13.7	103	39,621	4,272	10.8	74	50,705	5,031	9.9	30																
11	7,751	432	15.7	6	2,477	472	19.1	4	2,998	396	13.2																	
196	47,778	8,551	17.9	215	82,662	13,626	16.4	159	111,753	18,711	16.8	74	101,748	17,039	16.8	23	112,220	17,603	15.9									
59	17,123	2,547	13.7	93	35,897	4,664	13.0	66	45,864	7,004	15.3	8																
8	1,476	573	21.4	4	1,476	573	21.4	2	6,531	1,788	20.8	4	5,393	522	9.7	1												
42	10,149	1,804	17.6	35	12,927	2,510	19.4	13	5,335	9,545	17.3	37	50,091	9,515	19.0	14	89,541	14,615	16.5									
	18,682	3,327	20.5	83	32,362	6,079	18.8	78																				

(continued on next page)  
 \* Includes sales of subsidiaries of establishments.

UNITED STATES SUMMARY  
TABLE 4 -- SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total all establishments										Establishments with sales of									
	Under \$10,000					\$10,000 to \$49,999					\$50,000 to \$99,999					\$100,000 to \$199,999				
	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales		
Farm Products - raw materials	1,844	\$1,018,151	\$69,122 6.8	95	X	X	493	X	X	X	315	\$22,275	\$3,035 13.6	261	\$36,316	\$3,591 11.0				
Cotton	1,377	1,077,705	9,699 5.2	1	X	X	9	X	X	7	475	60 12.6	13	1,815	202 11.1					
Wool	462	432,446	25,582 5.9	14	\$78	\$16 20.5	76	\$2,305	\$269 11.7	72	5,113	568 11.7	76	10,583	1,058 10.7					
Hides, skins and furs (raw)	803	158,661	13,430 8.5	37	183	23 15.3	296	8,710	1,260 14.5	172	12,202	1,566 12.8	118	16,445	1,757 10.7					
Horses and mules	6	886	91 10.3				1			2	144	22 15.3	2	264	33 12.5					
Livestock	21	1,754	197 11.2	4	17	4 23.5	7	161	19 10.5	5	X	X	1	X	X					
Silk (raw)	4	10,229	459 4.5							1	X	X	2	X	X					
Tobacco (leaf)	162	46,622	7,156 15.3	19	87	25 28.7	55	1,430	298 20.8	20	1,364	356 25.7	21	3,098	477 15.4					
Wool and mohair	126	149,039	8,828 6.0	10	42	12 28.6	12	761	51 14.6	14	1,847	68 8.7	14	1,847	201 10.9					
All other	123	30,809	3,570 11.6	10	42	5 11.9	35	936	164 17.5	24	X	X	14	1,975	192 10.2					
Farm Products - consumer goods	10,211	1,612,457	199,450 11.0	1,527	6,836	1,211 17.7	3,202	85,117	12,408 14.6	1,687	119,777	16,840 14.1	1,571	222,337	29,480 13.3					
Dairy products	1,755	377,547	62,559 16.6	305	1,293	373 28.8	478	12,550	2,977 23.7	293	4,559	27.4	250	35,376	8,286 23.4					
Poultry and poultry products	1,692	227,350	17,927 7.9	270	1,261	174 13.8	650	17,126	2,058 12.0	284	9,632	1,968 20.4	213	29,405	2,489 8.5					
Dairy and poultry products	1,946	296,125	23,656 8.0	277	319	54 16.9	235	6,604	768 11.6	161	11,493	1,229 10.7	175	25,016	2,611 10.4					
Fruits and vegetables (fresh)	5,774	906,549	94,756 10.5	867	3,918	606 15.5	1,621	48,402	6,536 13.5	946	67,641	9,785 14.5	925	151,268	15,956 12.2					
All other	44	4,806	462 9.9	10	45	4 8.9	18	425	69 16.2	3	218	19 9.7	6	1,275	138 10.6					
Farm Supplies	1,359	242,586	31,192 12.9	101	516	109 21.0	988	11,019	1,616 14.7	285	20,826	2,594 13.9	273	37,913	5,154 13.5					
Feed	912	137,253	12,649 9.4	64	340	59 17.3	276	7,735	967 12.5	209	15,131	1,507 11.9	172	23,327	2,418 10.4					
Fertilizer	61	12,468	1,376 11.0	6	26	9 34.6	23	566	256 17.0	38	2,489	527 21.2	41	5,864	1,024 17.5					
Seeds	343	86,213	16,435 18.6	21	94	24 25.5	81	2,462	460 18.7	52	3,930	482 12.5	63	11,980	2,408 20.1					
All other	43	4,622	532 11.5	10	56	17 29.3	8	256	73 28.5	8	597	59 9.9	10	1,474	164 12.5					
Furniture and House Furnishings	1,636	199,266	34,444 17.3	415	1,683	437 26.0	492	12,429	2,985 24.0	247	16,762	3,580 21.4	205	28,392	5,605 19.7					
China, glassware and crockery	232	19,201	4,492 23.4	57	623	72 27.7	77	1,609	446 24.3	46	3,056	760 24.6	28	3,657	1,037 26.9					
Floor coverings	264	60,244	10,615 17.3	34	129	30 23.3	60	1,506	256 17.0	38	2,489	527 21.2	41	5,864	1,024 17.5					
Furniture (household and offices)	365	35,586	7,197 20.3	96	407	111 27.3	107	2,866	772 26.0	58	4,178	861 20.6	43	5,975	1,301 21.8					
House furnishings (except as specified)	658	51,357	6,468 12.6	210	821	206 25.1	213	5,426	1,285 23.7	86	5,785	1,039 18.0	62	11,338	1,690 16.7					
Musical instruments and sheet music	107	12,978	3,872 29.6	18	66	18 27.3	35	722	232 32.1	19	1,824	401 32.6	11	1,358	353 26.0					
General Merchandise	171	125,438	19,968 15.9	1	X	X	21	X	X	30	2,243	442 19.7	38	5,511	872 15.8					
Groceries (full line)	3,210	1,707,024	157,690 9.2	--	--	--	86	2,934	326 11.1	240	18,243	1,745 9.5	591	86,737	7,499 8.6					
Groceries (specialty lines)	10,119	1,401,241	177,795 12.7	1,716	7,595	1,482 19.5	3,231	84,433	14,403 17.1	1,908	135,340	20,415 15.1	1,441	203,596	28,936 14.2					
Canned goods	234	61,229	10,615 17.3	38	172	36 22.1	54	4,373	218 15.9	35	2,608	375 14.4	34	4,656	577 12.4					
Coffee, tea and spices	768	103,660	23,535 22.7	135	673	128 19.0	290	6,926	1,758 25.4	135	9,365	2,546 27.2	101	14,443	4,069 28.2					
Confectionery	1,580	97,676	11,982 12.2	305	1,325	211 15.9	661	16,464	2,169 13.2	341	23,731	3,144 13.2	175	23,881	3,270 13.7					
Fish and sea foods	1,258	114,459	21,697 19.0	271	1,121	268 23.9	424	11,009	2,866 25.1	241	16,660	3,266 19.7	177	24,584	4,786 19.5					
Flour	500	77,859	7,366 9.5	50	219	34 15.5	136	3,688	486 12.5	117	6,517	696 10.5	82	11,437	1,117 9.8					
Meats and meat products	2,059	430,308	45,403 10.6	179	865	131 15.1	521	14,189	2,060 14.5	400	28,662	3,701 12.9	365	51,991	5,330 12.2					
Soft drinks	232	16,552	2,968 17.9	74	373	99 30.0	81	1,935	404 20.9	54	3,732	745 20.0	27	3,725	596 16.0					
Sugar	122	56,732	3,014 5.3	3	14	4 28.6	11	300	23 7.7	19	1,449	130 9.0	21	3,140	204 6.5					
Other food and grocery specialties	3,349	442,325	54,037 12.2	663	2,876	569 19.6	1,053	28,356	4,937 17.4	566	40,576	5,592 13.8	459	65,739	8,054 12.2					
Hardware (full line)	1,099	417,364	75,164 18.2	74	357	98 27.5	243	6,232	1,419 22.6	162	11,442	2,756 24.1	166	23,769	5,036 21.2					
Hardware (specialty lines)	500	39,796	6,422 16.2	72	X	X	221	5,577	1,288 23.0	99	6,959	1,748 25.1	57	7,938	1,722 21.7					
Jewelry and Optical Goods	1,557	141,425	26,567 20.2	232	1,461	301 20.6	692	17,424	4,107 23.5	273	19,284	4,394 22.8	160	21,716	5,192 23.9					
Jewelry (full line)	219	41,355	6,909 16.7	71	202	37 18.3	71	2,024	327 16.2	39	3,030	571 18.8	35	4,857	819 16.9					
Clocks and watches	109	15,183	2,164 14.3	36	200	31 15.5	37	521	169 19.3	6	521	93 17.9	9	1,276	191 15.0					
Diamonds and other precious stones	169	11,253	1,303 11.6	31	160	27 16.9	61	1,426	171 12.0	42	2,935	270 9.2	21	2,817	356 12.6					
Other jewelry specialties	683	46,968	8,130 17.3	173	810	150 18.5	519	7,662	1,368 17.0	100	7,206	1,336 18.5	47	6,267	1,286 20.5					
Optical goods	377	26,665	10,101 37.7	39	220	86 39.1	194	5,277	2,106 39.9	94	5,592	2,178 38.1	46	6,499	2,540 39.1					

(continued on next page)  
X - Withheld to avoid disclosure of individual operations



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1935

UNITED STATES SUMMARY  
TABLE 4 - SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments											Establishments with sales of										
	Under \$10,000					\$10,000 to \$49,999					\$50,000 to \$99,999					\$100,000 to \$199,999						
	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 800)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales				
Lumber and Construction Materials	2,263	\$339,949	\$69,902 (20.6)	191	\$806	\$310 (34.2)	632	\$19,333	\$5,124 (26.5)	470	\$33,446	\$7,805 (23.6)	461	\$66,875	\$15,182 (22.7)							
Builders' supplies (full line)	503	74,442	16,025 (21.5)	26	119	35 (29.4)	152	4,539	1,095 (24.1)	113	8,379	1,742 (20.8)	107	15,423	3,106 (20.2)							
Lumber and millwork	1,082	190,342	36,376 (19.1)	75	349	113 (32.4)	288	8,176	2,044 (25.0)	213	15,103	3,383 (22.4)	242	35,784	7,822 (21.8)							
Erick, tile and terra cotta	112	18,309	1,866 (10.2)	9	36	7 (19.4)	47	1,290	292 (22.6)	29	2,094	494 (23.6)	17	2,137	484 (22.6)							
Cement, lime and plaster	123	18,374	3,388 (18.5)	9	47	20 (42.6)	40	1,290	298 (23.1)	26	2,094	494 (23.6)	27	4,165	877 (21.1)							
Glass	258	21,544	6,653 (30.9)	42	203	73 (36.0)	105	2,452	861 (35.1)	46	3,209	1,190 (37.1)	41	5,604	1,898 (33.9)							
Sand, gravel and crushed stone	96	9,575	2,770 (28.9)	17	90	36 (40.0)	31	832	285 (34.3)	20	1,474	423 (28.8)	13	1,774	546 (30.8)							
All other	89	16,363	2,914 (17.8)	13	62	26 (41.9)	29	783	249 (31.8)	23	1,508	314 (20.8)	14	1,962	469 (23.9)							
Machinery, Equipment and Supplies	7,050	818,190	168,591 (20.6)	1,107	5,361	1,668 (31.5)	2,626	70,016	19,303 (27.6)	1,247	89,197	22,534 (25.3)	1,002	139,624	31,075 (22.3)							
Commercial machinery, equipment and supplies	186	13,714	4,034 (29.4)	31	178	70 (39.3)	84	2,028	607 (29.9)	33	2,281	745 (32.7)	21	2,893	811 (28.1)							
Office (except furniture)	664	44,451	11,669 (26.3)	151	702	198 (28.2)	297	7,472	2,196 (29.4)	113	7,930	2,304 (29.1)	57	7,946	2,021 (25.4)							
Store, restaurant and hotel	69	5,226	1,093 (20.9)	10	56	24 (42.9)	30	694	187 (26.9)	12	820	227 (27.7)	10	1,261	198 (15.7)							
All other	330	45,066	9,119 (20.2)	43	209	56 (26.8)	117	3,428	803 (23.4)	55	3,957	754 (19.1)	50	6,366	1,417 (22.3)							
Farm and dairy machinery and equipment	189	79,628	15,176 (19.0)	--	--	--	10	313	84 (26.8)	17	1,413	346 (24.5)	42	5,723	1,287 (22.0)							
Industrial equipment and supplies	167	12,252	3,084 (25.2)	16	89	24 (27.0)	84	2,217	585 (26.4)	27	1,890	482 (25.5)	27	3,535	981 (27.8)							
Belting, hose and packing	65	14,529	1,557 (10.7)	3	14	8 (57.1)	24	619	128 (20.7)	22	1,885	430 (22.8)	10	1,380	267 (19.3)							
Power transmission equipment	55	13,569	1,515 (11.2)	6	20	6 (30.0)	12	295	50 (16.9)	6	375	69 (18.4)	15	2,118	293 (13.8)							
Rope, cordage and twine	993	98,482	20,441 (20.8)	187	847	288 (34.0)	359	9,356	2,654 (28.8)	172	12,310	2,870 (23.3)	140	15,671	4,268 (27.2)							
All other	277	53,831	10,310 (19.2)	21	130	37 (28.5)	69	1,937	557 (28.8)	43	3,016	961 (31.9)	53	7,884	1,815 (23.0)							
Construction (including road building)	76	9,959	1,803 (18.1)	10	52	20 (38.5)	27	737	203 (27.5)	11	1,605	321 (20.0)	12	1,605	321 (20.0)							
Machine tools	87	11,134	2,098 (18.8)	12	61	16 (26.2)	33	973	262 (26.9)	12	300	176 (58.0)	16	2,300	448 (19.5)							
Mining and quarrying	754	147,559	16,459 (11.2)	47	217	82 (37.8)	175	5,179	1,269 (24.5)	173	12,902	2,327 (18.1)	162	22,212	2,756 (12.4)							
Oil well and oil refining	63	5,608	1,297 (22.9)	8	45	13 (29.3)	21	502	133 (26.5)	15	1,149	278 (24.3)	10	1,984	515 (25.5)							
Power plant	45	4,374	1,275 (29.2)	5	25	11 (44.0)	15	399	122 (30.6)	10	1,679	188 (11.2)	7	2,949	287 (9.7)							
Textile	191	11,631	3,274 (28.1)	46	246	94 (38.2)	73	1,626	505 (31.1)	40	2,642	818 (31.0)	21	2,764	736 (26.8)							
Used machinery and equipment	343	23,212	6,180 (26.6)	64	334	139 (41.6)	158	4,359	1,190 (27.9)	61	4,171	1,201 (28.8)	40	5,441	1,531 (28.1)							
All other	251	22,829	6,412 (28.1)	32	125	29 (23.2)	86	2,352	564 (24.0)	57	4,049	1,097 (27.1)	44	6,372	1,751 (27.5)							
Dental	187	24,940	7,055 (28.3)	25	141	42 (29.8)	65	1,803	572 (31.7)	40	2,824	843 (30.0)	26	3,674	950 (25.9)							
Surgical, medical and hospital	238	29,207	7,333 (25.1)	35	171	44 (25.7)	95	2,594	731 (28.2)	39	2,511	643 (25.9)	33	4,976	1,188 (24.1)							
All other	637	36,227	12,054 (33.3)	131	644	189 (29.3)	307	9,147	2,396 (26.4)	106	7,683	2,410 (31.4)	55	7,947	2,486 (31.2)							
Service equipment and supplies	138	21,766	3,782 (17.4)	10	56	13 (23.2)	32	916	271 (29.6)	31	2,247	635 (28.3)	23	3,085	837 (27.1)							
Barber and beauty parlor	191	25,005	5,779 (23.1)	16	80	25 (31.3)	64	1,899	482 (25.4)	35	2,567	496 (19.3)	41	5,679	1,245 (21.9)							
Upholsterers'	616	34,013	8,325 (24.5)	167	761	223 (29.3)	236	7,593	2,147 (28.3)	64	4,336	1,172 (27.0)	63	8,628	2,076 (24.1)							
All other	13	1,109	272 (24.5)	2	12	6 (50.0)	4	80	24 (30.0)	4	250	81 (32.4)	2	1,000	200 (20.0)							
Transportation equipment and supplies	32	16,301	3,622 (22.2)	2	11	3 (27.3)	8	228	68 (30.3)	5	416	111 (26.7)	4	1,000	200 (20.0)							
Aircraft and aeronautical	171	5,447	1,094 (20.1)	9	57	11 (19.3)	36	879	196 (22.5)	12	925	186 (20.1)	6	875	202 (23.1)							
Boats (including motor, sail and steam)	72	12,286	2,443 (19.9)	18	78	17 (21.8)	45	1,303	300 (23.0)	32	2,942	470 (16.0)	12	1,674	336 (20.1)							
All other	776	233,713	31,451 (13.5)	63	246	80 (32.5)	195	5,139	1,507 (29.3)	121	8,783	2,067 (23.5)	137	20,181	4,560 (22.6)							
Metals and Metal Work (except scrap)	92	79,065	15,534 (19.6)	22	83	26 (31.3)	81	2,195	726 (33.1)	50	3,550	946 (26.6)	65	9,506	2,425 (25.5)							
Iron and steel (except structural)	328	18,915	3,872 (20.5)	3	22	8 (36.4)	25	698	179 (25.6)	11	853	195 (22.8)	17	2,661	687 (25.8)							
Structural iron and steel	9	6,299	975 (15.5)	1	37	13 (35.1)	18	491	135 (27.2)	12	697	148 (21.2)	8	1,289	118 (9.2)							
Wire, wire fence and wire rope	18	4,610	480 (10.4)	1	5	1 (20.0)	2	154	25 (16.2)	2	151	36 (23.8)	2	433	82 (18.9)							
Copper	177	39,339	6,202 (15.8)	13	50	12 (24.0)	40	945	247 (26.0)	33	2,457	529 (21.5)	31	4,278	981 (23.0)							
Sheet metal products	104	85,485	4,406 (5.2)	15	1	1	26	686	200 (29.2)	13	685	209 (30.6)	13	2,015	367 (18.2)							

(continued on next page)



UNITED STATES SUMMARY  
TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of												Ex- pen- ses, % to Sales			
	\$200,000 to \$299,999			\$300,000 to \$499,999			\$500,000 to \$999,999			\$1,000,000 to \$1,999,999				\$2,000,000 and over		
	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales		Num- ber	Net Sales (add 000)	Ex- pen- ses, % to Sales
Lumber and Construction Materials	191	\$46,330	\$9,450 20.4	140	43,743	\$10,401 19.0	81	\$52,504	\$9,509 18.1	29	\$40,321	\$6,912 15.5	8	\$25,991	\$5,679 21.8	
Bulldozers, supplies (full line)	52	2,363	2,503 19.9	35	12,197	6,643 19.6	12	7,969	1,531 19.2	4	1,531	1,531 100.0	2	1,531	1,531 100.0	
Lumber and millwork	106	29,254	4,980 19.5	81	30,769	5,532 16.0	13	33,994	5,793 17.3	30	27,204	3,967 14.6	5	14,010	2,772 19.8	
Brick, tile and terra cotta	8	1,999	369 18.5	2	2,027	356 17.6	4	2,563	439 17.1	3	4,707	633 13.4	--	--	--	
Cement, lime and plaster	10	2,443	724 29.6	7	2,628	789 30.0	7	5,003	1,118 22.3	1	--	--	--	--	--	
Glass	6	1,431	403 28.3	7	2,679	743 27.7	2	1,360	352 24.4	--	--	--	--	--	--	
Sand, gravel and crushed stone	2	507	73 14.4	2	1,131	131 11.6	1	2,215	306 13.8	2	--	--	1	--	--	
All other	440	105,031	22,283 21.0	322	122,354	22,530 18.4	223	148,161	26,750 18.1	70	91,698	16,851 18.4	13	45,748	5,977 12.2	
Machinery, Equipment and Supplies	7	1,710	546 31.9	8	3,213	912 28.4	2	1,421	343 24.1	--	--	--	--	--	--	
Commercial machinery, equipment and supplies	25	6,038	1,338 22.2	13	4,902	1,175 24.0	4	2,590	766 29.6	3	--	--	1	--	--	
Office (except furniture)	2	8,117	1,214 15.0	19	7,060	1,292 18.3	10	6,158	1,056 17.1	2	--	--	1	--	--	
All other	29	6,947	1,391 20.0	35	13,630	2,530 18.6	40	26,494	4,864 18.4	13	15,281	2,872 18.8	3	10,027	1,832 18.3	
Farm and dairy machinery and equipment	2	560	142 24.5	2	863	224 26.0	2	1,368	256 18.7	--	--	--	--	--	--	
Industrial equipment and supplies	3	789	107 13.6	3	1,148	123 10.7	7	4,494	446 9.9	3	4,330	421 9.7	--	--	--	
Industrial (full line)	60	14,728	3,163 21.5	43	16,170	2,872 17.8	25	16,217	2,760 17.0	7	9,183	1,512 16.5	--	--	--	
Auto. machinery	34	8,099	1,593 19.7	30	11,498	1,930 16.8	22	14,425	2,448 17.0	4	--	--	1	--	--	
Construction (including road building)	3	720	115 16.0	9	3,619	602 16.6	4	2,511	362 14.4	--	--	--	--	--	--	
Machine tools	4	948	210 22.2	4	1,485	171 11.5	6	4,617	815 17.7	--	--	--	--	--	--	
Mining and quarrying	73	17,364	2,600 15.0	62	23,073	1,741 7.5	39	27,150	2,163 8.0	18	25,024	2,405 9.6	5	14,438	1,111 7.7	
Oil well and oil refining	6	1,509	265 17.6	3	1,120	282 25.2	--	--	--	--	--	--	--	--	--	
Power plant	6	1,364	312 22.9	--	--	--	2	1,568	415 26.6	--	--	--	--	--	--	
Textile	5	1,223	377 30.8	3	1,179	299 25.4	3	1,753	735 22.0	--	--	--	--	--	--	
Used machinery and equipment	7	1,223	377 30.8	3	1,179	299 25.4	3	1,753	735 22.0	1	--	--	--	--	--	
All other	17	4,003	1,155 28.9	13	4,804	1,565 32.0	2	1,044	251 24.0	--	--	--	--	--	--	
Professional equipment and supplies	11	2,639	667 24.9	7	2,694	518 36.4	7	6,087	1,651 27.1	4	5,039	1,507 29.9	--	--	--	
Dental	16	4,024	957 23.8	8	3,074	501 17.0	6	3,919	588 25.2	6	7,718	1,947 25.2	--	--	--	
Surgical, medical and hospital	22	5,362	1,622 30.2	11	3,937	996 25.3	4	1,937	398 20.5	1	--	--	1	--	--	
All other	21	4,749	1,020 21.5	5	2,103	435 20.7	7	4,321	1,257 29.1	3	3,607	919 22.7	--	--	--	
Service equipment and supplies	3	2,246	595 26.5	10	3,856	994 25.6	6	1,856	487 26.2	1	--	--	--	--	--	
Barber and beauty parlor	4	935	305 32.6	2	1,578	263 16.7	2	1,954	443 22.7	2	--	--	1	--	--	
Laundry	8	1,954	443 22.7	2	1,954	443 22.7	2	1,954	443 22.7	2	--	--	1	--	--	
All other	37	21,352	4,136 19.6	21	27,472	4,566 17.0	75	51,973	8,404 16.2	18	21,546	3,446 16.0	9	77,019	5,526 3.3	
Transportation equipment and supplies	32	7,973	1,724 21.6	29	11,444	2,593 20.0	38	26,590	4,720 17.2	9	11,444	2,593 20.0	2	--	--	
Aircraft and aeronautical	14	3,463	833 24.1	12	4,507	732 16.2	10	6,711	1,233 18.4	9	--	--	--	--	--	
Railroad	5	1,175	218 18.6	4	1,018	145 14.2	1	--	--	--	--	--	--	--	--	
Boats (including motor, sail and steam)	3	703	139 19.8	3	1,018	145 14.2	1	--	--	--	--	--	--	--	--	
All other	20	4,906	935 19.1	18	6,749	1,027 15.2	17	11,331	1,704 15.0	4	--	--	1	--	--	
Other metals and metal work	13	3,132	346 11.0	5	3,132	346 11.0	5	3,132	346 11.0	5	5,779	682 11.8	5	64,264	1,692 2.6	

(continued on next page)

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION 1935

UNITED STATES SUMMARY  
TABLE 4.-SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of														
	all establishments			Under \$10,000			\$10,000 to \$49,999			\$50,000 to \$99,999			\$100,000 to \$199,999		
	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses % to Sales
Paper and Its Products	2,486	\$326,731	73,553 18.5	321	\$1,477	312 21.1	806	\$21,019	4,613 21.9	445	\$31,663	6,877 21.7	370	\$52,412	10,991 21.0
Wrapping or coarse paper and products	1,521	222,003	49,356 17.5	171	801	154 19.2	449	11,736	2,185 18.5	265	19,038	3,677 19.3	258	36,353	7,176 19.7
Fine or printing and writing paper	201	61,596	10,916 17.7	6	6	X	37	1,108	235 21.2	33	2,323	471 20.3	35	4,952	1,056 21.3
Stationery and stationery supplies	489	36,905	8,143 22.1	117	518	109 21.0	195	4,770	1,080 22.6	88	6,294	1,427 22.7	47	6,619	1,420 21.5
Wall paper	255	16,227	5,168 31.8	27	27	X	125	3,345	1,113 33.3	59	4,066	1,302 32.5	32	4,439	1,329 29.6
Petroleum and Its Products	578	124,120	16,491 13.3	122	826	152 28.9	191	5,152	1,235 24.0	99	7,124	1,785 25.1	80	11,356	2,254 19.8
Plumbing and Heating Equipment and Supplies	1,712	240,005	47,547 19.8	154	794	236 37.3	435	13,234	3,222 24.6	351	26,166	5,600 21.4	352	49,112	10,215 20.5
Plumbing and heating (full line)	508	119,862	22,460 18.8	4	4	X	40	1,283	283 22.1	101	7,686	1,508 19.8	187	22,671	4,432 19.6
Heating (including stores and ranges)	224	24,682	5,623 22.8	24	507	173 34.1	295	8,242	1,901 23.1	189	13,589	2,854 21.0	143	19,616	4,033 20.6
Plumbing fixtures, equipment and supplies	838	85,391	16,511 19.4	99	507	173 34.1	295	8,242	1,901 23.1	189	13,589	2,854 21.0	143	19,616	4,033 20.6
All other	142	10,070	2,533 25.2	27	137	46 33.6	61	1,400	459 30.6	25	1,799	491 27.3	17	2,082	459 22.0
Tobacco and Its Products (except leaf)	1,914	744,644	41,034 5.5	142	513	73 14.2	241	7,551	540 7.1	257	18,643	1,373 7.4	344	49,603	3,295 6.6
Waste Materials	4,765	391,194	57,039 14.6	1,982	7,169	1,756 24.9	1,528	35,034	8,103 23.1	436	33,711	7,176 21.3	363	50,555	9,927 17.7
Iron and steel scrap	1,442	163,010	20,465 12.6	578	2,074	524 25.3	464	11,184	2,666 23.8	181	10,532	2,597 24.7	110	15,133	3,010 19.9
Junk and scrap (full line)	1,534	79,225	13,204 16.7	628	2,352	548 23.3	543	12,022	2,604 21.7	170	11,864	2,273 19.2	96	13,396	2,893 17.1
Waste paper, rags and rubber	1,568	122,946	20,978 17.1	635	2,439	638 27.0	467	10,483	2,629 25.1	140	9,546	2,039 24.0	130	13,577	3,310 17.8
Nonferrous metals	220	26,010	2,1972 9.1	81	304	56 18.4	54	1,405	204 14.5	25	1,809	224 12.4	25	3,479	314 9.0
All Other Products	3,908	406,422	60,513 15.6	993	4,297	1,056 24.8	1,453	37,337	7,685 20.5	622	43,501	9,661 19.9	433	59,710	10,940 18.6
Books, periodicals and newspapers	607	103,821	19,670 19.9	53	848	67 27.0	205	5,659	1,136 20.0	134	9,539	1,722 17.9	93	12,439	2,336 18.8
Flowers and nursery stock	533	33,660	4,505 20.1	277	1,110	286 25.8	121	2,979	631 21.2	58	4,239	892 21.0	50	6,690	1,434 21.5
Forest products (except lumber)	490	35,940	6,189 17.2	178	746	208 27.9	169	4,138	1,060 25.6	68	4,655	1,178 25.3	41	5,636	1,117 19.8
Leather and leather goods	1,028	99,551	13,204 13.4	176	803	156 19.4	439	11,713	2,029 17.3	186	13,023	2,341 18.0	132	18,014	3,134 17.4
Oil and greases (animal and vegetable)	60	26,504	2,540 9.6	4	601	X	16	601	X	9	601	X	8	1,051	153 14.6
Rubber (crude)	11	11,289	958 8.5	1	288	X	1	X	X	1	X	X	3	434	85 19.6
Textiles and materials other than dry goods	231	30,374	4,933 16.2	69	288	69 24.0	111	2,983	600 20.1	37	2,552	534 20.9	44	6,266	1,142 18.2
Yarns	154	37,367	3,254 8.7	17	56	13 23.2	45	1,203	216 18.0	30	2,078	305 14.7	23	2,983	447 14.9
Miscellaneous kinds of business	734	36,726	7,960 20.6	218	1,020	262 25.7	346	8,533	1,899 22.8	100	6,759	1,548 22.9	39	1,092	210 21.0

UNITED STATES SUMMARY  
TABLE 4 - SALES AND EXPENSES BY BUSINESS SIZE GROUPS  
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of										\$2,000,000 and over				
	\$200,000 to \$299,999		\$300,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 to \$1,999,999		\$2,000,000 and over						
	Num-ber	Net Sales (add 000)	Ex-pen-ses, % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses, % to Sales	Num-ber	Net Sales (add 000)	Ex-pen-ses, % to Sales	Num-ber			Net Sales (add 000)	Ex-pen-ses, % to Sales	
Paper and Its Products	196	\$47,704	8,979 18.8	162	\$62,007	\$11,850 19.1	128	\$85,923	\$15,266 17.6	46	\$64,275	\$10,024 15.6	11	\$30,249	\$4,679 15.5
Wrapping or concealing paper and products	150	36,412	6,397 17.6	116	44,465	8,124 18.3	88	59,329	10,327 17.4	34	48,818	8,124 16.6	10	15,249	2,245 14.7
Paper for printing and writing paper	22	5,990	1,160 20.8	31	11,618	2,115 17.9	30	6,048	1,354 21.9	8	4,963	1,022 20.6	1	1,000	200 20.0
Stationery and stationery supplies	40	4,691	1,112 23.7	9	3,003	649 21.6	9	2,721	562 20.7	4	1,908	481 25.2	1	1,000	200 20.0
Wall Paper	4	1,011	310 30.7	7	2,721	562 20.7	1	2,721	562 20.7	1	1,908	481 25.2	1	1,000	200 20.0
Petroleum and Its Products	15	3,618	541 14.2	21	7,823	1,201 15.4	24	17,436	2,867 16.6	15	21,268	2,875 13.5	11	49,597	3,561 7.2
Plumbing and Heating Equipment and Supplies	158	37,872	7,436 19.6	118	44,855	8,650 19.3	74	50,372	9,186 18.2	7	10,455	1,716 16.4	3	7,095	1,186 16.7
Plumbing (including valves and ranges)	84	20,325	4,067 20.0	77	29,423	5,614 19.1	38	26,030	4,857 18.5	5	7,432	988 13.3	2	1,000	200 20.0
Plumbing fixtures, equipment and supplies	12	2,915	577 19.8	8	3,364	794 23.5	9	6,286	1,129 17.9	1	1,129	17.9	1	1,129	17.9
All other	56	13,208	2,518 19.1	30	10,727	1,989 18.5	24	16,136	2,649 16.4	1	16,136	2,649 16.4	1	16,136	2,649 16.4
Tobacco and Its Products (except leaf)	6	1,423	274 19.3	3	1,321	253 19.2	3	1,908	581 30.5	1	1,908	581 30.5	1	1,908	581 30.5
Tobacco and Its Products (except leaf)	271	56,790	3,638 5.4	261	101,969	5,517 5.4	250	170,613	8,543 5.0	97	131,469	6,202 4.7	51	197,263	11,922 6.0
Waste Materials	137	37,891	6,653 17.6	107	40,106	5,713 14.2	86	60,180	7,611 12.6	37	51,898	6,534 12.6	19	74,580	4,556 6.1
Iron and steel scrap	50	12,682	2,058 16.3	36	13,941	2,367 17.0	23	13,569	1,868 13.7	16	21,797	2,599 11.9	14	60,708	3,403 5.6
Waste paper, rags and rubber	45	10,488	1,976 17.9	23	8,400	1,057 12.6	25	17,496	2,293 13.1	1	17,496	2,293 13.1	1	17,496	2,293 13.1
Nonferrous metals	52	12,960	2,426 19.3	36	13,952	2,053 14.7	28	19,850	2,864 14.5	18	25,766	3,895 15.1	3	9,603	854 8.7
All Other Products	10	2,361	291 12.3	12	4,213	236 5.6	10	7,275	764 10.8	2	7,275	764 10.8	2	7,275	764 10.8
Books, periodicals and newspapers	144	35,420	5,648 15.9	129	49,538	7,522 15.2	76	56,610	7,919 14.0	34	47,351	5,462 11.6	22	73,598	8,590 11.7
Flowers and nursery stock	46	11,155	2,021 18.1	39	15,542	3,021 19.4	22	16,459	3,601 21.9	8	11,213	1,973 17.6	7	21,497	3,794 17.6
Forest products (except lumber)	15	3,531	602 17.0	9	3,599	557 15.5	3	1,722	403 23.4	2	1,722	403 23.4	2	1,722	403 23.4
Leather and leather goods	12	3,015	565 18.7	14	5,219	833 15.7	5	3,564	491 13.8	2	3,564	491 13.8	1	3,564	491 13.8
Oil and greases (animal and vegetable)	33	8,090	1,130 14.0	21	11,414	1,330 11.7	22	15,969	1,656 10.2	5	6,353	700 11.0	4	13,172	748 5.7
Rubber (crude)	4	1,034	135 13.1	4	1,668	147 8.8	6	3,924	287 7.3	6	6,097	747 9.2	3	9,754	824 8.4
Textiles and materials other than dry goods	1	3,413	480 14.1	8	2,792	487 17.4	1	3,114	187 6.3	2	3,114	187 6.3	2	3,114	187 6.3
Yarns	10	2,535	220 8.7	9	3,213	256 7.3	9	3,213	256 7.3	9	12,799	941 7.4	2	12,799	941 7.4
Miscellaneous kinds of business	9	1	1	14	1	1	6	4,514	741 16.4	1	4,514	741 16.4	1	4,514	741 16.4

X Withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>AMUSEMENT AND SPORTING GOODS</b>												
Cameras and motion picture equipment and supplies	8	\$1,587	18.6	5	\$1,186	15.6	4.2	4.7	.9	.9	2.5	2.4
Moving picture films	52	34,118	12.3	34	13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
Sporting goods (full line)	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Toys, novelties and fireworks	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	15.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
<b>AUTOMOTIVE</b>												
Automobiles and other motor vehicles	307	352,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
\$100,000 to 199,999	39	5,866	11.1	16	2,471	16.4	5.5	5.4	1.0	1.2	2.0	1.3
\$200,000 to 299,999	40	9,832	10.8	17	4,038	12.9	3.4	3.9	.4	1.1	3.0	1.1
\$300,000 to 499,999	51	19,630	10.3	22	8,548	11.0	3.7	2.8	.5	.8	1.8	1.4
\$500,000 to 999,999	73	53,244	9.3	49	37,089	9.2	2.8	3.2	.2	.4	1.5	1.1
\$1,000,000 and over	104	263,723	8.1	59	154,820	8.6	2.1	3.5	.2	.6	1.4	.8
Automotive equipment	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
\$100,000 to 199,999	514	70,489	26.6	293	40,614	27.3	8.5	8.7	1.6	2.0	3.8	2.7
\$200,000 to 299,999	169	40,795	25.9	108	26,125	26.4	8.3	8.8	1.3	2.5	3.1	2.4
\$300,000 to 499,999	119	44,666	24.0	81	30,206	24.8	7.3	8.8	1.5	2.1	2.9	2.2
\$500,000 and over	61	50,967	20.2	32	25,462	21.3	6.7	7.4	.8	2.6	1.6	2.2
Tires and tubes	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
<b>BEER, WINES AND LIQUORS</b>												
Beer and other fermented malt liquors	621	140,058	13.8	351	82,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
\$100,000 to 199,999	390	53,515	15.3	212	29,136	15.3	3.5	3.7	3.1	1.2	2.0	1.8
\$200,000 to 299,999	109	25,760	13.7	63	14,936	14.7	2.8	3.8	3.4	1.4	1.5	1.8
\$300,000 to 499,999	85	31,670	12.8	54	20,309	13.2	3.0	3.1	2.2	1.3	2.2	1.4
\$500,000 and over	37	29,093	12.4	22	17,789	12.6	3.3	3.8	2.1	1.3	.8	1.3
Wines and liquors	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
\$100,000 to 199,999	269	38,515	15.2	148	21,109	16.7	5.0	4.4	1.4	1.3	2.5	2.1
\$200,000 to 299,999	144	35,297	12.9	90	21,914	13.4	3.6	4.6	1.4	.8	1.5	1.5
\$300,000 to 499,999	166	64,001	11.2	106	41,078	11.9	3.5	3.5	1.3	.8	1.2	1.6
\$500,000 to 999,999	124	85,359	10.6	97	66,670	10.5	3.6	3.5	.9	.7	.7	1.1
\$1,000,000 and over	69	122,378	9.9	53	93,905	10.6	3.4	3.8	1.0	.8	.9	.7
<b>CHEMICALS AND PAINTS</b>												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	5	853	12.5	2	x	11.3	3.9	1.1	3.4	.8	.8	1.3
Industrial chemicals	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Neval stores	21	21,038	6.2	7	4,346	11.9	4.2	2.6	2.1	1.5	.7	.8
Paints and varnishes	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
All other	57	51,647	19.5	15	39,423	20.8	13.4	6.1	.3	.2	.5	.3
<b>CLOTHING AND FURNISHINGS</b>												
Clothing and/or furnishings (full line)	171	50,027	14.0	108	34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Men's and boys'	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
\$100,000 to 199,999	141	19,329	14.1	83	11,304	14.5	4.9	6.1	.7	.6	1.6	.6
\$200,000 to 299,999	50	12,110	14.3	33	8,060	14.8	5.3	5.2	.8	.5	1.7	1.3
\$300,000 to 499,999	45	16,694	13.3	32	12,104	12.9	4.5	3.8	.9	.8	1.5	1.4
\$500,000 and over	42	40,426	12.5	25	23,627	11.9	3.9	4.6	.5	.9	1.0	1.0
Women's and children's	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
\$100,000 to 199,999	184	26,137	12.9	102	14,854	12.8	4.7	4.1	.7	.6	1.8	.9
\$200,000 to 299,999	95	23,290	14.1	65	16,012	14.1	5.1	4.2	.8	.8	1.9	1.3
\$300,000 to 499,999	94	35,947	13.1	56	21,652	12.8	4.8	4.0	.9	.8	1.5	.8
\$500,000 to 999,999	86	60,848	14.0	59	41,650	13.7	4.6	4.9	.8	1.0	1.3	1.1
\$1,000,000 and over	28	54,991	12.5	23	48,373	12.5	3.7	4.6	.8	1.4	1.0	1.0
Furs, dressed and fur clothing	75	25,025	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Hosiery	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Millinery and millinery supplies	95	26,700	16.7	65	21,025	16.5	5.3	6.3	.6	.7	1.9	1.7
Shoes and other footwear	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4

(continued)

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES  
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales add 000	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>COAL AND COKE</b>	197	\$191,263	11.8	49	\$92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
<b>DRUGS (FULL LINE)</b>	259	296,835	13.0	194	236,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
\$100,000 to 299,999	37	6,731	13.0	20	3,621	12.8	4.7	3.6	.6	1.4	1.4	1.1
\$300,000 to 499,999	45	17,437	14.2	33	12,628	13.7	4.6	3.4	.6	2.1	1.6	1.4
\$500,000 to 999,999	70	51,237	14.0	54	39,812	13.9	5.3	3.6	.6	1.7	1.3	1.4
\$1,000,000 and over	107	221,430	12.7	87	161,944	13.5	4.6	3.3	.7	2.1	.9	1.9
<b>DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)</b>												
Drug specialties	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Patent medicines	32	17,822	15.6	9	4,418	18.8	5.0	9.6	1.5	.9	1.5	.3
Toilet articles and preparations	73	30,117	26.5	24	10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
All other	40	24,345	17.5	25	8,317	15.6	4.6	5.6	2.1	1.2	1.1	1.2
<b>DRY GOODS (FULL LINE)</b>	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
\$100,000 to 199,999	57	8,156	13.9	35	4,972	13.7	4.2	4.2	.9	.6	2.1	1.6
\$200,000 to 299,999	31	7,569	15.3	20	4,942	15.1	5.2	5.4	.8	.7	1.4	1.6
\$300,000 to 499,999	37	14,615	16.3	28	10,978	16.1	5.2	5.5	.7	1.0	1.6	2.1
\$500,000 to 999,999	42	32,310	14.4	30	23,175	13.9	4.3	5.3	.8	.9	1.3	1.3
\$1,000,000 and over	50	195,048	14.3	33	91,245	14.8	3.5	5.5	.5	1.3	1.7	2.3
<b>DRY GOODS (SPECIALTY LINES)</b>												
Notions	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Piece goods	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
\$100,000 to 199,999	196	27,725	13.9	110	16,033	14.7	5.3	4.8	.7	.5	1.9	1.5
\$200,000 to 299,999	88	21,178	13.7	57	13,579	14.9	5.6	4.7	1.1	.4	1.8	1.3
\$300,000 to 499,999	103	39,621	10.8	69	26,558	11.6	4.2	3.5	.6	.5	1.2	1.6
\$500,000 to 999,999	74	50,705	9.9	47	32,261	9.6	3.6	2.8	.7	.5	.9	1.1
\$1,000,000 and over	44	87,576	8.6	26	51,340	8.4	2.7	3.0	.4	.4	.8	1.1
All other	69	14,741	16.3	49	11,705	16.7	6.9	5.3	.9	.2	1.6	1.8
<b>ELECTRICAL GOODS</b>												
Electrical merchandise, except appliances	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
\$100,000 to 199,999	236	34,063	16.5	140	20,779	17.0	5.6	5.1	1.0	1.5	2.3	1.5
\$200,000 to 299,999	119	29,096	16.2	74	18,327	15.1	4.8	4.8	.6	2.1	1.6	1.2
\$300,000 to 499,999	132	50,300	14.8	102	38,257	13.6	4.3	4.9	.6	1.4	1.6	.8
\$500,000 to 999,999	81	56,098	16.3	54	44,306	15.1	4.9	5.3	.7	1.7	1.6	.9
\$1,000,000 and over	46	74,936	14.3	41	65,504	14.9	4.5	4.6	.6	1.8	1.5	1.0
Radios, refrigerators and appliances	427	264,854	18.0	250	187,345	18.6	4.6	9.4	.9	.9	1.3	1.6
<b>FARM PRODUCTS - RAW MATERIALS</b>												
Cotton	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Grain	298	424,950	5.8	105	147,413	5.9	1.7	.7	.4	1.4	1.1	.5
Hides, skins, and furs (raw)	298	137,566	7.7	163	91,140	7.1	2.5	1.4	.4	1.0	.8	.9
Horses and mules	3	722	9.3	--	--	--	--	--	--	--	--	--
Livestock	5	1,140	6.2	1	--	11.6	4.1	2.1	1.2	1.7	1.2	1.3
Silk (raw)	3	10,140	4.5	3	1,140	4.5	2.0	1.2	.2	.2	1.1	.8
Tobacco (leaf)	68	43,721	14.8	11	12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
Wool and mohair	92	147,871	5.9	61	96,717	5.7	1.9	1.4	.5	.7	.4	.8
All other	54	28,159	11.1	22	13,360	13.1	5.6	2.3	1.5	1.3	1.2	1.2
<b>FARM PRODUCTS - CONSUMER GOODS</b>												
Dairy products	681	342,901	15.5	309	185,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
Poultry and poultry products	488	189,331	7.1	244	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Dairy and poultry products	473	277,709	7.4	312	206,800	6.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2,140	786,588	10.4	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
\$100,000 to 199,999	925	131,265	13.1	571	73,583	12.7	3.0	2.7	2.3	1.2	2.1	1.5
\$200,000 to 299,999	472	114,538	11.3	308	75,438	11.8	2.8	2.3	2.1	1.2	1.6	1.5
\$300,000 to 499,999	358	135,716	10.7	257	95,136	11.0	2.7	2.3	2.3	1.3	1.4	1.0
\$500,000 to 999,999	269	183,458	9.4	211	136,808	10.2	2.4	2.2	1.8	1.6	1.3	.9
\$1,000,000 and over	116	220,561	8.3	83	137,312	10.4	2.3	1.8	3.1	1.4	1.0	.8
All other	13	4,198	9.3	10	3,778	9.1	2.9	1.5	.8	1.6	1.3	1.0
<b>FARM SUPPLIES</b>												
Feed	363	114,047	8.2	123	34,809	10.9	3.1	2.0	1.5	1.4	1.4	1.4
Fertilizer	16	10,708	12.0	4	4,349	13.6	3.9	1.8	3.0	.3	2.1	2.5
Seeds	199	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
All other	17	3,711	10.3	3	1,068	5.4	1.4	1.2	.2	.7	.4	.9

(continued)

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Ware-house	Occu-pancy	Other
<u>FURNITURE AND HOUSE FURNISHINGS</u>												
China, glassware and crockery	52	\$14,046	22.9	32	\$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Floor coverings	152	76,120	12.9	93	50,251	13.3	4.7	4.1	.8	.9	1.5	1.3
Furniture (household and office)	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
House furnishings (except as specified)	149	39,325	14.6	80	21,262	14.7	4.8	4.1	1.4	1.1	1.6	1.7
Musical instruments and sheet music	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
<u>GENERAL MERCHANDISE</u>												
	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
<u>GROCERIES (FULL LINE)</u>												
	2,885	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
\$100,000 to 199,999	591	86,737	8.6	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
\$200,000 to 299,999	594	147,249	8.3	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
\$300,000 to 499,999	741	287,663	8.4	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
\$500,000 to 999,999	627	429,407	8.7	480	331,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
\$1,000,000 and over	332	734,751	10.2	279	611,961	9.9	2.6	2.8	1.3	1.5	.9	.8
<u>GROCERIES AND FOODS (SPECIALTY LINES)</u>												
Canned goods	107	57,076	12.4	53	30,507	13.6	3.9	4.1	1.7	1.6	1.1	1.2
Coffee, tea and spices	208	86,896	22.3	138	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
Confectionery	278	57,011	11.4	152	32,282	12.0	3.2	3.8	1.5	.9	1.3	1.3
Fish and sea foods	319	85,649	18.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
Flour	197	65,235	9.1	94	37,784	9.4	2.6	2.3	1.1	1.1	1.0	1.3
Meats and meat products	959	386,574	10.2	643	278,714	11.3	2.8	2.3	1.3	1.4	1.6	1.9
\$100,000 to 199,999	365	51,991	12.2	217	31,526	13.0	3.0	2.9	1.5	1.3	2.5	1.8
\$200,000 to 299,999	196	47,654	11.5	131	31,811	12.0	3.3	2.7	1.3	1.2	1.9	1.6
\$300,000 to 499,999	183	70,665	10.0	126	48,764	10.4	2.8	2.2	1.2	1.1	1.8	1.3
\$500,000 and over	215	216,264	9.5	169	166,593	11.2	2.7	2.2	1.2	1.6	1.4	2.1
Soft drinks	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
Sugar	89	54,969	5.2	30	27,308	4.1	1.2	1.1	.6	.4	.4	.4
Other food and grocery specialties	1,062	369,862	11.6	607	236,870	11.8	3.1	3.1	1.5	1.2	1.3	1.6
<u>HARDWARE</u>												
Hardware (full line)	512	372,424	17.9	326	257,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
\$100,000 to 199,999	109	15,831	20.9	52	8,002	21.7	6.1	7.6	1.6	1.2	2.9	2.3
\$200,000 to 299,999	113	27,452	19.9	70	17,222	20.9	6.3	5.8	1.7	1.7	3.4	2.0
\$300,000 to 499,999	104	40,888	18.2	69	27,173	17.3	5.5	5.5	.9	1.6	2.3	1.5
\$500,000 to 999,999	102	72,418	17.7	74	51,790	17.6	5.5	5.5	.9	1.8	2.2	1.7
\$1,000,000 and over	84	215,835	17.4	61	153,129	17.2	5.5	5.8	.7	2.5	1.8	.9
Hardware (specialty lines)	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
<u>JEWELRY AND OPTICAL GOODS</u>												
Jewelry (full line)	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Clocks and watches	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Diamonds and other precious stones	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Other jewelry specialties	91	31,091	17.1	37	11,900	19.5	7.3	7.3	1.2	1.0	1.7	1.0
Optical goods	70	15,576	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
<u>LUMBER AND CONSTRUCTION MATERIALS</u>												
Builders' supplies (full line)	212	61,405	21.5	96	26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Lumber and millwork	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
\$100,000 to 199,999	242	35,784	21.8	87	13,084	23.7	7.4	4.3	2.3	3.7	3.2	2.8
\$200,000 to 299,999	105	25,554	19.5	40	9,817	21.7	7.2	3.6	2.4	3.3	2.9	2.3
\$300,000 to 499,999	81	30,768	18.0	34	13,160	19.4	5.6	3.2	2.4	3.3	2.4	2.5
\$500,000 to 999,999	53	33,394	17.3	27	17,447	15.6	4.9	4.0	1.7	2.5	1.6	.9
\$1,000,000 and over	25	41,214	16.4	13	20,307	19.1	2.7	4.9	4.8	3.3	1.7	1.7
Brick, tile and terra cotta	27	4,918	20.6	8	1,503	20.5	7.5	4.1	3.1	1.8	1.9	2.1
Cement, lime and plaster	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
Sand, gravel and crushed stone	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
All other	24	14,010	16.6	3	2,526	24.3	5.0	4.6	.6	.5	6.2	7.4

(continued)

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 5 - ANALYSIS OF OPERATING EXPENSES  
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operat- ing ex- pense, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admin- istrative	Selling	Delivery	Ware- house	Occu- pancy	Other
<b>MACHINERY, EQUIPMENT AND SUPPLIES</b>												
Commercial machinery, equipment and supplies												
Office (except furniture)	38	\$9,227	28.3	10	\$2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
Store, restaurant and hotel	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
All other	17	3,658	17.9	9	2,025	18.1	5.9	7.7	.8	.5	1.9	1.4
Farm and dairy machinery and equipment	115	37,472	17.4	51	23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
Industrial equipment and supplies												
Industrial (full line)	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Belting, hose and packing	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
Power transmission equipment	16	4,211	23.5	5	2,022	32.1	10.0	9.2	.9	3.4	2.1	6.5
Rope, cordage and twine	31	12,879	10.8	15	7,462	10.4	7.7	4.3	.6	.5	.7	.6
All other	275	75,969	19.2	137	40,803	19.5	7.3	5.7	1.4	1.7	1.8	1.6
Industrial machinery												
Construction (including road building)	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.8	1.0	1.7	1.1
Mining and quarrying	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
Oil well and oil refining	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
Power plant	19	3,913	22.0	6	1,081	20.4	6.5	7.2	1.3	1.4	1.7	2.3
Textile	15	3,871	24.6	5	1,982	26.9	9.1	10.7	1.0	.5	1.6	4.0
Used machinery and equipment	32	6,917	26.8	8	2,155	29.3	9.4	6.0	2.2	7.0	3.3	1.4
All other	60	14,448	25.3	20	4,642	30.2	12.0	6.4	1.7	1.7	3.7	4.7
Professional equipment and supplies												
Dental	76	16,303	29.0	36	8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
Surgical, medical and hospital	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
All other	69	23,711	25.0	33	8,424	25.7	10.0	6.9	1.5	1.8	2.5	3.0
Service equipment and supplies												
Barber and beauty parlor	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Laundry	65	13,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
Upholsterers'	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
All other	89	21,323	22.4	33	8,373	28.4	9.0	12.8	1.5	1.4	2.3	1.4
Transportation equipment and supplies												
Aircraft and aeronautical	3	757	21.3	2	x	33.9	13.2	7.2	.7	1.3	2.6	8.9
Railroad	17	15,646	22.0	6	5,112	28.4	13.9	9.1	1.9	1.7	1.4	.4
Boats (including motor, sail and steam)	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,563	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
<b>METALS AND METAL WORK (EXCEPT SCRAP)</b>												
Iron and steel (except structural)	175	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
Structural iron and steel	53	17,342	20.1	25	8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
Wire, wire fence and wire rope	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
Copper	10	4,331	9.7	6	3,242	8.7	3.0	2.6	.6	.8	.8	.9
Sheet metal products	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Other metals and metal work	50	63,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
<b>PAPER AND ITS PRODUCTS</b>												
Wrapping or coarse paper and products	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
\$100,000 to 199,999	258	36,353	19.7	167	23,732	19.2	5.8	6.4	1.7	1.7	2.1	1.5
\$200,000 to 299,999	150	36,412	17.6	102	24,745	17.9	5.7	6.0	1.6	1.4	1.7	1.5
\$300,000 to 499,999	116	44,455	18.3	87	33,440	18.0	6.0	6.1	1.4	1.6	1.6	1.3
\$500,000 to 999,999	88	59,329	17.4	53	35,435	18.2	5.8	6.2	1.6	1.5	1.6	1.5
\$1,000,000 and over	44	73,809	15.3	31	53,794	14.9	4.3	5.6	1.1	1.6	1.4	.9
Fine or printing and writing paper	125	56,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Stationery and stationery supplies	89	25,323	21.8	58	16,506	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Wall paper	44	8,749	31.0	31	5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
<b>PETROLEUM AND ITS PRODUCTS</b>	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3

(continued)

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>PLUMBING AND HEATING EQUIPMENT AND SUPPLIES</b>												
Plumbing and heating (full line)	363	\$110,926	18.6	206	\$64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
\$100,000 to 199,999	157	22,671	19.8	96	13,560	20.7	6.8	4.4	1.8	1.7	3.0	3.0
\$200,000 to 299,999	84	20,325	20.0	40	9,976	20.9	6.9	5.4	1.1	1.7	3.0	2.8
\$300,000 to 499,999	77	29,423	19.1	44	16,963	18.4	6.0	5.0	1.1	1.8	2.2	2.3
\$500,000 and over	45	38,507	16.9	26	23,719	16.8	5.3	4.0	1.0	2.4	1.9	2.2
Heating (including stoves and ranges)	65	19,038	21.8	38	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Plumbing fixtures, equipment and supplies	255	63,063	19.0	145	38,247	19.9	6.5	4.8	1.6	2.2	2.3	2.5
All other	29	6,734	23.3	10	2,675	22.1	7.7	8.0	.3	2.7	1.4	2.0
<b>TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)</b>	1,274	717,927	5.4	740	490,244	5.2	1.5	1.6	.5	.5	.5	.6
\$100,000 to 199,999	344	49,603	6.6	126	19,163	7.4	1.9	2.2	.8	.3	1.3	.9
\$200,000 to 299,999	271	66,790	5.4	135	33,463	6.4	1.8	2.0	.7	.3	.8	.8
\$300,000 to 499,999	261	101,989	5.4	169	65,219	5.6	1.6	1.7	.6	.3	.7	.7
\$500,000 to 999,999	250	170,813	5.0	195	133,442	5.3	1.4	1.6	.5	.5	.6	.7
\$1,000,000 and over	148	328,732	5.5	115	238,957	4.7	1.4	1.5	.5	.5	.3	.5
<b>WASTE MATERIALS</b>												
Iron and steel scrap	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Junk and scrap (full line)	193	53,030	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Waste paper, rags and rubber	257	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
Nonferrous metals	81	26,402	8.0	20	12,614	9.0	2.7	.9	1.7	1.6	1.1	1.0
<b>ALL OTHER PRODUCTS</b>												
Books, periodicals and newspapers	215	88,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flowers and nursery stock	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Forest products (except lumber)	75	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Leather and leather goods	277	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
Oils and greases (animal and vegetable)	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
Rubber (cruda)	9	11,229	8.4	2	x	12.8	1.7	4.2	4.8	.5	.2	1.4
Textiles and materials other than dry goods	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.6	1.5	2.2	1.1
Yarns	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Miscellaneous kinds of business	70	22,614	18.8	42	14,899	18.9	6.1	7.3	1.8	1.0	1.3	1.4



## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
<u>UNITED STATES TOTAL</u>	88,931	\$17,661,691	62,086	\$13,650,448	\$11,123,208	81.5
Amusement and Sporting Goods	1,068	117,045	672	80,418	68,116	84.7
Cameras and motion picture eqpt. and sps.	74	4,897	50	4,389	3,573	81.4
Moving picture films	191	38,268	23	10,566	10,065	95.3
Sporting goods (full line)	134	17,020	113	16,170	12,928	80.0
Toys, novelties and fireworks	461	35,393	334	31,568	26,325	83.4
All other	208	21,467	152	17,725	15,225	85.9
Automotive	5,672	780,424	4,331	600,647	347,229	57.8
Automobiles and other motor vehicles	399	378,726	269	256,513	93,683	36.5
Automotive equipment	4,840	349,186	3,740	297,238	214,750	72.2
Tires and tubes	433	52,512	322	46,896	38,796	82.7
Beer, Wines and Liquors	5,496	698,511	2,965	514,173	343,779	66.9
Beer and other fermented malt liquore	4,016	281,259	1,891	173,882	88,805	51.1
Wines and liquore	1,480	417,252	1,074	340,291	254,974	74.9
Chemicals and Faints	1,426	275,301	1,123	225,146	199,572	88.6
Dyestuffs	57	15,816	42	12,867	12,829	99.7
Explosives	26	1,615	20	1,406	1,282	91.2
Industrial chemicals	204	80,310	169	67,050	63,089	94.1
Naval stores	36	33,148	27	24,068	15,030	62.4
Paints and varnishes	772	66,328	650	54,305	44,904	82.7
All other	331	78,084	215	65,450	62,438	95.4
Clothing and Furnishings	3,960	648,881	3,342	604,385	571,567	94.6
Clothing and/or furnishings (full line)	574	65,505	441	56,944	50,886	89.4
Men's and boys'	1,001	117,443	803	102,854	94,764	92.1
Women's and children's	1,085	233,602	968	223,376	215,495	96.5
Fur, dressed and fur clothing	277	33,093	235	30,527	28,059	91.9
Hosiery	202	35,657	173	34,012	31,647	93.0
Millinery and millinery supplies	360	42,161	305	39,391	37,624	95.5
Shoes and other footwear	461	121,420	417	117,281	113,092	96.4
Coal and Coke	773	368,695	620	321,996	297,464	92.4
Drugs (full line)	295	324,113	248	254,960	221,173	86.7
Drugs and Drug Sundries (specialty lines)	1,268	123,469	772	86,928	77,858	89.6
Drug specialties	342	29,554	224	22,202	18,297	82.4
Patent medicines	215	21,996	128	9,650	8,982	93.1
Toilet articles and preparations	426	40,671	245	25,945	24,217	93.3
All other	285	31,249	175	29,131	26,362	90.5
Dry Goods (full line)	306	265,724	269	242,178	226,833	93.7
Dry Goods (specialty lines)	3,301	719,676	2,842	687,623	668,244	97.2
Notions	915	96,778	777	88,393	85,659	96.9
Piece goods	1,873	593,867	1,693	572,379	559,391	97.7
All other	513	29,031	372	26,851	23,194	86.4
Electrical Goods	2,438	576,542	2,073	525,313	446,419	85.0
Electrical merchandise (full line)	419	184,233	408	173,895	160,127	92.1
Apparatus and equipment	199	20,931	146	17,815	15,309	85.9
Wiring supplies and construction material	734	76,859	633	69,029	60,564	87.7
Radios, refrigerators and appliances	1,086	294,519	886	264,574	210,419	79.5

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## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
Farm Products - raw materials	2,199	\$1,562,487	1,274	\$579,745	\$473,318	81.6
Cotton	263	518,244	36	46,078	28,525	61.9
Grain	474	483,949	242	109,633	69,242	63.2
Hides, skins and furs (raw)	874	189,342	609	132,302	108,349	81.9
Horses and mules	9	1,056	2	530	184	34.7
Livestock	26	2,557	18	2,400	1,359	56.6
Silk (raw)	16	67,393	16	67,393	64,931	96.3
Tobacco (leaf)	224	73,938	141	43,570	38,824	89.1
Wool and mohair	135	156,173	96	128,208	121,593	94.8
All other	178	69,835	114	49,631	40,311	81.2
Farm Products - consumer goods	11,188	1,941,059	7,375	1,548,722	1,144,470	73.9
Dairy products	2,178	427,966	1,335	309,219	219,884	71.1
Poultry and poultry products	1,778	230,602	976	164,875	130,828	79.3
Dairy and poultry products	1,019	304,576	722	267,672	218,740	81.7
Fruits and vegetables (fresh)	6,164	972,532	4,313	803,334	572,421	71.3
All other	49	5,383	29	3,622	2,597	71.7
Farm Supplies	1,433	281,731	953	176,499	114,160	64.7
Feed	951	149,087	620	89,173	57,164	64.1
Fertilizer	78	32,015	45	13,032	4,960	38.1
Seeds	354	90,759	257	71,030	50,217	70.7
All other	50	9,870	31	3,264	1,819	55.7
Furniture and House Furnishings	1,959	243,457	1,454	212,405	191,768	90.3
China, glassware and crockery	321	33,497	235	29,537	27,492	93.1
Floor coverings	366	89,021	317	83,960	76,796	91.5
Furniture (household and office)	375	38,164	262	31,033	25,493	82.1
House furnishings (except as specified)	784	69,327	546	56,766	52,717	92.9
Musical instruments and sheet music	113	13,448	94	11,109	9,270	83.4
General Merchandise	209	361,647	180	247,721	151,340	61.1
Groceries (full line)	3,833	1,953,762	2,869	1,576,885	1,236,561	78.4
Groceries and Foods (specialty lines)	12,156	1,682,961	7,849	1,312,542	1,048,805	79.9
Canned goods	291	77,222	196	66,158	57,009	86.2
Coffee, tea and spices	964	220,488	714	159,300	142,457	89.4
Confectionery	2,070	111,867	1,307	86,913	57,098	65.7
Fish and sea foods	1,285	120,054	849	103,934	86,186	82.9
Flour	505	77,909	346	56,719	44,415	78.3
Meats and meat products	2,218	441,852	1,600	362,367	292,980	80.9
Soft drinks	429	20,815	150	7,583	4,189	55.2
Sugar	126	62,382	93	44,352	35,173	79.3
Other foods and grocery specialties	4,268	550,372	2,594	425,216	329,298	77.4
Hardware	1,129	428,249	977	388,065	344,915	88.9
Hardware (full line)	610	387,020	546	353,331	314,194	88.9
Hardware (specialty lines)	519	41,229	431	34,734	30,721	88.4
Jewelry and Optical Goods	1,801	180,685	1,319	153,862	138,213	89.8
Jewelry (full line)	224	42,107	172	38,596	32,477	84.1
Clocks and watches	160	29,198	113	25,124	23,785	94.7
Diamonds and other precious stones	274	27,732	206	23,112	20,634	89.3
Other jewelry specialties	758	53,834	525	44,041	40,101	91.1
Optical goods	385	27,814	303	22,989	21,216	92.3

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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
Lumber and Construction Materials	2,817	491,857	2,246	395,592	359,658	90.9
Builders' supplies (full line)	504	76,051	442	61,988	54,486	87.9
Lumber and millwork	1,597	339,092	1,200	268,856	246,834	91.8
Brick, tile and terra cotta	119	8,732	104	7,565	6,689	88.4
Cement, lime and plaster	130	18,956	120	16,482	14,846	90.1
Glass	262	21,638	230	19,825	17,600	88.8
Sand, gravel and crushed stone	110	10,257	83	8,616	7,552	87.7
All other	95	17,131	67	12,260	11,651	95.0
Machinery, Equipment and Supplies	7,198	835,647	5,672	720,723	648,581	90.0
Commercial machinery, equipment & supplies						
Office (except furniture)	194	14,308	148	9,687	7,700	79.5
Store, restaurant and hotel	673	44,860	467	38,571	31,672	82.1
All other	68	5,195	51	4,510	3,306	73.3
Farm and dairy machinery and equipment	336	45,250	256	40,081	33,643	83.9
Industrial equipment and supplies						
Industrial (full line)	189	79,828	168	72,236	67,857	93.9
Belting, hose and packing	168	12,281	142	10,435	9,677	92.7
Power transmission equipment	66	6,778	56	4,933	4,364	88.5
Rope, cordage and twine	56	14,087	44	12,806	11,915	93.0
All other	1,028	102,508	839	92,234	84,938	92.1
Industrial machinery						
Construction (including road building)	277	53,831	199	43,245	39,149	90.5
Machine tools	79	10,689	64	9,729	9,160	94.2
Mining and quarrying	87	11,184	64	8,865	7,792	87.9
Oil well and oil refining	759	152,273	621	131,939	126,624	96.0
Power plant	65	5,806	49	5,023	4,643	92.4
Textile	48	5,149	38	4,611	4,271	92.6
Used machinery and equipment	192	11,851	119	9,031	6,792	75.2
All other	354	24,292	281	19,437	16,301	83.9
Professional equipment and supplies						
Dental	256	23,202	217	21,069	17,410	82.6
Surgical, medical and hospital	203	26,033	170	22,194	19,889	89.6
All other	252	30,121	203	23,836	21,429	89.9
Service equipment and supplies						
Barber and beauty parlor	645	38,348	510	34,728	28,605	82.4
Laundry	138	21,768	123	20,002	18,609	93.0
Upholsterers'	200	25,636	178	24,885	22,255	89.4
All other	623	34,516	477	25,460	22,203	87.2
Transportation equipment and supplies						
Aircraft and aeronautical	15	1,445	8	611	321	39.6
Railroad	33	16,588	28	15,536	14,776	95.1
Boats (including motor, sail and steam)	71	5,447	61	5,051	4,259	84.3
All other	123	12,373	91	9,776	9,021	92.3
Metals and Metal Work (except scrap)	810	281,996	641	156,715	147,241	94.0
Iron and steel (except structural)	345	114,884	283	68,351	64,176	93.9
Structural iron and steel	93	18,965	77	16,635	15,968	96.0
Wire, wire fence and wire rope	61	7,759	49	6,626	6,245	94.2
Copper	19	4,635	17	4,306	4,177	97.0
Sheet metal products	179	40,243	141	31,828	29,558	92.9
All other	113	95,510	74	28,969	27,117	93.6
Paper and Its Products	2,549	408,935	2,111	361,893	332,477	91.9
Wrapping or coarse paper and products	1,572	291,576	1,325	255,266	236,535	92.7
Fine or printing and writing paper	211	62,540	190	59,392	56,463	95.1
Stationery and stationery supplies	504	38,209	405	33,519	29,811	88.9
Wall paper	262	16,610	191	13,716	9,668	70.5
Petroleum and Its Products	674	132,399	464	105,529	84,259	79.8

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## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6- CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
Plumbing and Heating Equipment and Supplies	1,743	\$243,173	1,454	\$210,626	\$184,497	87.6
Plumbing and heating (full line)	508	119,862	463	106,524	95,310	89.5
Heating (including stoves and ranges)	224	24,682	182	19,341	16,411	84.9
Plumbing fixtures, equipment and supplies	865	88,465	701	77,219	66,560	86.2
All other	146	10,164	108	7,542	6,216	82.4
Tobacco and Its Products (except leaf)	2,253	783,368	1,529	638,659	419,637	65.7
Waste Materials	4,793	399,664	1,655	272,618	241,041	88.4
Iron and steel scrap	1,456	166,181	476	106,830	97,729	89.8
Junk and scrap (full line)	1,537	79,537	462	51,568	40,292	78.1
Waste paper, rags and rubber	1,578	125,994	668	101,502	93,907	92.5
Nonferrous metals	222	27,952	49	10,718	9,113	85.0
All Other Products	4,184	550,233	2,807	447,880	394,013	88.0
Books, periodicals and newspapers	636	108,550	459	87,365	78,682	90.1
Flowers and nursery stock	539	25,124	289	22,079	15,387	69.7
Forest products (except lumber)	550	80,373	333	67,940	65,759	96.8
Leather and leather goods	1,057	104,873	828	91,550	84,122	91.9
Oils and greases (animal and vegetable)	77	43,212	52	31,943	15,777	49.4
Rubber (crude)	27	62,436	23	42,626	37,773	88.6
Textiles and materials other than dry goods	305	35,445	213	25,963	23,223	89.4
Yarns	175	41,562	155	40,689	39,241	96.4
Miscellaneous kinds of businesses	818	48,658	455	37,725	34,049	90.3

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks)  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales cash and credit (add 000)	Credit sales	
					Amount (add 000)	Per- cent
<u>UNITED STATES TOTAL</u>	<u>11,634</u>	<u>\$7,446,014</u>	<u>9,397</u>	<u>\$6,232,227</u>	<u>\$5,143,453</u>	<u>82.5</u>
Amusement and Sporting Goods	241	102,090	176	59,235	42,176	71.2
Moving picture films	93	42,408	34	24,880	12,552	50.5
Sporting goods (full line)	58	14,863	57	x	x	90.3
Toys, novelties and fireworks	16	4,838	14	x	x	87.6
All other	74	39,981	71	17,972	14,866	82.7
Automotive	896	1,261,865	775	1,150,995	501,534	43.6
Automobiles and other motor vehicles	432	1,006,177	417	966,947	321,113	33.2
Automotive equipment	193	46,950	171	36,764	34,771	94.6
Tires and tubes	271	208,738	187	147,284	145,650	98.9
Beer, Wines and Liquors	377	265,812	281	218,393	189,399	86.7
Beer and other fermented malt liquors	261	68,275	178	52,942	36,704	69.3
Wines and liquors	116	197,537	103	165,451	152,695	92.3
Chemicals and Paints	561	427,535	495	399,843	385,660	96.5
Dyestuffs	33	33,614	28	30,104	29,949	99.5
Explosives	43	32,377	43	32,377	32,120	99.2
Industrial chemicals	73	122,582	68	122,268	113,754	93.0
Paints and varnishes	265	168,189	243	157,094	152,030	96.8
All other	147	70,773	113	58,000	57,807	99.7
Clothing and Furnishings	345	282,163	282	262,686	260,004	99.0
Clothing and/or furnishings	20	8,917	17	8,339	8,175	98.0
Men's and boys'	137	98,279	105	89,707	87,753	97.8
Women's and children's	103	47,808	85	39,195	39,117	99.8
Furs, dressed and fur clothing	5	622	5	622	604	97.1
Hosiery	14	13,550	10	12,290	12,045	98.0
Millinery and millinery supplies	11	1,320	7	1,262	1,218	96.5
Shoes and other footwear	55	111,667	53	111,271	111,092	99.8
Coal and Coke	10	8,331	9	8,312	5,964	71.8
Drugs and Drug Sundries	270	128,468	167	107,452	105,804	98.5
Drug specialties	115	73,163	100	63,495	62,453	98.4
Patent medicines	38	23,391	23	18,385	17,958	97.7
Toilet articles and preparations	99	27,153	30	20,899	20,753	99.3
All other	18	4,761	14	4,673	4,640	99.3
Dry Goods	208	180,322	165	163,102	161,112	98.8
Electrical Goods	428	349,819	353	238,977	230,331	96.4
Farm Products - consumer goods	327	71,570	261	55,160	35,360	64.1
Farm Supplies	74	31,785	62	28,403	9,142	32.2
Feed	30	2,904	27	2,455	1,600	65.2
Fertilizer	39	28,409	30	25,476	7,073	27.8
All other	5	472	5	472	469	99.4
Furniture and House Furnishings	250	78,959	202	66,296	64,516	97.3
Floor coverings	50	28,443	48	25,040	24,988	99.8
Furniture (household and office)	121	32,292	85	23,749	23,375	98.4
House furnishings (except as specified)	72	15,867	65	15,585	14,592	93.6
All other	7	2,357	4	1,922	1,561	81.2
Groceries and Foods (specialty lines)	3,102	2,252,166	2,670	1,880,502	1,650,092	87.7
Canned goods	230	161,838	120	119,688	102,413	85.6
Coffee, tea and spices	14	12,338	13	x	x	98.4

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## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks)  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
Groceries and Foods (specialty lines) (continued)						
Confectionery	81	\$37,096	21	\$8,871	\$8,185	92.3
Flour	165	122,086	141	109,927	79,411	72.2
Meats and meat products	937	1,080,929	895	1,038,167	939,827	90.5
Soft drinks	31	6,843	24	x	x	39.2
Other food and grocery specialties	1,644	831,036	1,456	587,439	507,844	86.5
Hardware	52	18,327	37	7,895	7,770	98.4
Jewelry and Optical Goods	249	91,458	44	69,754	67,710	97.1
Jewelry	43	72,507	29	67,468	65,732	97.4
Optical goods	206	18,951	15	2,286	1,978	86.5
Lumber and Construction Materials	261	112,792	191	88,623	84,836	95.7
Builders' supplies (full line)	45	32,474	18	18,654	18,514	99.2
Lumber and millwork	38	13,186	34	12,330	12,039	97.6
Brick, tile and terra cotta	44	5,403	42	5,092	4,521	88.8
Cement, lime and plaster	27	11,452	18	10,299	9,024	87.6
Sand, gravel and crushed stone	4	118	--	--	--	--
All other	103	50,159	79	42,248	40,738	96.4
Machinery, Equipment and Supplies	2,642	693,362	2,143	587,865	521,289	88.7
Commercial mchnry., eqpt., and spls.						
Office (except furniture)	955	108,920	717	80,875	58,083	71.8
Store, restaurant and hotel	81	18,935	65	17,894	17,118	95.7
Farm and dairy machinery and equipment	252	193,308	227	181,873	148,411	81.6
Industrial equipment and supplies						
Industrial (full line)	7	3,693	6	x	x	94.4
Belting, hose and packing	51	26,869	42	25,736	25,633	99.6
Power transmission equipment	81	7,206	75	9,067	8,651	95.4
Rope, cordage and twine	18	6,863	14	5,013	4,976	99.3
All other	316	95,162	262	81,329	77,473	95.3
Industrial machinery						
Construction (including road building)	81	18,645	68	14,706	14,164	96.3
Machine tools	21	7,369	8	2,740	2,737	99.9
Mining and quarrying	52	22,179	52	22,179	21,981	99.1
Oil well and oil refining	150	28,038	127	24,206	23,491	97.0
Power plant	9	5,919	8	x	x	99.2
Textile	20	16,068	4	1,882	1,880	99.9
All other	91	41,422	79	28,785	27,945	97.1
Professional equipment and supplies						
Dental	38	11,220	37	x	x	91.0
Surgical, medical and hospital	117	18,869	89	15,966	15,693	98.3
All other	24	3,789	23	x	x	98.8
Service equipment and supplies						
Barber and beauty parlor	18	3,598	17	x	x	99.1
Laundry	50	14,871	31	10,958	10,646	97.2
Upholsterers'	43	6,192	43	6,192	5,788	93.5
All other	158	31,316	144	30,018	29,501	98.3
Transportation equipment and supplies	9	2,911	5	1,708	1,694	99.2
Metals and Metal Work (except scrap)	271	243,350	189	155,981	152,828	98.0
Iron and steel (except structural)	110	108,011	63	65,067	64,417	99.0
Structural iron and steel	43	22,063	22	x	x	85.5
Wire, wire fence and wire rope	50	27,282	42	26,376	26,325	99.8
Sheet metal products	23	19,350	22	x	x	98.5
Other metals and metal work	45	66,644	40	30,595	30,548	99.8
Paper and Its Products	206	150,420	154	102,934	97,848	95.1

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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks)  
BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per- cent
Petroleum and Its Products	56	\$18,175	50	\$16,708	\$15,229	91.1
Plumbing and Heating Equipment and Supplies	367	102,251	320	93,927	90,836	96.7
Tobacco and Its Products (except leaf)	65	407,526	61	316,849	314,651	99.3
All Other Products	366	167,468	290	152,335	149,362	98.0
Books, periodicals and newspapers	48	19,531	36	12,479	12,379	99.2
Forest products (except lumber)	39	12,170	36	x	x	99.3
Leather and leather goods	90	59,745	80	56,169	55,873	99.5
Oils and greases (animal and vegetable)	29	29,639	22	28,267	27,659	97.8
Textiles and materials other than dry goods	25	19,389	24	x	x	96.0
Yarns	17	18,915	15	18,908	18,836	99.6
Miscellaneous kinds of businesses	118	8,079	77	5,628	4,570	81.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
<b>UNITED STATES TOTAL</b>	176,756	\$42,802,913	\$54,865,567	15.4	\$15,837,640	45.4	\$510,282	1.5	\$10,402,873	29.8	\$7,035,587	20.2	\$1,079,185	3.1
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	88,931	17,661,691	15,905,271	59.2	9,415,112	59.2	295,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	6,201,778	52.6	3,264,247	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,680,074	2,908,284	17.8	516,943	17.8	4,246	.2	1,725,091	59.3	614,083	21.1	47,921	1.6
BULK TANK STATIONS (PETROLEUM)	27,353	2,704,047	1,879,580	73.3	1,011,790	73.3	109,711	8.0	136,310	9.9	116,223	8.4	5,466	.4
AGENTS AND BROKERS	19,147	8,908,076	6,697,013	21.0	1,404,481	21.0	7,183	.1	2,336,177	34.9	2,642,404	39.4	306,768	4.6
ASSEMBLERS	26,515	2,463,011	1,773,701	12.7	225,067	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	86,931	17,661,691	15,905,271	59.2	9,415,112	59.2	295,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
Amusement and Sporting Goods	1,068	117,045	98,964	53.4	52,906	53.4	1,938	2.0	38,527	38.9	5,027	5.1	566	.6
Cameras and motion picture eqpt. and sps.	74	4,897	3,602	49.1	1,768	49.1	171	4.7	579	16.1	1,075	29.8	9	.3
Moving pictures films	134	38,268	28,618	9.3	2,648	9.3	974	6.2	2,055	13.2	379	2.4	86	.6
Sporting goods (full line)	461	17,020	15,627	77.6	12,133	77.6	545	1.7	958	5.0	2,875	9.1	189	.6
Toys, novelties and fireworks	208	35,393	31,671	85.6	27,104	85.6	249	1.3	9,154	47.1	698	3.6	93	.5
All other	21,467	21,467	19,446	47.5	9,253	47.5	249	1.3	9,154	47.1	698	3.6	93	.5
<b>Automotive</b>	5,672	780,424	684,606	73.1	500,146	73.1	79,006	11.5	35,982	5.3	40,686	5.9	28,786	4.2
Automobiles and other motor vehicles	399	378,726	339,053	72.3	245,195	72.3	37,443	16.9	8,269	2.4	5,308	1.8	22,254	6.6
Automotive equipment	4,840	349,186	296,977	64.4	19,142	6.4	19,142	8.5	25,099	8.5	33,088	11.1	4,869	1.7
Tires and tubes	433	52,512	48,576	82.7	40,172	82.7	2,421	5.0	2,614	5.4	1,706	3.5	1,663	3.4
<b>Beer, Wines and Liquors</b>	5,496	698,511	655,792	84.9	556,430	84.9	11,471	1.8	19,642	3.0	67,842	10.3	407	.1
Beer and other fermented malt liquors	4,016	281,259	264,866	92.5	244,955	92.5	5,618	2.1	2,860	1.1	11,112	4.2	321	.1
Wine and liquors	1,480	417,252	390,926	79.7	311,475	79.7	5,853	1.5	16,782	4.3	56,730	14.5	86	--
<b>Chemicals and Paints</b>	1,426	275,501	245,394	17.8	43,800	17.8	5,507	2.2	142,469	58.1	34,784	14.2	18,834	7.7
Dyestuffs	57	15,816	15,346	13.5	2,078	13.5	3	--	11,231	73.2	2,020	13.2	14	.1
Explosive	26	1,615	1,289	16.8	216	16.8	36	2.8	1,009	78.2	28	2.2	--	--
Industrial chemicals	204	80,310	73,247	6.7	4,931	6.7	50	.1	53,912	73.6	10,461	14.3	3,893	5.3
Naval stores	36	33,148	26,079	11.4	2,974	11.4	--	--	6,652	25.5	9,646	37.0	6,807	26.1
Paints and varnishes	772	66,528	58,292	49.2	28,752	49.2	5,115	8.8	17,360	29.8	6,799	11.7	266	.5
All other	331	78,084	71,141	6.8	4,849	6.8	303	.5	52,305	73.5	5,830	8.2	7,854	11.0
<b>Clothing and Furnishings</b>	3,960	648,881	626,195	90.0	563,695	90.0	2,943	.5	29,738	4.7	24,468	3.9	5,351	.9
Clothing and/or furnishings (full line)	574	65,505	61,180	89.3	54,847	89.3	420	.7	2,013	3.3	2,543	4.2	1,557	2.5
Men's and boys'	1,001	117,443	110,786	91.2	101,064	91.2	1,028	.9	3,294	3.0	5,115	4.6	285	.3
Women's and children's	1,085	233,602	229,549	94.1	216,120	94.1	855	.4	7,597	.3	9,910	4.3	2,087	.9
Furs, dressed and fur clothing	277	33,093	32,422	65.1	21,112	65.1	392	1.2	7,195	22.2	3,494	10.8	229	.7
Hosiery	202	35,657	34,494	96.5	33,272	96.5	46	.1	44	.1	764	2.2	368	1.1
Millinery and millinery supplies	360	42,161	39,729	57.5	22,827	57.5	86	.2	14,497	36.5	2,304	5.8	15	--
Shoes and other footwear	461	121,420	118,035	97.1	114,653	97.1	136	.1	2,098	1.8	338	.3	810	.7
<b>Coal and Coke</b>	773	368,695	307,683	41.1	126,392	41.1	13,777	4.5	154,343	50.2	10,911	3.5	2,260	.7

\* Including those from which no analysis by classes of customers was obtainable



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales add 000	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE (cont. Listed)</b>														
Drugs (full line)	295	\$324,115	\$286,760	96.2	\$322	.3	\$7,997	2.8	\$1,779	.5	\$111	.1		
Drugs and Drug Sundries (specialty lines)	1,268	123,469	102,547	71.3	1,189	1.2	6,141	6.0	20,293	19.3	1,741	1.7		
Drug specialties	342	29,554	24,953	69.5	855	3.4	3,579	14.3	2,776	11.1	411	1.7		
Patent medicines	215	21,995	12,780	63.8	173	1.4	125	1.0	3,521	27.3	725	6.2		
Toilet articles and preparations	426	40,671	37,755	82.6	82	.2	1,865	4.9	4,549	11.5	275	.8		
All other	285	31,249	27,059	60.9	92	.3	572	2.1	9,647	33.7	260	1.0		
Dry Goods (full line)	306	265,724	210,886	97.1	1,086	.5	3,898	1.8	768	.4	264	.2		
Dry Goods (specialty lines)	3,301	719,676	644,416	31.3	1,915	.3	356,191	55.3	68,729	10.7	15,667	2.4		
Notions	915	96,778	89,433	44.8	139	.2	39,941	44.7	8,877	9.9	431	.4		
Piece goods	1,873	593,867	527,373	27.7	1,519	.3	308,127	58.4	37,099	10.8	14,698	2.8		
All other	513	29,031	27,610	57.7	257	.9	8,123	29.4	2,753	10.0	538	2.0		
Electrical Goods	2,438	576,542	555,414	54.8	15,672	2.9	137,871	25.8	72,250	13.5	15,892	3.0		
Electrical merchandise (full line)	419	184,233	175,677	50.1	2,049	1.2	82,685	47.1	2,651	1.5	132	.1		
Apparatus and equipment	199	20,931	16,907	26.7	367	2.2	5,292	31.3	1,233	7.3	3,494	32.5		
Wiring supplies and construction material	734	76,859	68,784	48.0	1,089	1.6	27,529	40.0	6,944	10.1	216	.5		
Radios, refrigerators and appliances	1,086	294,519	274,046	61.3	12,167	4.4	22,365	80.2	61,402	22.4	10,050	3.7		
Farm Products - raw materials	2,199	1,562,487	1,393,965	52.2	5,252	.4	808,368	58.0	207,365	14.9	299,888	21.5		
Cotton	263	518,244	480,406	40.4	162	.4	130,995	59.8	51,730	10.8	255,569	49.0		
Grain	474	493,949	406,201	41.9	4,287	1.1	236,580	58.2	91,648	22.6	31,739	7.8		
Hides, skins, and furs (raw)	874	189,342	179,502	10.6	247	.1	115,513	64.3	36,961	20.6	7,830	4.4		
Horses and mules	9	1,056	262	26.2	--	--	90	54.4	21	8.0	151	57.6		
Livestock	26	2,557	2,436	40.5	117	4.8	250	10.3	1,002	41.1	81	3.3		
Silk (raw)	16	67,393	67,316	90.1	--	--	65,163	96.8	1,337	2.0	766	1.1		
Tobacco (leaf)	224	73,938	53,243	39.9	5	--	23,693	44.5	7,653	14.4	19,787	37.2		
Wool and mohair	135	156,173	146,466	64.0	138	.1	135,511	92.5	9,286	6.3	691	.5		
All other	178	69,835	58,152	10.1	296	.5	40,873	69.8	7,927	13.6	3,474	6.0		
Farm Products - consumer goods	1,188	1,941,059	1,830,762	70.5	40,676	2.2	138,715	7.6	357,742	19.5	7,505	.4		
Dairy products	2,178	457,966	380,410	59.3	25,465	6.7	32,981	6.7	95,942	25.2	258	.1		
Poultry and poultry products	1,778	230,602	205,419	65.3	4,058	2.0	16,279	7.9	50,509	24.6	459	.2		
Dairy and poultry products	1,019	304,576	293,544	65.2	5,722	2.0	47,947	16.3	48,191	16.4	181	.1		
Fruits and vegetables (fresh)	6,164	972,532	946,221	77.3	5,352	.6	40,780	4.3	161,893	17.1	6,607	.7		
All other	49	5,383	5,168	61.0	79	1.5	728	14.1	1,207	23.4	--	--		
Farm Supplies	1,433	281,731	223,703	62.0	12,650	5.6	34,251	15.3	35,104	15.7	3,061	1.4		
Feed	951	149,087	123,840	63.7	8,118	6.6	19,310	15.6	13,736	12.7	1,764	1.4		
Fertilizer	78	32,015	16,816	30.1	298	1.8	8,752	52.0	2,082	12.4	677	.8		
Seeds	354	90,759	80,015	66.5	4,113	5.1	5,573	7.0	16,470	20.6	677	.8		
All other	50	9,870	3,032	48.8	121	4.0	616	20.3	816	26.9	--	--		

\* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers														
	Number	Total net sales (add 000)	Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries				
			Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent			
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)</b>																	
Furniture and House Furnishings	1,959	\$243,457	\$228,950	86.4	\$4,610	2.0	\$15,658	6.8	\$10,220	4.5	\$617	.3					
China, glassware and crockery	321	33,497	28,066	81.7	715	2.5	2,745	9.8	1,423	5.1	250	.9					
Floor coverings	366	89,021	86,561	94.6	559	.7	2,722	3.1	1,538	1.5	87	.1					
Furniture (household and office)	375	38,164	36,582	79.4	2,156	5.9	4,334	11.9	977	2.7	70	.2					
House furnishings (except as specified)	784	69,327	65,215	81.4	667	1.0	5,547	9.0	5,490	8.4	107	.2					
Musical instruments and sheet music	113	13,448	12,526	87.0	513	4.1	10	.1	998	8.0	103	.8					
General Merchandise	209	361,647	359,276	95.1	2,320	.6	137,394	38.2	16,134	4.5	77,429	21.6					
Groceries (full line)	3,833	1,953,762	1,805,344	94.0	7,421	.4	63,928	3.5	33,533	1.9	2,635	.2					
Groceries and Foods (specialty lines)	12,156	1,682,961	1,543,258	88.4	24,693	1.6	201,314	13.0	247,830	16.1	13,494	.9					
Canned goods	291	77,232	74,181	94.4	391	.5	7,137	9.6	12,944	17.5	2,444	3.0					
Coffee, tea and spices	964	220,488	194,797	86.1	1,860	.8	20,034	10.3	76,723	39.4	1,909	.7					
Confectionery	2,070	111,867	105,409	92.1	825	.8	1,120	1.1	6,295	6.0	39	--					
Fish and sea foods	1,285	120,054	114,202	89.9	2,275	2.0	9,927	8.7	21,464	18.8	719	.6					
Flour	505	77,908	73,785	89.4	1,644	2.2	18,502	25.1	12,673	17.2	64	.1					
Meats and meat products	2,218	441,852	418,429	92.4	11,021	2.6	72,998	17.4	37,110	8.9	1,935	.5					
Soft drinks	429	20,815	19,272	86.2	502	2.6	498	2.6	1,580	8.2	71	.4					
Sugar	126	62,382	46,413	69.3	84	.2	13,633	29.4	5,636	12.1	--	--					
Other food and grocery specialties	4,268	550,372	496,770	86.4	6,991	1.3	57,465	11.6	73,405	14.8	7,103	1.4					
Hardware	1,129	428,249	349,699	79.2	15,176	4.3	73,641	21.1	9,722	2.8	2,335	.6					
Hardware (full line)	810	387,020	313,799	76.9	13,866	4.4	63,086	20.1	6,129	2.0	2,012	.6					
Hardware (specialty lines)	519	41,229	35,900	82.4	1,290	3.6	10,555	29.4	3,593	10.0	223	.6					
Jewelry and Optical Goods	1,801	180,685	167,076	88.7	1,764	1.1	12,983	7.8	13,357	8.0	729	.4					
Jewelry (full line)	224	42,107	39,678	90.0	1,334	2.6	197	.5	811	2.0	336	.9					
Clocks and watches	160	29,198	26,828	90.9	43	.1	169	.6	1,538	5.4	--	--					
Diamonds and other precious stones	274	27,732	25,222	87.8	55	.2	6,944	27.5	6,132	24.4	29	.1					
Other jewelry specialties	758	53,834	46,774	80.0	503	1.1	5,991	11.5	3,093	6.6	349	.8					
Optical goods	385	27,814	26,820	91.8	129	.5	282	1.1	1,763	6.6	11	--					
Lumber and Construction Materials	2,817	491,857	410,248	81.1	11,712	2.9	157,265	38.3	34,549	8.4	10,991	2.7					
Builders' supplies (full line)	504	76,051	60,060	76.1	3,127	5.2	23,634	39.4	3,153	5.2	44	.1					
Lumber and millwork	1,597	339,092	284,932	80.7	6,965	2.5	95,821	33.6	27,161	9.5	10,609	3.7					
Brick, tile and terra cotta	119	8,732	7,543	83.9	129	1.7	4,102	54.4	304	4.0	--	--					
Cement, lime and plaster	130	18,956	17,106	83.0	651	3.8	11,301	66.1	370	2.1	--	--					
Glass	262	21,638	17,567	76.3	496	2.8	6,549	36.1	1,686	9.6	63	.5					
Sand, gravel and crushed stone	110	10,257	8,165	76.2	249	3.1	6,296	76.9	453	5.5	25	.3					
All other	95	17,131	14,855	81.1	105	.7	9,762	65.7	1,422	9.6	130	.9					
(continued)																	

\* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers															
	Number	Total net sales add 000	Total of sales analyzed add 000		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries					
			Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent	Amount add 000	Per cent				
															Amount add 000	Per cent		
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE (continued)</b>																		
<b>Machinery, Equipment and Supplies</b>																		
Commercial machinery, ept., and spls.	7,198	\$355,647	\$702,871	19.5	\$7,969	1.1	\$507,243	72.2	\$43,348	6.2	\$6,844	1.0						
Office (except furniture)	194	14,308	9,336	25.6	72	.8	5,093	54.5	1,318	14.1	463	5.0						
Stores, restaurant and hotel	673	44,860	35,804	26.4	378	1.1	23,446	65.5	2,042	5.7	483	1.3						
All other	68	5,195	4,687	47.9	438	9.3	1,493	31.9	455	9.7	54	1.2						
<b>Farm and dairy machinery and equipment</b>	336	45,250	37,300	57.1	1,735	4.7	12,397	33.3	1,748	4.7	64	.2						
<b>Industrial equipment and supplies</b>	189	79,828	68,772	12.0	548	.8	58,174	84.6	1,686	2.5	94	.1						
Belting, hose and packing	168	12,281	9,803	15.1	96	1.0	7,082	72.3	1,108	11.3	34	.3						
Power transmission equipment	56	6,778	5,139	7.9	39	.8	4,156	80.9	513	10.0	24	.4						
Rope, cordage and twine	56	14,087	11,806	40.0	11	.1	3,064	26.0	3,914	33.2	89	.7						
All other	1,028	102,508	89,922	13.6	788	.9	67,551	75.1	8,300	9.2	1,080	1.2						
<b>Industrial machinery</b>	277	53,831	40,177	3.5	97	.3	36,218	95.1	451	1.1	--	--						
Construction (including road building)	79	10,689	10,247	14.6	131	.4	8,408	82.1	279	2.7	18	.2						
Machine tools	87	11,184	8,918	8.6	131	1.5	7,382	82.9	631	6.9	5	.1						
Mining and quarrying	759	152,273	140,332	1.5	194	.2	134,049	95.5	1,537	1.1	2,361	1.7						
Oil well and oil refining	65	5,806	3,885	21.5	50	1.3	2,627	67.6	348	9.0	25	.6						
Power plant	48	5,149	4,639	8.2	11	.2	4,035	87.0	37	3.5	176	3.8						
Textile	192	11,851	8,681	8.7	72	.8	7,446	85.8	301	3.0	111	1.2						
Used machinery and equipment	354	24,292	18,404	9.3	308	1.7	12,907	70.1	2,886	15.7	591	3.2						
All other	286	23,202	18,144	30.3	10	.1	11,985	66.0	581	3.2	75	.4						
<b>Professional equipment and supplies</b>	203	26,033	18,969	18.0	335	1.2	14,101	74.3	949	5.0	172	.9						
Dental	252	30,121	24,567	31.8	993	4.1	13,734	56.4	1,763	7.2	124	.5						
Surgical, medical and hospital	645	36,348	31,510	59.6	435	1.4	7,943	25.2	4,302	13.7	45	.1						
All other	136	21,768	19,371	18.8	379	2.0	12,902	71.8	1,443	7.4	1	--						
<b>Service equipment and supplies</b>	200	25,636	24,148	49.7	53	.2	10,937	45.3	1,024	4.2	131	.6						
Barber and beauty parlor	623	34,516	27,116	37.8	327	1.2	12,867	47.5	3,636	13.4	30	.1						
Laundry	15	1,445	1,145	18.3	19	1.7	152	13.3	408	35.6	356	31.1						
Upholsterers'	33	16,589	16,322	41.6	--	--	15,315	93.8	741	4.6	168	1.0						
All other	71	5,147	4,947	19.7	251	5.2	1,938	41.2	583	12.0	1	--						
<b>Transportation equipment and supplies</b>	183	12,573	9,181	19.7	159	1.7	6,770	73.7	372	4.1	69	.8						
Aircraft and aeronautical	810	281,996	245,813	9.6	636	.3	151,357	61.5	20,970	8.5	49,471	20.1						
Railroad	345	114,884	99,776	7.6	254	.3	53,964	54.6	4,861	4.9	32,245	32.6						
Boats (including motor, sail and steam)	93	18,965	12,327	7.5	118	1.0	10,411	84.5	869	7.0	--	--						
All other	61	7,759	7,935	54.2	145	1.8	3,023	38.1	448	5.7	15	.2						
<b>Metals and Metal Work (except scrap)</b>	18	4,633	4,560	5.8	10	.2	3,698	81.1	568	12.5	20	.4						
Iron and steel (except structural)	176	40,243	35,717	25.7	101	.3	18,637	52.2	6,970	19.5	814	2.3						
Structural iron and steel	112	35,510	86,497	1.6	8	--	61,324	70.9	7,254	3.4	16,377	18.9						
Wires, wire fence and wire rope																		
Copper																		
Sheet metal products																		
Other metals and metal work																		
(continued)																		

Includes base firm and base analysis base. Excludes all other

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales add 000.	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)</b>														
Paper and Its Products	2,549	\$408,935	\$155,144	46.5	\$2,975	.9	\$138,152	38.9	\$45,126	12.7	\$3,628	1.0		
Wrapping or coarse paper and products	1,577	291,576	120,580	48.0	1,378	.5	94,318	37.6	31,782	12.7	2,934	1.2		
Wine or printing and writing paper	211	62,840	56,782	29.5	226	.4	30,796	54.2	8,381	14.8	611	1.1		
Stationery and stationery supplies	504	38,209	18,833	56.2	813	2.4	9,209	27.5	4,564	13.7	61	.2		
Wall paper	262	16,610	13,731	65.2	558	4.1	3,829	27.9	379	2.8	2	--		
Petroleum and Its Products	674	132,399	89,244	56.3	4,183	4.7	20,948	23.5	11,754	13.2	2,098	2.3		
Plumbing and Heating Equipment and Supplies	1,743	243,173	199,635	56.9	4,765	2.4	64,455	32.2	15,593	7.8	1,213	.6		
Plumbing and heating (full line)	508	119,862	57,923	63.8	1,773	2.0	26,819	39.5	4,254	4.7	--	--		
Heating (including stoves and ranges)	224	24,682	10,155	46.1	860	3.9	7,025	31.9	3,964	18.0	26	.1		
Plumbing fixtures, equipment and supplies	865	88,465	78,827	51.1	1,808	2.3	28,725	36.4	6,833	8.7	1,176	1.5		
All other	146	10,154	8,003	65.5	324	4.0	1,986	23.5	542	6.8	11	.2		
Tobacco and Its Products (except leaf)	2,253	783,368	688,001	99.0	4,926	.7	4,329	.6	50,510	6.7	116	--		
Waste Materials	4,793	399,664	356,007	3.2	1,205	.3	263,780	74.0	56,618	15.9	23,441	6.6		
Iron and steel scrap	1,456	166,161	151,451	1.7	590	.4	117,813	77.8	15,833	10.5	14,682	9.6		
Junk and scrap (full line)	1,537	79,537	47,575	6.8	551	.8	49,604	62.7	17,890	25.7	2,830	4.0		
Waste paper, rags and rubber	1,578	125,994	111,103	3.6	50	.1	82,669	74.4	20,210	18.2	4,151	3.7		
Nonferrous metals	222	27,952	24,478	1.4	14	.1	19,674	80.3	2,665	11.0	1,767	7.2		
All Other Products	4,184	550,233	497,336	35.0	4,395	.9	235,355	48.1	67,363	13.6	12,176	2.4		
Books, periodicals and newspapers	636	108,530	98,388	78.6	1,661	1.7	12,321	12.5	6,467	6.6	623	.6		
Flowers and nursery stock	539	25,124	23,888	65.7	354	1.9	464	1.9	2,582	10.9	5	--		
Forest products (except lumber)	1,057	80,373	50,500	7.8	136	.2	45,612	63.0	15,290	26.6	1,738	2.4		
Leather and leather goods	77	104,872	94,742	37.4	449	.5	46,610	49.2	10,033	10.6	2,251	2.3		
Oils and greases (animal and vegetable)	27	43,212	41,731	10.5	--	--	25,694	61.6	10,715	25.7	923	2.2		
Rubber (crude)	77	62,456	58,994	3.1	4	--	51,862	87.9	2,553	4.3	2,779	4.7		
Textiles and materials other than dry goods	305	35,445	25,944	29.4	132	.5	10,296	39.7	5,964	23.1	1,900	7.3		
Yarns	175	41,562	39,850	16.4	208	.5	28,199	70.8	4,252	10.7	644	1.6		
Miscellaneous kinds of business	818	48,658	41,387	35.9	1,451	3.5	18,297	44.2	5,477	13.2	1,313	3.2		
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	11,634	7,446,014	6,201,778	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7		
Amusement and Sporting Goods	241	102,090	27,767	45.5	1,197	2.0	21,114	34.6	3,571	5.9	7,947	12.0		
Moving picture films	93	42,406	42,363	41.4	--	--	17,860	42.2	2,427	16.4	6,932	16.4		
Sporting goods (full line)	58	14,863	14,807	60.2	1,191	8.0	2,109	14.2	2,427	16.4	167	1.2		
Toys, novelties and fireworks	16	4,638	2,247	15.4	6	.4	--	--	1,108	69.3	238	14.9		
All other	74	39,981	2,227	47.4	--	--	1,125	50.5	36	1.6	10	.5		

\* Including those from which an analysis by classes of customers was obtainable.

TABLE 7.-DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers															
	Number	Total net sales add 000.	Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries					
			Amount add 000.	Per cent	Amount add 000.	Per cent	Amount add 000.	Per cent	Amount add 000.	Per cent	Amount add 000.	Per cent	Amount add 000.	Per cent				
<b>MANUFACTURES SALES BRANCHES (WITH STOCKS) (continued)</b>																		
Automotive	896	\$1,261,865	\$1,061,376	90.4	\$959,985	90.4	\$1,427	.1	\$68,705	6.5	\$31,069	2.9	\$190	.1				
Automobiles and other motor vehicles	432	1,006,177	904,630	93.2	843,402	93.2	1,022	.1	58,142	6.4	2,045	.3	19	--				
Automotive equipment	193	46,950	31,494	26.9	8,458	26.9	2	--	6,770	21.5	16,093	51.1	171	.5				
Tires and tubes	271	208,738	125,252	86.3	108,125	86.3	403	.4	3,793	3.0	12,931	10.3	--	--				
Beer, Wines and Liquors	377	265,812	195,144	20.4	39,855	20.4	725	.4	22,526	11.5	131,915	67.6	123	.1				
Beer and other fermented malt liquors	261	66,275	56,945	47.8	27,249	47.8	563	1.0	1,856	3.3	27,160	47.7	117	.2				
Wines and liquors	116	197,537	138,199	9.1	12,606	9.1	162	.1	20,870	15.0	104,755	75.8	6	--				
Chemicals and Paints	561	427,535	400,909	17.2	68,919	17.2	1,833	.5	277,592	69.2	41,845	10.4	10,720	2.7				
Dyestuffs	33	33,614	33,576	--	--	--	--	--	24,430	72.8	9,146	27.2	--	--				
Explosives	43	32,377	32,340	13.7	4,443	13.7	15	.1	27,110	83.8	435	1.3	337	1.1				
Industrial chemicals	73	122,562	119,662	5.5	6,525	5.5	--	--	94,773	79.1	13,036	10.9	5,328	4.5				
Paints and varnishes	265	168,189	157,501	33.2	52,396	33.2	1,810	1.1	81,092	51.5	18,043	11.5	4,260	2.7				
All other	147	70,773	57,830	9.8	5,655	9.8	8	--	50,187	86.8	1,185	2.0	795	1.4				
Clothing and Furnishings	345	282,163	274,881	95.3	261,907	95.3	370	.1	1,144	.4	10,165	3.7	1,295	.5				
Clothing and/or furnishings	20	8,917	8,191	72.8	5,960	72.8	74	.9	259	2.9	9,198	23.4	--	--				
Men's and boys'	137	98,279	96,186	95.0	89,498	95.0	59	.1	654	.7	5,855	6.1	120	.1				
Women's and children's	103	47,808	45,871	95.1	43,622	95.1	15	--	89	.2	2,028	4.4	117	.3				
Furs, dressed and fur clothing	5	622	604	100.0	604	100.0	--	--	--	--	--	--	--	--				
Hosiery	14	13,550	12,206	91.5	11,166	91.5	222	1.8	--	--	--	--	818	6.7				
Millinery and millinery supplies	11	1,320	1,265	97.5	1,234	97.5	--	--	18	1.4	9	.7	4	.4				
Shoes and other footwear	55	111,667	110,556	99.4	109,823	99.4	--	--	144	.1	355	.3	236	.2				
Coal and Coals	10	8,331	8,309	42.5	3,535	42.5	2,185	26.3	2,569	31.2	--	--	--	--				
Drugs and Drug Sundries	270	128,468	101,864	58.7	59,791	58.7	115	.1	10,124	9.9	30,346	29.8	1,488	1.5				
Drug specialties	115	73,163	53,991	48.9	26,422	48.9	4	--	8,705	16.1	17,817	33.0	1,043	2.0				
Patent medicines	38	23,391	19,207	54.5	10,461	54.5	33	.2	100	.5	8,222	42.8	391	2.0				
Toilet articles and preparations	99	27,153	23,966	80.4	19,271	80.4	70	.3	1,319	5.5	3,252	13.6	54	.2				
All other	18	4,761	4,700	77.4	3,637	77.4	8	.2	--	--	1,055	22.4	--	--				
Dry Goods	208	160,322	142,391	24.4	34,749	24.4	15	--	99,685	70.0	7,656	5.4	286	.2				
Electrical Goods	428	349,819	320,835	14.1	45,351	14.1	2,653	.8	236,748	73.8	35,353	11.0	750	.3				
Farm Products - consumer goods	327	71,570	54,298	62.0	33,681	62.0	2,254	4.2	1,612	3.0	14,819	27.3	1,932	3.5				
Farm Supplies	74	31,785	17,576	20.2	3,558	20.2	1,055	6.0	4,745	27.0	8,148	46.4	70	.4				
Feed	30	2,904	1,923	70.7	1,359	70.7	131	7.9	202	10.5	211	10.9	--	--				
Fertilizer	39	28,409	15,184	12.8	1,948	12.8	904	6.0	4,325	28.5	7,937	52.3	70	.4				
All other	5	472	469	53.5	251	53.5	--	--	218	46.5	--	--	--	--				

(continued)

\* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers														
	Number	Total net sales (add 000.)	Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries				
			add 000.	add 000.	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent			
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)																	
Furniture and Home Furnishings	250	\$78,959	\$75,497	78.6	\$59,347	78.6	\$621	.8	\$8,094	10.7	\$7,324	9.7	\$111	.2			
Floor coverings	50	28,443	28,431	78.2	22,247	78.2	10	--	189	.7	5,985	21.1	--	--			
Furniture (household and office)	121	32,292	29,942	80.1	23,903	80.1	10	--	5,125	17.2	697	2.3	107	.4			
House furnishings (except as specified)	72	15,867	15,591	79.1	12,332	79.1	157	1.1	2,556	16.4	532	3.4	4	--			
All other	7	2,357	1,533	53.0	865	53.0	434	26.6	224	13.7	110	6.7	--	--			
Groceries and Foods (specialty lines)	3,102	2,252,166	1,922,704	71.4	1,373,002	71.4	4,583	.2	214,625	11.2	325,368	16.9	5,126	.3			
Canned goods	230	161,838	131,801	40.4	52,994	40.4	32	--	11,124	8.5	64,283	49.0	2,768	2.1			
Coffee, tea and spices	14	12,338	12,336	97.7	12,054	97.7	2	--	14	.1	201	1.6	65	.6			
Confectionery	81	37,096	33,116	63.4	23,116	63.4	--	--	1,975	5.4	11,095	30.5	262	.7			
Flour	165	122,086	120,917	47.5	57,464	47.5	769	.5	32,237	26.7	30,419	25.2	28	--			
Meats and meat products	937	1,080,929	1,064,237	87.0	925,952	87.0	1,980	.2	71,738	6.8	64,196	6.0	371	--			
Soft drinks	31	6,843	6,544	88.4	5,870	88.4	12	.2	312	4.7	450	6.7	--	--			
Other food and grocery specialties	1,644	831,036	550,321	53.6	295,552	53.6	1,788	.3	97,225	17.7	154,724	28.1	1,632	.3			
Hardware	62	18,327	5,451	30.2	1,646	30.2	47	.9	383	7.0	2,694	49.4	681	12.5			
Jewelry and Optical Goods	249	91,458	56,057	17.7	11,710	17.7	105	.2	49,484	75.0	4,173	6.3	585	.8			
Jewelry	43	72,507	64,535	16.3	10,523	16.3	80	.1	49,476	76.3	4,171	6.4	585	.9			
Optical goods	206	18,951	1,222	97.1	1,197	97.1	25	2.0	8	.7	2	.2	--	--			
Lumber and Construction Materials	261	112,792	66,552	47.1	31,338	47.1	566	.9	17,544	26.4	15,760	23.6	1,344	2.0			
Builder's supplies (full line)	45	32,474	22,878	28.2	6,443	28.2	1	--	2,806	12.3	12,460	54.4	1,168	5.1			
Lumber and millwork	38	13,186	8,239	72.6	5,990	72.6	39	.5	1,478	17.9	742	9.0	--	--			
Brick, tile and terra cotta	44	5,403	5,239	54.3	2,875	54.3	24	.5	1,835	34.6	508	9.6	57	1.0			
Cement, lime and plaster	27	11,452	8,220	59.3	5,292	59.3	--	--	3,295	36.9	214	2.4	119	1.4			
Sand, gravel and crushed stone	4	118	118	--	--	--	--	--	--	--	118	100.0	--	--			
All other	103	50,159	21,098	50.9	10,748	50.9	502	2.4	9,130	38.5	1,718	8.2	--	--			
Machinery, Equipment and Supplies	2,842	693,362	471,704	26.4	124,640	26.4	2,162	.5	299,534	63.5	38,511	8.2	6,857	1.4			
Commercial machinery, equipment and supplies	955	106,920	57,208	1.7	975	1.7	1	--	54,919	96.0	1,246	2.2	67	.1			
Office (except furniture)	81	18,935	17,879	45.7	8,164	45.7	106	.6	7,121	39.8	2,299	12.9	189	1.0			
Store, restaurant and hotel	252	193,308	110,698	79.6	88,091	79.6	1,609	1.5	16,069	14.5	2,862	2.6	2,067	1.8			
Farm and dairy machinery and equipment	7	3,693	3,678	16.3	600	16.3	--	--	3,078	83.7	--	--	--	--			
Industrial equipment and supplies	51	26,869	15,074	19.2	2,893	19.2	--	--	10,313	68.4	1,848	12.3	20	.1			
Industrial (full line)	81	7,206	8,977	114	114	1.3	--	--	8,217	91.5	621	6.9	25	.3			
Sewing, hose and pecking	18	6,863	4,320	3.0	129	3.0	--	--	1,378	31.9	2,790	64.6	23	.5			
Power transmission equipment	316	95,162	85,228	3.2	2,696	3.2	7	--	70,618	83.1	11,580	13.3	327	.4			
Rope, cordage and twine																	
All other																	

(continued)

\* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sale (add 000)	Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
			Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)</b>														
Machinery, Equipment and Supplies (continued)														
Industrial machinery														
Construction (including road building)	81	\$18,645	\$10,506	8.0	\$337	--	\$9,545	90.8	--	--	--	\$124	1.2	
Machine tools	21	7,369	1,869	11.8	220	--	1,634	87.4	--	--	\$15	--		
Mining and quarrying	52	22,179	19,269	3	50	--	19,121	99.2	--	--	98	.5		
Oil well and oil refining	150	28,038	25,931	6.2	1,609	1.2	23,286	89.6	--	--	766	3.0		
Power plant	9	5,919	5,250	--	--	--	5,021	95.6	--	--	131	2.5		
Textile	20	16,068	1,925	--	--	--	1,791	93.0	--	--	--	134	7.0	
All other	91	41,422	27,682	.1	26	.2	24,934	90.1	--	--	--	2,671	9.6	
Professional equipment and supplies														
Dental	38	11,220	10,687	20.8	2,219	5	4,017	37.6	--	--	4,435	11		
Surgical, medical and hospital	117	18,969	15,578	3.0	473	.3	12,341	79.2	--	--	2,042	683		
All other	24	3,789	3,371	20.8	702	.7	2,645	78.5	--	--	--	--		
Service equipment and supplies														
Barber and beauty parlor	18	3,598	2,477	35.6	883	--	601	24.3	--	--	972	21		
Laundry	50	14,871	10,732	1.0	106	--	9,418	87.7	--	--	942	266		
Upholsterers'	43	6,192	5,460	10.6	581	--	4,646	85.1	--	--	233	--		
All other	158	31,316	25,500	51.9	13,247	--	6,528	24.8	--	--	5,925	--		
Transportation equipment and supplies	9	2,911	2,405	1.0	25	--	2,343	97.4	--	--	4	33		
Metals and Metal Work (except scrap)	271	243,350	191,492	3.8	7,331	.1	159,648	82.8	--	--	24,325	1,171		
Iron and steel (except structural)	110	108,011	88,151	3.6	3,089	.3	66,960	78.6	--	--	14,598	474		
Structural iron and steel	43	22,063	11,667	4.2	486	--	10,595	90.8	--	--	52	534		
Wire, wire fence and wire rope	50	27,282	25,865	8.6	2,220	.3	19,897	73.0	--	--	4,678	--		
Sheet metal products	33	19,350	3,736	37.1	1,385	--	1,247	33.4	--	--	1,104	--		
All other	45	66,644	65,073	.1	51	.1	60,949	93.7	--	--	3,893	163		
Paper and Its Products	206	150,420	115,065	23.8	27,366	.3	63,049	54.8	--	--	22,793	1,466		
Petroleum and Its Products	56	18,175	15,229	28.2	4,300	.3	7,635	50.1	--	--	2,734	515		
Plumbing and Heating Eqpt. and Sple.	367	102,251	88,836	33.4	29,708	.7	30,486	34.3	--	--	27,612	371		
Tobacco and Its Products (except leaf)	65	407,526	389,655	9.0	35,109	.5	1,126	.3	--	--	353,050	196		
All Other Products	366	167,468	155,077	12.7	19,752	.3	118,798	76.6	--	--	13,014	3,161		
Books, periodicals and newspapers	48	19,531	11,295	39.0	4,400	1.5	6,366	56.3	--	--	331	30		
Forest products (except lumber)	39	12,170	12,139	4.9	593	--	10,384	85.5	--	--	1,023	139		
Leather and leather goods	90	59,745	57,817	4.1	2,370	--	49,942	84.6	--	--	3,648	2,857		
Oils and greases (animal and vegetable)	29	29,659	29,049	.8	221	--	24,801	85.3	--	--	4,535	15.6		
Textiles and materials other than dry goods	25	19,389	17,638	3.6	633	--	15,560	87.2	--	--	1,645	--		
Yarns	17	18,915	18,909	41.9	7,926	3	10,648	56.2	--	--	312	41		
Miscellaneous kinds of business (continued)	118	8,079	8,009	45.1	3,609	2.2	2,697	33.7	--	--	1,520	2		

\* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000.)	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent
MANUFACTURERS SALES OFFICES (WITHOUT STOCKS)	4,136	\$5,620,074	\$2,908,284	17.8	\$4,246	.2	\$1,725,091	59.3	\$614,083	21.1	\$47,921	1.6		
Amusement and Sporting Goods	140	119,173	91,703	24.3	--	--	57,870	63.1	134	.2	11,416	12.4		
Moving picture films	131	84,930	57,560	--	--	--	57,560	100.0	--	--	--	--		
All other	9	34,243	34,143	65.3	--	--	310	.9	134	.4	11,416	33.4		
Automotive	36	53,549	50,272	52.3	46	.1	18,668	37.1	4,977	9.9	280	.6		
Beer, Wines and Liquors	37	81,280	79,536	8.3	--	--	16,828	21.1	55,483	69.8	619	.8		
Chemicals and Paints	209	190,157	125,851	2.5	111	.1	107,378	85.3	11,723	9.3	3,534	2.8		
Clothing and Furnishings	208	101,042	87,785	77.0	391	.5	3,281	3.7	14,533	16.6	1,961	2.2		
Coal and Cokes	6	11,526	11,526	45.7	20	.2	4,768	41.4	27	.2	1,441	12.5		
Drugs and Drug Sundries (specialty lines)	31	9,940	9,940	63.8	--	--	976	9.8	2,626	26.4	1	--		
Dry Goods (specialty lines)	133	225,476	134,592	25.4	3	--	86,464	64.2	12,860	9.6	1,097	.8		
Notions	22	11,818	5,008	70.5	--	--	1,168	23.3	308	6.2	--	--		
Piece goods	107	212,323	128,249	23.9	3	--	83,976	65.5	12,552	9.8	1,097	.8		
All other	4	1,335	1,335	1.1	--	--	1,320	98.9	--	--	--	--		
Electrical Goods	263	137,180	126,334	6.1	52	.1	99,556	78.8	16,957	13.4	2,021	1.6		
Farm Products - consumer goods	5	3,350	3,350	--	--	--	--	--	--	--	--	--		
Farm Supplies	33	17,043	15,154	70.6	402	2.7	3,694	24.3	362	2.4	--	--		
Furniture and House Furnishings	114	56,079	39,021	23.2	--	--	5,307	13.6	24,256	62.2	403	1.0		
Groceries and Foods (specialty lines)	206	253,777	240,460	60.0	221	.1	20,485	8.5	67,309	28.0	8,239	3.4		
Hardware	31	10,072	5,668	42.3	--	--	1,368	24.1	1,797	31.8	104	1.8		
Jewelry and Optical Goods	41	6,515	5,611	45.8	--	--	999	17.8	1,998	35.6	42	.8		
Lumber and Construction Materials	277	169,299	97,993	68.0	10	--	19,411	19.8	11,579	11.8	358	.4		
Machinery, Equipment and Supplies	1,146	432,453	379,868	2.3	1,041	.3	359,487	94.7	6,974	1.8	3,595	.9		
Commercial mchry, eqpt., and spls.	316	21,647	17,585	12.6	13	--	15,130	86.0	137	.8	97	.6		
Farm and dairy machinery and equipment	9	686	20	--	--	--	20	--	--	--	--	--		
Industrial equipment and supplies	312	272,174	197,517	2.6	926	.5	185,284	93.8	3,577	1.8	2,555	1.3		

(continued)

\* Including those from which no analysis by classes of customers was obtainable



TABLE 7.-DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers															
	All establishments*		Total sales		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000.)	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)</b>																
Machinery, Equipment and Supplies (continued)																
Industrial machinery	345	\$98,949	\$77,188	.5	\$218	--	--	--	--	--	\$75,754	98.1	\$626	--	\$590	.8
Professional equipment and supplies	44	3,626	3,502	--	--	--	--	--	\$15	.4	2,805	80.1	682	--	--	19.5
Service equipment and supplies	72	35,779	24,464	4.8	87	.4	21,261	86.9	1,937	7.9	59,233	99.4	15	9	344	.6
Transportation equipment and supplies	48	59,592	59,592	--	--	--	--	--	--	--	--	--	--	--	--	--
Metals and Metal Work (except scrap)	476	1,021,665	689,350	.7	396	--	768,740	89.5	61,177	9.4	40,507	41.5	24,989	243	5,071	.4
Paper and Its Products	161	156,843	97,228	32.3	545	.4	27,847	68.6	57	.1	4,508	11.1	8,078	180	243	.2
Petroleum and Its Products	25	46,880	40,610	9.5	119	.6	1,983	9.5	119	.6	11,062	52.8	7,643	132	132	.6
Plumbing and Heating Equipment and Supplies	178	22,954	20,939	2.9	--	--	7,731	2.9	--	--	7,039	2.6	251,809	--	--	--
Tobacco and Its Products (except leaf)	128	316,336	266,579	12.5	1,032	.9	14,901	12.5	1,032	.9	86,895	73.0	6,842	--	--	--
All Other Products	292	137,267	118,914	48.8	11,276	4.5	11,276	48.8	1,032	4.5	4,772	20.6	2,176	9,244	9,244	7.8
Books, periodicals and newspapers	106	31,788	23,117	10.8	2,942	--	27,140	10.8	--	--	17,531	64.6	1,662	5,871	5,871	18.7
Forest products (except lumber)	70	29,731	8,949	4.9	437	--	8,949	4.9	--	--	8,412	94.0	--	4,985	4,985	18.4
Leather and leather goods	22	10,620	6,513	.1	8	--	6,513	.1	--	--	5,426	83.2	1,010	100	100	1.1
Oils and greases (animal and vegetable)	6	6,513	6,513	--	--	--	6,513	--	--	--	5,158	100.0	--	69	69	1.1
Textiles and materials other than dry goods	15	6,950	44,857	--	--	--	44,857	--	--	--	42,729	95.2	1,921	207	207	.5
Yarns	22	46,254	3,180	7.5	258	10	258	7.5	10	.3	2,867	90.1	53	12	12	.4
Miscellaneous kinds of business	51	5,391	3,180	73.3	1,011,790	8.0	109,711	73.3	109,711	8.0	156,310	9.9	116,223	5,486	5,486	.4
<b>BOOK TANK STATIONS</b>																
Petroleum and Its Products	27,333	2,704,047	1,379,520	21.0	7,183	.1	2,336,177	21.0	7,183	.1	2,336,177	34.9	2,642,404	306,768	306,768	4.6
<b>AGENTS AND BROKERS</b>																
Amusement and Sporting Goods	245	23,931	19,073	41.0	7,827	.3	5,449	41.0	47	.3	5,449	28.6	5,039	711	711	5.7
Cameras and motion picture eqpt. and spie.	13	1,449	145	1.6	--	--	--	1.6	--	--	13	9.0	70	62	62	48.7
Moving picture films	40	4,291	4,064	23.0	66	--	3,677	23.0	--	--	3,677	90.5	--	381	381	7.9
Sporting goods (full line)	19	2,860	1,375	58.7	316	.2	1,184	58.7	29	.2	1,255	18.5	804	--	--	--
Toys, novelties and fireworks	137	13,065	11,526	34.7	681	.9	6,764	34.7	16	.9	320	16.3	900	284	284	2.3
All other	36	2,866	1,963	13.8	9,068	.4	19,897	13.8	279	.4	19,897	30.2	7,486	44	44	2.3
Automotive	448	60,681	65,923	17.1	2,515	1.2	5,575	17.1	171	1.2	5,575	24.2	82	8,465	8,465	57.4
Automobiles and other motor vehicles	32	14,970	14,750	13.9	6,243	.2	16,235	13.9	83	.2	16,235	36.2	7,474	14,887	14,887	83.1
Automotive equipment	392	47,593	44,902	4.9	306	.4	6,271	4.9	25	.4	87	1.4	--	3,683	3,683	93.3
Tires and tubes	24	6,318	6,271	--	--	--	--	--	--	--	--	--	--	--	--	--
(continued)																

\* Including those from which no analysis by class of customer was obtainable

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY  
TABLE 7.- DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers												
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries		
			Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	
<b>AGENTS AND BROKERS (continued)</b>															
Beer, Wines and Liquors	73	\$21,473	\$18,577	56.8	\$10,554	56.8	\$1	--	\$3,615	19.4	\$4,377	23.6	\$30	.2	
Beer and other fermented malt liquors	5	95	95	82.1	78	82.1	--	17	17.9	--	--	--	--	--	
Wines and liquors	68	21,378	18,482	56.7	10,476	56.7	1	--	3,598	19.4	4,377	23.7	30	.2	
<b>Chemicals and Paints</b>	420	98,427	79,729	4.5	3,622	4.5	878	1.1	46,058	57.8	26,219	32.3	5,352	5.7	
Dye stuffs	7	1,102	1,102	--	--	--	--	253	23.0	828	75.1	19	1.7		
Explosives	9	335	270	3.7	10	3.7	--	241	89.3	19	7.0	--	--		
Industrial chemicals	75	28,107	25,457	2.0	492	2.0	--	21,442	84.2	2,747	10.8	970	3.0		
Naval stores	35	15,198	8,810	11.2	961	11.2	--	1,392	15.8	324	60.4	1,113	12.6		
Paints and varnishes	70	6,524	1,185	3.3	875	4.5	--	3,519	58.4	468	7.8	2	--		
All other	224	47,161	38,066	5.6	933	5.6	3	--	19,211	50.5	17,933	44.2	1,046	2.7	
<b>Clothing and Furnishings</b>	1,203	417,123	248,470	74.7	185,669	74.7	15	--	5,352	2.2	1,133	21.6	3,698	1.5	
Clothing and/or furnishings (full line)	163	51,941	41,604	58.9	24,581	58.9	5	--	525	1.3	19,339	39.3	214	.5	
Men's and boys'	177	29,812	26,518	49.6	18,470	49.6	--	784	3.0	3,464	24.4	800	3.0		
Women's and children's	536	231,878	111,126	38.1	104,085	38.1	--	2,087	1.8	17,900	8.8	1,591	1.3		
Furs, dressed and fur clothing	74	9,766	8,049	84.1	7,302	84.1	--	63	.7	905	10.5	379	4.4		
Hosiery	87	47,741	32,806	58.1	18,900	58.1	--	867	2.7	12,609	38.8	130	.4		
Millinery and millinery supplies	99	15,256	11,307	57.2	6,641	57.2	7	1.1	915	7.8	4,195	35.4	60	.5	
Shoes and other footwear	67	10,729	9,260	62.1	5,748	62.1	3	--	111	1.2	2,364	30.9	534	5.8	
Coal and Coke	440	427,346	392,697	57.4	209,767	57.4	704	.2	128,444	32.7	46,004	11.7	7,778	2.0	
<b>Drugs and Drug Sundries (specialty lines)</b>	140	26,894	20,434	51.6	10,538	51.6	3	--	2,127	10.4	7,064	34.6	702	3.4	
Drug specialties	38	10,365	8,504	46.7	3,974	46.7	2	--	1,656	19.5	2,375	28.0	492	5.8	
Patent medicines	21	3,963	3,722	29.2	1,088	29.2	--	172	4.6	2,249	61.5	173	4.7		
Toilet articles and preparations	59	6,948	5,415	31.7	4,424	31.7	1	--	278	5.1	65	12.7	27	.5	
All other	22	5,718	2,793	37.8	1,337	37.8	--	21	.8	1,715	61.0	10	.4		
<b>Dry Goods (full line)</b>	14	23,061	2,968	35.5	1,054	35.5	36	1.2	--	--	709	23.6	1,178	39.7	
<b>Dry Goods (specialty lines)</b>	938	1,015,100	719,246	25.7	192,138	25.7	183	--	360,560	50.1	156,047	21.7	10,318	1.5	
Notions	113	28,003	27,001	69.3	18,711	69.3	5	--	6,118	22.7	2,007	7.4	160	.6	
Piece goods	767	981,461	688,115	24.9	171,174	24.9	178	--	353,384	51.4	153,752	22.3	9,627	1.4	
All other	58	5,636	4,130	54.5	2,253	54.5	--	1,058	25.6	288	7.0	531	12.9		
<b>Electrical Goods</b>	638	45,863	40,512	20.0	8,088	20.0	122	.3	17,384	42.9	12,978	32.0	1,940	4.8	
Electrical merchandise (full line)	7	1,269	825	22.2	183	22.2	12	1.4	580	70.3	56	6.1	--	--	
Apparatus and equipment	148	9,367	8,099	18.8	1,120	18.8	4	.1	6,100	75.3	875	10.8	--	--	
Wiring supplies and construction material	233	20,351	18,665	15.0	2,800	15.0	63	.3	7,018	37.6	8,318	44.6	466	2.5	
Radios, Refrigerators and appliances	250	14,875	12,923	30.8	3,965	30.8	43	.4	3,686	28.5	3,735	28.9	1,474	11.4	
(continued)															

\* Including those from which no analysis by classes of customers was obtainable

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
AGENTS AND BROKERS (continued)														
Farm Products (raw materials)	3,010	\$2,710,088	\$1,811,558	4.8	\$2,332	.1	\$889,263	49.1	\$744,394	41.1	\$88,607	4.9	\$88,607	4.9
Cotton	476	334,791	257,731	.6	65	--	125,061	48.5	115,166	44.7	16,073	6.2	16,073	6.2
Grain	414	599,343	421,634	5.2	98	--	146,890	34.8	222,078	52.7	30,776	7.3	30,776	7.3
Hides, skins, and furs (raw)	183	64,667	54,491	5.5	--	--	39,914	73.2	9,897	18.2	1,695	3.1	1,695	3.1
Horses and mules	89	35,095	21,855	44.8	204	.9	4,685	21.4	2,714	12.5	4,460	20.4	4,460	20.4
Livestock	1,262	1,243,651	752,491	6.1	1,910	.3	384,707	51.1	318,414	42.3	1,491	.2	1,491	.2
Silk (raw)	14	7,823	7,846	--	--	--	5,245	66.8	2,587	33.0	14	.2	14	.2
Tobacco (leaf)	368	229,467	155,922	1.8	6	--	94,481	54.2	47,005	30.1	21,597	13.9	21,597	13.9
Wool and mohair	130	102,277	76,447	.9	31	--	56,103	73.4	19,553	25.6	57	.1	57	.1
All other	74	92,574	63,141	2.4	1,522	--	42,177	66.8	6,980	11.1	12,444	19.7	12,444	19.7
Farm Products (consumer goods)	1,484	766,282	628,028	42.3	276	.1	23,524	3.7	326,732	52.0	11,673	1.9	11,673	1.9
Dairy products	35	30,285	26,863	70.1	--	--	1,677	6.2	6,251	23.3	100	.4	100	.4
Poultry and poultry products	163	76,601	71,758	43.7	29	--	1,901	2.5	38,518	53.7	48	.1	48	.1
Dairy and poultry products	68	52,462	49,364	46.2	3	--	1,162	2.4	25,370	51.4	--	--	--	--
Fruits and vegetables (fresh)	1,211	604,514	477,817	40.0	244	.1	18,064	4.0	256,075	53.5	11,525	2.4	11,525	2.4
All other	7	2,420	2,286	77.3	--	--	--	--	518	22.7	--	--	--	--
Farm Supplies	287	87,342	76,845	30.4	402	.5	41,015	53.4	11,459	14.9	5	.8	5	.8
Feed	143	56,115	48,521	36.2	366	.8	21,419	44.1	9,103	18.8	33	.1	33	.1
Fertilizer	125	27,513	25,097	21.6	13	--	19,016	75.7	478	1.9	173	.7	173	.7
Seeds	12	2,976	2,771	11.3	1	--	223	8.1	1,864	67.3	369	13.3	369	13.3
All other	7	738	456	18.4	2	.4	357	78.3	13	2.9	--	--	--	--
Furniture and House Furnishings	428	75,283	73,160	59.9	389	.5	12,215	16.7	16,684	22.8	68	.1	68	.1
China, glassware and crockery	82	10,466	10,149	60.7	4	--	1,628	16.0	320	3.2	10	.1	10	.1
Floor coverings	64	18,175	18,005	73.6	--	--	764	4.3	3,984	22.1	--	--	--	--
Furniture (household and office)	136	14,420	13,101	70.9	306	2.3	3,289	25.1	171	1.3	48	.4	48	.4
House furnishings (except as specified)	142	31,900	31,591	41.0	79	.3	6,334	20.1	12,209	38.6	10	--	10	--
Musical instruments and sheet music	4	322	314	36.3	114	--	200	63.7	--	--	--	--	--	--
General Merchandise	69	66,475	53,610	35.8	4	--	3,103	5.8	1,487	2.8	29,817	55.6	29,817	55.6
Groceries (full line)	21	11,565	9,660	44.9	21	.2	106	1.1	5,196	53.6	--	--	--	--
Groceries and Foods (specialty lines)	2,219	1,796,819	1,504,419	14.1	236	--	252,483	16.8	1,018,757	67.7	20,754	1.4	20,754	1.4
Canned goods	482	294,464	254,360	20.6	--	--	9,889	3.9	185,199	72.8	6,837	2.7	6,837	2.7
Coffee, tea and spices	142	112,603	88,197	9.5	--	--	16,690	18.9	61,438	69.7	1,647	1.9	1,647	1.9
Confectionery	40	17,339	15,659	10.4	--	--	187	1.2	13,711	87.6	131	.8	131	.8
Fish and sea foods	63	33,060	10,309	41.3	3	--	157	1.5	5,596	54.3	293	2.9	293	2.9
Flour	123	65,866	56,126	45.7	--	--	18,374	32.7	11,652	20.9	459	.8	459	.8
Meats and meat products	56	91,120	90,706	10.5	--	--	1,618	1.8	79,113	87.2	436	.5	436	.5
Sugar	224	569,227	473,666	8.7	--	--	167,716	35.4	259,941	54.8	4,999	1.1	4,999	1.1
Other food and grocery specialties	1,065	614,400	515,236	13.4	233	.1	37,852	7.3	402,108	78.0	5,952	1.2	5,952	1.2
(continued)														

\* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY  
 TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
 BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
AGENTS AND BROKERS (continued)														
Hardware	288	\$32,508	\$7,287	27.6	\$15	.1	\$5,378	12.8	\$14,697	55.7	\$1,001	3.8		
Hardware (full line)	19	9,201	1,117	21.8	--	--	40	.8	3,481	67.8	491	9.6		
Hardware (specialty lines)	269	23,307	6,170	29.0	15	.1	3,358	15.7	11,216	52.8	510	2.4		
Jewelry and Optical Goods	124	6,682	5,405	60.3	8	.1	303	5.4	1,882	33.4	45	.8		
Jewelry (full line)	6	1,036	731	98.1	--	--	--	--	14	1.9	--	--		
Clocks and watches	7	1,582	721	45.6	--	--	1	.1	838	53.0	21	1.3		
Diamonds and other precious stones	24	982	527	57.0	3	.4	211	22.8	183	19.8	--	--		
Other jewelry specialties	81	2,741	1,391	59.6	5	.2	91	3.9	824	35.3	24	1.0		
Optical goods	6	341	35	60.3	--	--	--	--	23	39.7	--	--		
Lumber and Construction Materials	794	139,147	31,271	28.4	346	.3	35,370	32.1	15,875	14.4	27,373	24.8		
Builders' supplies (full line)	197	8,885	1,385	19.1	82	1.1	4,705	64.9	655	9.1	419	5.8		
Lumber and millwork	377	99,725	26,208	30.2	211	.3	21,484	24.7	11,985	13.8	26,936	31.0		
Brick, tile and terra cotta	79	6,413	2,128	37.2	14	.2	2,321	40.6	1,256	21.9	4	.1		
Cement, lime and plaster	18	1,933	1,775	97.7	36	2.0	491	52.7	313	17.6	--	--		
Glass	33	2,602	303	14.3	3	.2	874	41.3	921	43.5	14	.7		
Sand, gravel and crushed stone	47	16,060	377	8.8	--	--	3,615	29.6	295	6.9	--	--		
All other	43	3,539	379	16.7	--	--	1,436	63.4	450	19.9	--	--		
Machinery, Equipment and Supplies	2,496	210,757	11,180	6.2	444	.2	136,657	75.4	9,505	5.2	23,494	13.0		
Commercial machinery, equipment and supplies														
Offices (except furniture)	134	4,226	817	27.1	47	1.6	2,039	67.8	106	3.5	1	--		
Store, restaurant and hotel	178	7,318	1,858	27.0	95	1.4	4,279	62.3	637	9.3	--	--		
All other	29	1,526	346	26.3	--	--	782	59.5	144	11.0	42	3.2		
Farm and dairy machinery and equipment	71	3,804	1,094	36.2	82	2.7	780	25.8	219	7.3	847	28.0		
Industrial equipment and supplies														
Industrial (full line)	7	2,579	--	--	--	--	1,926	75.9	567	22.3	45	1.8		
Belting, hose and packing	83	6,691	169	2.9	12	.2	5,149	89.0	356	6.2	99	1.7		
Power transmission equipment	37	1,429	69	4.8	1	.1	1,178	82.4	181	12.7	--	--		
Rope, cordage and twine	37	16,198	1,093	9.7	--	--	8,013	70.9	802	7.1	1,393	12.3		
All other	577	45,624	1,836	4.4	10	--	35,121	84.1	2,765	6.6	2,050	4.9		
Industrial machinery														
Construction (including road building)	97	5,908	4,306	83	23	.5	4,115	96.6	38	.9	47	1.1		
Machine tools	97	15,617	491	3.4	--	--	13,315	92.2	249	1.7	387	2.7		
Mining and quarrying	49	3,023	78	3.0	6	.2	1,512	58.3	373	14.4	625	24.1		
Oil well and oil refining	43	7,559	177	3.3	19	.4	2,271	42.3	29	.5	2,872	53.5		
Power plant	160	11,366	128	1.2	61	.6	10,261	94.8	363	3.3	12	.1		
Textile	24	2,339	--	--	--	--	1,938	99.4	4	--	11	.6		
Used machinery and equipment	26	640	20	3.4	22	3.8	535	92.1	4	.7	--	--		
All other	259	17,618	607	4.1	22	.2	10,517	71.7	733	5.0	2,778	19.0		
Professional equipment and supplies														
Dental	12	232	69	40.1	--	--	103	59.9	--	--	--	--		
Surgical, medical and hospital	37	2,930	218	8.8	10	.4	2,181	87.9	73	2.9	--	--		
All other	33	1,021	306	49.8	2	.3	298	48.4	9	1.5	--	--		

\* Including those from which no analysis by classes of customers was obtainable.

(continued)

UNITED STATES SUMMARY  
TABLE 7. DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000.)	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent	Amount (add 000.)	Per cent
AGENTS AND BROKERS (continued)														
Machinery, Equipment and Supplies (continued)														
Service equipment and supplies	53	21,235	\$565	51.9	\$5	.3	\$186	17.1	\$321	29.5	\$13	1.2		
Barber and beauty parlor	13	437	4	1.2	--	--	317	98.8	--	--	--	--		
Laundry	57	11,786	797	7.2	--	--	9,186	83.6	866	8.1	122	1.1		
Upholsterers	169	3,477	211	8.7	11	.5	1,974	81.7	46	1.9	175	7.2		
All other														
Transportation equipment and supplies	12	11,773	26	.2	--	--	84	.8	--	--	11,048	99.0		
Aircraft and aeronautical	159	22,026	42	.2	8	--	17,531	92.0	552	2.9	927	4.9		
Railroad	21	433	5	1.2	--	--	428	96.8	--	--	--	--		
Boats (including motor, sail and steam)	22	934	71	9.2	10	1.3	638	63.0	50	6.5	--	--		
All other														
Metal and Metal Work (except scrap)	377	173,229	7,616	5.5	60	--	69,753	49.1	42,877	30.2	21,561	15.2		
Iron and steel (except structural)	173	60,922	7,117	11.3	43	.1	39,455	62.4	4,490	7.1	12,072	19.1		
Structural iron and steel	42	5,664	40	.7	15	.3	3,263	58.6	1,865	33.6	367	6.6		
Wire, wire fence and wire rope	36	3,966	241	5.9	2	--	3,582	87.7	60	1.5	199	4.9		
Copper	10	2,178	--	--	--	--	812	37.3	1,026	47.1	340	15.6		
Sheet metal products	27	2,630	94	3.7	--	--	2,363	92.6	95	3.7	1	--		
Other metals and metal work	89	77,869	324	.5	--	--	20,278	31.4	35,341	54.8	8,602	13.3		
Paper and Its Products	250	38,989	3,133	9.2	15	.1	16,761	49.5	12,577	37.1	1,385	4.1		
Wrapping or coarse paper and products	146	29,644	2,294	8.9	11	--	10,250	39.8	11,814	45.9	1,385	5.4		
Fine or printing and writing paper	14	6,402	201	3.8	--	--	5,140	95.9	19	.3	--	--		
Stationery and stationery supplies	85	2,893	609	22.5	3	.1	1,352	49.9	744	27.5	--	--		
Wall paper	5	50	29	59.2	1	2.0	19	38.8	--	--	--	--		
Petroleum and Its Products	109	72,733	10,455	19.2	6	--	8,776	16.1	30,671	56.3	4,585	8.4		
Plumbing and Heating Equipment and Supplies	427	25,790	5,771	26.6	122	.6	7,955	36.2	6,591	30.4	1,337	6.2		
Plumbing and heating (full line)	8	738	176	31.8	15	2.7	295	53.2	68	12.3	--	--		
Heating (including stoves and ranges)	105	4,248	1,213	32.7	35	1.0	1,594	43.0	865	23.3	--	--		
Plumbing fixtures, equipment and supplies	162	13,262	2,307	19.9	4	--	2,699	23.3	5,330	46.0	1,254	10.8		
All other	152	7,542	2,075	35.7	68	1.2	3,267	56.1	328	5.6	63	1.4		
Tobacco and Its Products (except leaf)	9	1,539	39	4.3	--	--	586	64.4	285	31.3	--	--		
Waste Materials	112	40,369	34	.1	15	.1	20,672	67.0	1,527	4.9	8,622	27.9		
Iron and steel scrap	42	25,900	--	--	--	--	13,541	64.5	153	.7	7,295	34.8		
Junk and scrap (full line)	8	664	24	4.2	15	2.6	68	11.9	249	45.4	217	37.9		
Waste paper, rags and rubber	52	10,916	--	--	--	--	6,893	84.6	1,073	13.2	178	2.2		
Nonferrous metals	10	2,869	--	--	--	--	170	14.7	52	4.5	932	80.8		
(continued)														

\* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY  
TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS  
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	Sales of establishments reporting distribution by classes of customers													
	All establishments*		Total of sales analyzed		to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
AGENTS AND BROKERS (continued)														
All Other Products	1,084	\$484,590	\$324,673	9.3	\$224	1.1	\$225,471	69.4	\$61,551	19.0	\$7,361	2.2		
Books, periodicals and newspapers	289	18,215	17,668	77.0	196	1.1	2,165	12.3	1,464	8.3	236	1.3		
Flowers and nursery stock	73	9,356	9,054	99.1	--	--	23	.3	56	.6	--	--		
Forest products (except lumber)	74	36,761	35,899	1.7	--	--	30,597	85.2	1,397	3.9	3,309	9.2		
Leather and leather goods	152	46,846	41,291	2.5	--	--	33,610	81.4	5,898	14.3	766	1.8		
Oils and greases (animal and vegetable)	69	143,963	79,424	3.3	--	--	48,116	60.6	26,407	33.2	2,283	2.9		
Rubber (crude)	13	72,882	49,321	--	--	--	30,989	62.8	18,272	37.1	60	.1		
Textiles and materials other than dry goods	31	18,216	15,104	7	--	--	7,307	48.4	6,221	41.2	101	.7		
Yarns	112	127,649	69,576	1.0	7	--	67,934	97.6	770	1.1	195	.3		
Miscellaneous kinds of business	271	10,700	7,356	15.2	14	.2	4,730	64.5	1,066	14.5	411	5.6		
ASSEMBLERS	26,515	2,463,011	1,773,701	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7		
Farm Products - raw materials	14,293	1,493,387	1,138,714	6.6	57,100	5.0	455,900	40.0	489,815	43.0	60,843	5.4		
Cotton	1,360	287,608	248,624	1.0	723	.3	95,002	38.2	93,229	37.5	57,124	23.0		
Grain	8,907	745,932	599,847	8.7	51,648	8.6	226,837	37.8	267,212	44.6	1,840	.3		
Hides, skins and furs (raw)	455	13,555	11,079	2.0	29	.3	5,277	47.6	5,553	50.1	--	--		
Horses and mules	258	9,304	4,122	2.0	250	6.1	455	11.0	1,050	25.5	60	1.4		
Livestock	2,476	309,774	191,722	7.0	3,760	2.0	72,088	37.6	102,408	53.4	60	--		
Tobacco (leaf)	261	74,213	32,948	.7	21	.1	25,455	77.3	5,561	16.8	1,685	5.1		
Wool and mohair	136	30,943	29,940	2.0	25	.1	23,859	79.7	5,438	18.2	10	--		
All other	443	22,058	20,432	17.1	644	3.2	6,927	33.9	9,364	45.8	4	--		
Farm Products - consumer goods	10,814	665,968	570,257	23.2	12,856	2.3	53,461	9.4	367,017	64.3	4,371	.8		
Dairy products	2,867	178,049	109,192	39.4	1,457	1.4	24,054	22.0	40,612	37.2	19	--		
Poultry and poultry products	2,157	157,074	108,937	28.8	4,487	4.1	10,036	9.2	62,944	57.8	86	.1		
Dairy and poultry products	3,479	96,270	75,408	22.8	2,950	4.0	10,217	13.9	43,417	59.2	105	.1		
Fruits and vegetables (fresh)	2,267	431,457	276,874	14.5	3,781	1.4	9,029	3.3	219,316	79.3	4,149	1.5		
All other	44	3,118	2,446	57.2	181	7.4	125	5.1	728	29.8	12	.5		
Farm Supplies	511	29,250	15,564	31.6	2,154	13.9	2,582	16.6	5,912	37.9	6	--		
Feed	375	20,438	12,071	4.8	1,714	14.2	1,883	15.6	4,194	34.7	--	--		
Fertilizer	42	1,106	642	20.3	237	36.9	226	35.2	49	7.6	--	--		
Seeds	76	6,534	2,096	19.8	138	6.6	82	3.9	1,456	69.5	6	.2		
All other	18	1,372	775	13.7	65	8.4	391	50.5	213	27.4	--	--		
Groceries and Foods (specialty lines)	592	69,541	45,114	24.3	743	1.6	9,781	21.7	22,964	50.9	665	1.5		
All Other Products	305	4,865	4,032	38.8	55	1.4	2,040	50.6	369	9.2	--	--		

\* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 9.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION

Type of Operation and Legal Form	Number of estab- lish- ments	Net sales add 000	Operating expenses (including pay roll add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>UNITED STATES TOTAL</b>	176,756	\$42,802,913	\$4,163,480	97,225	1/ 1,260,553	1/ \$2,022,262	1/ \$1,976,337	1/ \$45,925	\$3,106,609
Individual Proprietorships	60,306	4,774,203	336,844	57,870	156,025	162,435	152,635	9,800	243,907
Partnerships	20,000	4,134,639	251,221	38,963	91,111	110,173	105,578	4,595	222,171
Corporations	88,471	32,986,801	3,468,698	--	1,000,819	1,736,298	1,706,988	29,310	2,609,907
All other 2/	7,979	907,268	106,717	392	1/ 12,598	1/ 13,356	1/ 11,136	1/ 2,220	30,624
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Individual Proprietorships	36,211	2,206,327	255,983	34,919	117,854	126,275	120,155	6,120	206,955
Partnerships	12,979	1,952,378	190,004	26,478	68,404	83,294	80,630	2,664	191,737
Corporations	39,432	13,305,205	1,763,320	--	571,051	948,759	934,467	14,292	1,642,799
All other	309	197,581	19,040	189	2,247	3,947	3,878	69	26,158
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	11,634	7,446,014	821,155	299	211,280	402,706	398,738	3,968	596,558
Individual Proprietorships	144	13,212	1,674	103	521	801	784	17	1,525
Partnerships	134	33,072	4,390	186	1,256	2,316	2,297	19	4,852
Corporations	11,346	7,397,537	874,826	--	209,423	399,446	395,529	3,917	590,065
All other	10	2,193	265	10	80	143	128	15	116
<b>MANUFACTURERS SALES OFFICES (WITHOUT STOCKS)</b>	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Individual Proprietorships	83	9,205	711	70	210	396	393	3	--
Partnerships	58	21,349	2,672	78	797	1,542	1,533	9	--
Corporations	4,042	3,586,206	236,442	--	41,869	104,120	103,305	815	--
All other	8	3,314	64	1	19	35	35	--	--
<b>BULK TANK STATIONS</b>	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
Individual Proprietorships	2,329	114,511	12,455	2,145	5,136	5,484	5,204	280	5,218
Partnerships	871	52,969	6,857	1,371	2,220	2,422	2,328	94	2,443
Corporations	17,624	2,125,629	302,013	--	83,563	138,685	137,105	1,580	149,695
All other 2/	6,509	410,938	69,770	30	1/ 240	1/ 330	1/ 324	1/ 6	331
<b>AGENTS AND BROKERS</b>	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Individual Proprietorships	9,704	1,986,118	44,117	9,438	16,139	20,043	18,593	1,450	14,765
Partnerships	2,662	1,819,063	32,542	5,456	9,944	14,593	13,797	796	12,620
Corporations	5,710	5,068,727	179,350	--	42,011	94,886	92,703	2,183	61,959
All other	71	34,168	740	56	191	344	322	22	221
<b>ASSEMBLERS</b>	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Individual Proprietorships	11,830	444,832	21,904	11,195	16,165	9,436	7,506	1,930	15,444
Partnerships	3,296	255,608	14,756	5,394	8,490	6,006	4,993	1,013	10,519
Corporations	10,317	1,503,497	112,747	--	52,902	50,402	43,879	6,523	165,389
All other	1,072	259,074	16,838	106	9,821	8,557	6,449	2,108	3,798

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Does not include employment and pay roll data for commission bulk tank stations

2/ Includes commission bulk tank stations

## CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 10-A. - AUXILIARY UNITS OF WHOLESALE ORGANIZATIONS  
 NUMBER, SALES, EXPENSES, EMPLOYEES AND PAY ROLL OF AUXILIARY UNITS, BY STATES.

(Data for auxiliary units are included in Tables 10-A and 10-B only.)

State	Number of establishments	Net sales (add 000)	Total operating expenses (including pay roll) <sup>1/</sup> (add 000)	Employees (full-time and part-time). Avg. for year	Total pay roll (add 000)
<u>UNITED STATES</u>	561	\$209,851	\$142,634	30,718	\$61,857
<u>NEW ENGLAND</u>	45	8,719	5,715	1,421	3,154
Maine	6	--	94	44	72
Massachusetts	28	5,570	3,534	1,057	2,024
Connecticut	4	1,445	1,331	127	598
Rhode Island	1				
Vermont	6	1,704	756	193	460
<u>MIDDLE ATLANTIC</u>	88	35,496	51,247	7,428	18,014
New Jersey	5	9	885	385	547
New York	65	23,735	44,550	5,628	14,823
Pennsylvania	18	11,752	5,812	1,415	2,644
<u>EAST NORTH CENTRAL</u>	122	24,794	34,086	8,858	17,609
Illinois	41	10,933	9,220	2,899	5,551
Indiana	12	1,037	1,854	919	1,345
Michigan	14	1,890	4,809	1,248	2,079
Ohio	42	10,367	15,310	2,837	6,904
Wisconsin	13	567	2,893	955	1,730
<u>WEST NORTH CENTRAL</u>	109	8,191	12,555	4,970	7,397
Iowa	17	532	2,298	1,149	1,486
Kansas	11	288	544	243	392
Minnesota	31	2,614	3,101	963	1,715
Missouri	25	4,126	5,463	2,117	3,078
Nebraska	14	87	521	204	300
North Dakota	5	225	377	148	227
South Dakota	6	319	251	146	199
<u>SOUTH ATLANTIC</u>	47	26,503	7,115	2,012	4,189
Delaware	3	932	1,278	214	664
Florida	9	2,708	886	378	597
Georgia	11	11,509	2,678	974	1,786
District of Columbia	2				
Maryland	1	--	429	84	384
North Carolina	1				
South Carolina	3	767	115	43	80
Virginia	12	10,587	1,529	260	544
West Virginia	5	--	200	59	134
<u>EAST SOUTH CENTRAL</u>	11	1,544	1,686	639	1,151
Kentucky	4	686	914	326	676
Mississippi	4	157	415	158	263
Tennessee	2	701	357	155	212
Alabama	1				
<u>WEST SOUTH CENTRAL</u>	69	79,355	14,444	3,369	6,336
Arkansas	2	2,976	3,762	1,012	1,597
Louisiana	8				
Oklahoma	23	71,392	3,919	901	1,923
Texas	36	4,987	6,763	1,456	2,816
<u>MOUNTAIN</u>	25	1,488	1,971	478	909
Colorado	7	640	910	222	422
Idaho	6	4	152	51	96
Montana	6	823	697	144	290
Utah	3	21	116	33	47
Wyoming	2		96	28	54
Arizona	1				
<u>PACIFIC</u>	45	23,761	13,815	1,543	3,098
California	28	20,814	12,892	1,357	2,601
Oregon	6	203	70	25	52
Washington	11	2,744	853	161	445

1/ Does not include operating expenses allocated to marketing units



CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 10-B. - OWNERSHIP GROUPS

NUMBER, NET SALES, OPERATING EXPENSES, EMPLOYEES AND PAY ROLL OF WHOLESALE ORGANIZATIONS CLASSIFIED BY NUMBER OF ESTABLISHMENTS UNDER ONE OWNERSHIP. DATA ARE SHOWN SEPARATELY FOR WHOLESALE ESTABLISHMENTS (marketing units) AND FOR AUXILIARY UNITS. <sup>1/</sup>

Number of establishments in organization	Number of organizations	Type of unit	Number of units	Net sales (add 000)	Operating expenses including pay roll (add 000)	Employees (full-time and part-time). Avg. for year	Total <sup>2/</sup> pay roll (add 000)
<b>UNITED STATES TOTAL</b>	<b>125,032</b>	Marketing Units	176,756	\$42,802,913	\$4,163,480	<sup>3/</sup> 1,260,553	<sup>3/</sup> \$2,022,262
		Auxiliary Units	<sup>1/</sup> 568	209,851	142,634	30,718	61,857
1 Establishment only	118,804	Marketing Units	118,804	22,338,763	1,963,063	689,853	999,952
		Auxiliary Units	43	3,029	1,420	474	1,174
2 Establishments	2,761	Marketing Units	5,522	2,126,444	212,324	64,043	106,052
		Auxiliary Units	51	882	1,134	291	568
3-5 Establishments	2,030	Marketing Units	7,296	3,492,619	406,742	103,140	183,753
		Auxiliary Units	106	16,211	13,259	2,600	6,553
6-9 Establishments	715	Marketing Units	4,300	2,764,413	236,623	64,075	115,272
		Auxiliary Units	53	9,236	6,137	1,310	3,838
10-14 Establishments	268	Marketing Units	3,143	1,705,450	179,890	43,166	81,743
		Auxiliary Units	34	8,535	7,821	1,761	3,615
15-24 Establishments	208	Marketing Units	3,770	2,038,431	188,555	45,434	87,900
		Auxiliary Units	40	15,073	12,651	2,526	5,748
25-49 Establishments	125	Marketing Units	4,160	3,032,708	316,430	70,827	129,621
		Auxiliary Units	40	12,334	35,666	3,962	9,643
50-99 Establishments	64	Marketing Units	4,057	1,302,024	138,138	42,414	70,937
		Auxiliary Units	37	567	4,060	1,393	2,687
100 and over	57	Marketing Units	19,268	3,599,187	452,626	137,601	247,027
		Auxiliary Units	164	143,984	60,486	16,401	28,031
Commission Bulk Tank Stations	<sup>4/</sup>	Marketing Units	6,436	402,874	69,089	<sup>3/</sup>	<sup>3/</sup>

<sup>1/</sup> Data for auxiliary units are included in Tables 10A and 10B only.<sup>2/</sup> Includes no compensation for proprietors and firm members of unincorporated businesses.<sup>3/</sup> Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.<sup>4/</sup> Not treated as separate organizations.

Census of Business  
Wholesale Distribution: 1935TABLE 11.--SALES MADE BY RETAILERS TO OTHER RETAILERS  
KINDS OF BUSINESS BY STATES 1/

(Expressed in thousands of dollars)

DIVISION AND STATE	Total	Food Stores	General Stores (with food)	General Merchandise Group	Apparel Group	Auto-motive Group	Filling Stations	Furniture household Group	Lumber-building-hardware Group	Eating and Drinking Places	Drug Stores	Other Retail Stores	Second-hand Stores
<b>UNITED STATES</b>	<b>537,749</b>	<b>113,224</b>	<b>10,378</b>	<b>13,686</b>	<b>5,779</b>	<b>202,401</b>	<b>15,996</b>	<b>18,298</b>	<b>41,079</b>	<b>1,382</b>	<b>3,179</b>	<b>108,716</b>	<b>3,631</b>
<b>NEW ENGLAND</b>	<b>38,838</b>	<b>9,418</b>	<b>103</b>	<b>1,306</b>	<b>157</b>	<b>16,312</b>	<b>937</b>	<b>1,517</b>	<b>1,816</b>	<b>59</b>	<b>36</b>	<b>7,108</b>	<b>69</b>
Connecticut	7,097	1,704	11	10	22	3,372	343	202	381	4	3	1,039	6
Maine	2,208	331	78	100	14	912	72	7	140	--	16	530	8
Massachusetts	22,645	5,605	12	1,181	61	8,461	462	1,215	971	40	9	4,585	43
New Hampshire	1,015	386	--	--	10	215	8	39	177	1	1	169	9
Rhode Island	4,286	1,273	--	15	28	2,419	51	38	52	5	7	396	2
Vermont	1,587	119	2	--	22	933	1	16	95	9	--	389	1
<b>MIDDLE ATLANTIC</b>	<b>119,842</b>	<b>24,110</b>	<b>329</b>	<b>829</b>	<b>2,265</b>	<b>31,541</b>	<b>1,449</b>	<b>6,586</b>	<b>7,253</b>	<b>181</b>	<b>609</b>	<b>44,003</b>	<b>687</b>
New Jersey	13,015	5,195	5	15	114	3,852	165	487	721	21	13	2,356	71
New York	61,310	13,852	156	606	1,883	17,346	623	5,622	4,691	99	459	15,431	542
Pennsylvania	45,517	5,063	168	208	268	10,343	661	477	1,841	61	137	26,216	74
<b>EAST NORTH CENTRAL</b>	<b>150,150</b>	<b>39,047</b>	<b>2,043</b>	<b>2,304</b>	<b>1,645</b>	<b>52,787</b>	<b>5,224</b>	<b>4,459</b>	<b>10,244</b>	<b>100</b>	<b>1,064</b>	<b>30,215</b>	<b>1,018</b>
Illinois	48,293	15,654	639	852	470	14,429	2,245	1,133	3,275	29	502	8,842	223
Indiana	12,180	2,500	287	572	18	5,179	522	236	1,099	7	136	1,516	108
Michigan	34,686	7,450	529	248	378	15,957	1,053	1,752	2,630	25	240	4,114	310
Ohio	43,879	12,220	418	179	522	11,561	944	1,244	2,477	30	136	13,777	371
Wisconsin	11,112	1,223	170	453	257	5,661	460	94	763	9	50	1,966	6
<b>WEST NORTH CENTRAL</b>	<b>67,452</b>	<b>12,818</b>	<b>2,093</b>	<b>5,911</b>	<b>265</b>	<b>27,399</b>	<b>4,633</b>	<b>1,031</b>	<b>4,603</b>	<b>108</b>	<b>263</b>	<b>8,047</b>	<b>281</b>
Iowa	15,967	3,702	415	44	90	6,579	1,319	301	1,784	16	86	1,535	96
Kansas	5,404	605	97	20	8	3,159	460	122	300	13	5	602	13
Minnesota	16,327	3,716	286	5,510	32	4,145	854	166	480	3	20	1,100	15
Missouri	20,594	3,561	1,041	135	93	8,971	678	229	1,218	21	125	4,376	146
Nebraska	3,300	385	73	75	7	1,655	433	133	321	44	8	166	--
North Dakota	3,184	274	112	26	29	1,757	480	51	277	9	18	141	10
South Dakota	2,676	575	69	101	6	1,133	409	29	223	2	1	127	1
<b>SOUTH ATLANTIC</b>	<b>33,245</b>	<b>5,416</b>	<b>1,334</b>	<b>344</b>	<b>644</b>	<b>15,176</b>	<b>713</b>	<b>643</b>	<b>3,324</b>	<b>86</b>	<b>228</b>	<b>5,144</b>	<b>193</b>
Delaware	292	50	--	--	--	54	65	--	30	--	1	92	--
District of Columbia	3,433	481	--	--	47	1,629	126	101	188	--	1	770	90
Florida	3,836	705	30	31	35	1,663	155	64	717	6	28	398	4
Georgia	4,240	534	194	15	160	2,346	39	48	314	68	57	460	5
Maryland	6,047	1,348	190	28	86	2,241	68	156	428	1	8	1,432	61
North Carolina	6,156	551	452	162	119	3,090	97	88	769	--	125	702	1
South Carolina	1,607	378	133	62	97	624	49	23	122	1	2	106	10
Virginia	3,357	497	90	11	12	1,916	14	44	226	--	2	545	--
West Virginia	4,277	872	245	35	88	1,613	100	119	530	10	4	639	22
<b>EAST SOUTH-CENTRAL</b>	<b>18,918</b>	<b>3,741</b>	<b>1,032</b>	<b>1,343</b>	<b>239</b>	<b>7,741</b>	<b>334</b>	<b>191</b>	<b>1,995</b>	<b>94</b>	<b>109</b>	<b>2,021</b>	<b>78</b>
Alabama	3,297	307	95	361	23	1,914	15	44	315	--	28	187	8
Kentucky	6,201	1,723	439	224	142	1,612	129	93	651	24	56	1,085	23
Mississippi	2,139	377	427	46	66	471	161	34	356	1	6	188	6
Tennessee	7,281	1,334	71	712	8	3,744	29	20	673	69	19	561	41
<b>WEST SOUTH CENTRAL</b>	<b>30,067</b>	<b>4,483</b>	<b>1,684</b>	<b>568</b>	<b>153</b>	<b>14,186</b>	<b>948</b>	<b>1,229</b>	<b>3,217</b>	<b>639</b>	<b>169</b>	<b>2,592</b>	<b>199</b>
Arkansas	4,646	710	612	80	94	1,307	100	152	589	602	27	348	25
Louisiana	3,435	340	61	333	10	2,011	11	297	250	1	10	106	5
Oklahoma	9,927	2,444	741	62	7	3,981	451	79	1,118	7	57	851	129
Texas	12,059	989	270	93	42	6,887	386	701	1,260	29	75	1,287	40
<b>MOUNTAIN</b>	<b>20,789</b>	<b>3,619</b>	<b>1,165</b>	<b>785</b>	<b>232</b>	<b>9,511</b>	<b>832</b>	<b>487</b>	<b>1,446</b>	<b>31</b>	<b>153</b>	<b>2,326</b>	<b>202</b>
Arizona	2,706	312	434	550	23	912	27	119	172	2	8	130	17
Colorado	6,381	1,135	132	2	90	3,204	329	80	299	1	22	932	155
Idaho	3,151	463	189	120	1	1,734	27	20	288	--	40	266	3
Montana	1,934	249	123	1	41	1,073	100	35	141	--	10	149	12
Nevada	329	66	18	--	--	206	16	16	--	--	4	3	--
New Mexico	1,450	216	123	74	16	490	51	3	146	--	8	323	--
Utah	3,453	921	48	14	51	1,290	48	214	325	6	47	480	9
Wyoming	1,385	257	98	24	10	602	234	--	75	22	14	43	6
<b>PACIFIC</b>	<b>58,448</b>	<b>10,572</b>	<b>595</b>	<b>296</b>	<b>179</b>	<b>27,748</b>	<b>926</b>	<b>2,155</b>	<b>7,181</b>	<b>84</b>	<b>548</b>	<b>7,280</b>	<b>904</b>
California	43,486	8,263	509	264	159	20,289	727	1,682	5,903	65	395	4,517	713
Oregon	4,912	893	21	2	8	2,979	12	91	353	1	75	476	1
Washington	10,050	1,416	65	30	12	4,480	187	382	925	18	78	2,267	190

1/ From Table 7. Retail Distribution: 1935

## APPENDIX

In the following pages consideration is given to comparisons with previous censuses. Changes in scope, coverage and changes in classification are treated. A complete list of the 1935 types of operation and kinds of business are given together with their 1933 equivalents and a tabular summary of wholesale trade data for 1929 and 1933 are given by types of operation and kinds of business.

Following the summary tabulation of the data for the previous censuses, the schedule form used in canvassing wholesale establishments in 1935 is reproduced.

The subjects are treated in the following order:

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## COMPARABILITY WITH PREVIOUS CENSUSES OF WHOLESALE DISTRIBUTION

In presenting the data on wholesale trade, every effort has been made to keep the classifications comparable with 1933 and 1929. In making comparisons with previous years, however, the following qualifications are pertinent:

CHANGES IN SCOPE.--

a. Chain store warehouses, formerly included in the Wholesale Census, are now excluded as wholesalers and are covered in a separate report wherein central buying, warehousing and retail operations of the chains are related. A summary of the number of warehouses together with their sales, expenses, personnel and pay roll for 1935 is reproduced in this appendix.

b. Purchasing offices of retail chains like chain store warehouses are excluded from the Wholesale Census, but included in the separate report on retail chains.

c. Central or administrative offices or other auxiliary units of wholesale organizations are included for 1935 in separate tabulations only, in Tables 10A and 10B. In previous censuses some of these were included in the Wholesale Census to the extent of their merchandising activities.

d. A few factors in the textile trade were included in the 1933 Wholesale Census because of the marketing activities which they performed as financiers. For 1935 these establishments are included in a separate study of financial institutions other than banks.

SHIFTS IN CLASSIFICATIONS.--Attention is invited to dual establishments described below where a minor change in the nature of the operations may cause an establishment's entire business to shift into or out of the Wholesale Census or from one classification to another within this Census, but which have little effect on totals.

a. Dual-Activity.--Establishments which perform, with about equal emphasis, activities which fall into different census fields, such as manufacturing and jobbing, wholesaling and retailing, growing and packing and shipping, some feed and farm supply establishments, farmer cooperative bulk tank stations, lumber yards, dairies, and some paint and varnish establishments formerly in Wholesale are now in Retail, while several motor vehicle distributors and office supply houses formerly in Retail are now in Wholesale. Some wholesale bakeries, bottling plants, and lumber distributors operating planing mills are now in the Census of Manufactures.

b. Dual-Line.--Establishments which may take either of two kind-of-business classifications and are classified according to the line that predominates currently (hardware and plumbing and heating, groceries and tobacco products, dry goods and clothing, drugs and liquors, etc.). Some of these establishments thereby shift their classification from year to year, but the shifts have little effect on totals except in some areas where the number of establishments in a given classification is small.

c. Dual-Type.--Establishments which perform, with about equal emphasis, operations that fall within different wholesale type classifications (commission merchant and wholesale merchant, exporter and importer, wholesale merchant and drop shipper, etc.). Some of these establishments shift from year to year, but in most States they account for such a small volume of sales as to have little effect on totals.

COVERAGE.--Due to the absence of legislation which during regular census years makes reporting mandatory, the current census is affected slightly by incomplete coverage. In addition to a few scattered concerns elsewhere which failed to cooperate, the Bureau was unable to obtain complete coverage in certain areas, particularly in parts of Colorado, Nebraska, and Missouri.

TYPE CLASSIFICATIONS, 1935 AND 1933--As an aid to a comparative study by types of operation, the 1935 type classifications together with their 1933 equivalents are given below:

TYPES OF OPERATION: 1935 AND 1933.

<u>1935</u>	<u>1933 EQUIVALENT</u>
I. FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	WHOLESALERS PROPER
1. Wholesale merchants	Wholesale merchants
2. Voluntary-group wholesalers	(in part)
3. Converters	
4. Exporters	Exporters
5. Importers	Importers
6. Industrial distributors	Wholesale merchants (in part)
7. Cash-and carry wholesalers	
8. Drop shippers or desk jobbers	Limited-function wholesalers
9. Mail-order wholesalers	
10. Wagon distributors	
11. Retailer-cooperative warehouses	Wholesale merchants (in part)
II. MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
III. MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	MANUFACTURERS' SALES BRANCHES (WITHOUT STOCKS)
IV. BULK TANK STATIONS (PETROLEUM)	BULK TANK STATIONS
1. Independent stations	
2. Chain-operated stations	
3. Commission stations	
V. AGENTS AND BROKERS	AGENTS AND BROKERS
1. Auction companies	Other agents (in part)
2. Brokers	Brokers
3. Commission merchants	Commission merchants, factors
4. Export agents	Export agents
5. Import agents	Import agents
6. Manufacturers' agents	Manufacturers' agents
7. Selling agents	Selling agents
8. Other agents	Other agents (in part)
VI. ASSEMBLERS	ASSEMBLERS AND COUNTRY BUYERS
1. Country buyers of farm products	Assemblers of farm products (in part)
2. Cream stations	Cream stations
3. Cooperative marketing associations	Cooperative marketing associations
4. Elevators (grain)	Elevators (independent)
	Elevators (line)
5. Packers and Shippers	Assemblers of farm products (in part)

## KIND-OF-BUSINESS CLASSIFICATIONS: 1935 AND 1933

(Based on principal lines of merchandise handled)

1935	1933 Equivalent	1935	1933 Equivalent
<b>I. AMUSEMENT AND SPORTING GOODS:</b>	<b>AMUSEMENT AND SPORTING GOODS:</b>	<b>XIII. FARM PRODUCTS-CONSUMER GOODS:</b>	<b>FARM PRODUCTS-CONSUMER GOODS:</b>
1. Cameras and motion picture equipment and supplies	Cameras and motion picture equipment and supplies	1. Dairy products	Dairy products (general line)
2. Moving picture films	Moving-picture films	2. Poultry and poultry products	Butter
3. Sporting goods (full line)	Sporting goods (general line)	3. Dairy and poultry products	Cheese
4. Toys, novelties and fireworks	Toys, novelties and fireworks	4. Fruits and vegetables (fresh)	Milk and cream
5. All other	All other	5. All other	All other dairy products
<b>II. AUTOMOTIVE:</b>	<b>AUTOMOTIVE PRODUCTS:</b>	<b>XIV. FARM SUPPLIES:</b>	<b>FARM SUPPLIES:</b>
1. Automobiles and other motor vehicles	Automobiles and other motor vehicles	1. Feed	Feed
2. Automotive equipment	Automotive equipment, accessories and parts	2. Fertilizer	Fertilizer
3. Tires and tubes	Tires and tubes	3. Seeds	Seeds
<b>III. BEER, WINES AND LIQUORS:</b>	<b>ALL OTHER PRODUCTS (in part):</b>	4. All other	All other
1. Beer and other fermented malt liquore	Beer	<b>XV. FURNITURE AND HOUSE FURNISHINGS:</b>	<b>FURNITURE AND HOUSE FURNISHINGS:</b>
2. Wines and liquore	Wines and spiritous liquore	1. China, glassware and crockery	China, glassware and crockery
<b>IV. CHEMICALS AND PAINTS:</b>	<b>CHEMICALS:</b>	2. Floor coverings	Floor coverings
1. Dyestuffs	Dyestuffs	3. Furniture (household and office)	Furniture
2. Explosives	Explosives	4. House furnishings (except as specified)	House furnishings
3. Industrial chemicals	Industrial chemicals	5. Musical instruments and sheet music	Musical instruments and sheet music
4. Naval stores	Naval stores	<b>XVI. GENERAL MERCHANDISE</b>	<b>GENERAL MERCHANDISE</b>
5. Paints and varnishes	Paints and varnishes	<b>XVII. GROCERIES (FULL LINE)</b>	<b>GROCERIES AND FOODS (EXCEPT FARM PRODUCTS, in part):</b>
6. All other	All other	<b>XVIII. GROCERIES AND FOODS (SPECIALTY LINES):</b>	<b>GROCERIES AND FOODS (EXCEPT FARM PRODUCTS, in part):</b>
<b>V. CLOTHING AND FURNISHINGS:</b>	<b>CLOTHING AND FURNISHINGS:</b>	1. Canned goods	Other food and grocery specialties (in part)
1. Clothing and/or furnishings (full line)	Clothing and furnishings (general line)	2. Coffee, tea and spices	Confectionery and soft drinks (in part)
2. Men's and boys'	Furnishings (general line)	3. Confectionary	Fish and sea foods
3. Women's and children's	Clothing, men's and boys' Furnishings, men's and boys' Clothing, women's and children's (in part)	4. Fish and sea foods	Other food and grocery specialties (in part)
4. Furs, dressed and fur clothing	Clothing, women's and children's (in part)	5. Flour	Meats and meat products
5. Hosiery	Furnishings, women's and children's (in part)	6. Meats and meat products	Confectionery and soft drinks (in part)
6. Millinery and millinery supplies	Hosiery	7. Soft drinks	Other food and grocery specialties (in part)
7. Shoes and other footwear	Millinery and millinery supplies	8. Sugar	
<b>VI. COAL AND COKE:</b>	<b>COAL:</b>	9. Other food and grocery specialties	
<b>VII. DRUGS (FULL LINE):</b>	<b>DRUGS AND DRUG SUNDRIES (in part):</b>	<b>XIX. HARDWARE:</b>	<b>HARDWARE:</b>
<b>VIII. DRUGS AND DRUG SUNDRIES (SPECIALTY LINES):</b>	<b>DRUGS AND DRUG SUNDRIES (in part):</b>	1. Hardware (full line)	Hardware (general line)
1. Drug specialties	Drugs (general line)	2. Hardware (specialty lines)	Hardware (specialty lines, in part)
2. Patent medicines	<b>DRUGS AND DRUG SUNDRIES (in part):</b>	<b>XX. JEWELRY AND OPTICAL GOODS:</b>	<b>JEWELRY AND OPTICAL GOODS:</b>
3. Toilet articles and preparations	Drugs (specialty lines)	1. Jewelry (full line)	Jewelry (general line)
4. All other	Patent medicines	2. Clocks and watches	Clocks and watches
<b>IX. DRY GOODS (FULL LINE)</b>	Toilet articles and preparations	3. Diamonds and other precious stones	Diamonds and other precious stones
<b>X. DRY GOODS (SPECIALTY LINES):</b>	All other	4. Other jewelry specialties	Other jewelry specialties
1. Notions	<b>DRY GOODS (in part):</b>	5. Optical goods	Optical goods
2. Piece goods	Dry goods (general line)	<b>XXI. LUMBER AND CONSTRUCTION MATERIALS:</b>	<b>LUMBER AND BUILDING MATERIALS (OTHER THAN METAL):</b>
3. All other	<b>DRY GOODS (in part):</b>	1. Builders' supplies (full line)	All other (in part)
<b>XI. ELECTRICAL GOODS:</b>	<b>DRY GOODS (in part):</b>	2. Lumber and millwork	Lumber and millwork
1. Electrical merchandises (full line)	Notions	3. Brick, tile and terre cotta	Brick and tile
2. Apparatus and equipment	Piece goods	4. Cement, lime and plaster	Cement
3. Wiring supplies and construction materials	All other	5. Glass	All other (in part)
4. Radios, refrigerators and appliances	Knit goods	6. Sand, gravel and crushed stone	All other (in part)
<b>XII. FARM PRODUCTS-RAW MATERIALS:</b>	<b>ELECTRICAL GOODS:</b>	7. All other	Asbestos products
1. Cotton	Electrical appliances, equipment and supplies (in part)	<b>XXII. MACHINERY, EQUIPMENT AND SUPPLIES:</b>	<b>MACHINERY, EQUIPMENT AND SUPPLIES (EXCEPT ELECTRICAL):</b>
2. Grain	Radios and refrigerators	a. General farm machinery, equipment and supplies--	Commercial machinery, equipment and supplies--
3. Hides, skins and furs (raw)	Refrigerators	b. Store, restaurant and hotel	Office equipment and supplies (except furniture)
4. Horses and mules	Electrical appliances, equipment and supplies (in part)	c. All other	Store equipment and supplies All other (in part)
5. Livestock	<b>FARM PRODUCTS-RAW MATERIALS:</b>	2. Farm and dairy machinery and equipment	Farm and dairy machinery and equipment
6. Silk (raw)	Cotton	3. Industrial equipment and supplies--	Industrial machinery, equipment and supplies (in part)--
7. Tobacco (leaf)	Grain	a. Industrial (full line)	Mill and mine supplies (general line, in part)
8. Wool and mohair	Hides, skins and furs (raw)		All other (in part)
9. All other	Horses and mules		
	Livestock		
	Silk (raw)		
	Tobacco (leaf)		
	Wool and mohair		
	All other		

## KIND-OF-BUSINESS CLASSIFICATIONS: 1935 AND 1933

(Based on principal lines of merchandise handled)

1935	1933 Equivalent	1935	1933 Equivalent
3. Industrial equipment and supplies--(continued)		<b>XXIII. METALS AND METAL WORK (EXCEPT SCRAP): (continued)</b>	<b>METALS (EXCEPT SCRAP): (continued)</b>
b. Belting, hose and packing	Mechanical rubber goods	4. Copper	Copper
c. Power transmission equipment	All other (in part)	5. Sheet metal products	Sheet metal products
d. Rope, cordage and twine	<b>ALL OTHER PRODUCTS (in part):</b> Cordage and twine	6. Other metals and metal work	Other metals and metal work
e. All other	Industrial machinery, equipment and supplies (in part)-- All other (in part)	<b>XXIV. PAPER AND ITS PRODUCTS:</b>	<b>PAPER AND ITS PRODUCTS:</b>
4. Industrial machinery--	Industrial machinery, equipment and supplies (in part)	1. Wrapping or coarse paper and products	Paper and its products (general line, in part)
a. Construction (including road building)	Construction machinery, equipment and supplies-- Construction machinery	2. Fine or printing and writing paper	Paper and its products (specialty lines, in part)
b. Machine tools	Road machinery and equipment All other	3. Stationery and stationery supplies	Paper and its products (general line, in part)
c. Mining and quarrying	Industrial machinery, equipment and supplies (in part)-- Machine tools	4. Wall paper	Paper and its products (specialty lines, in part)
d. Oil well and oil refining	Industrial machinery, equipment and supplies (in part)-- Mill and mine supplies (general line, in part)	<b>XXV. PETROLEUM AND ITS PRODUCTS</b>	PETROLEUM AND ITS PRODUCTS
e. Power plant	All other (in part)	<b>XXVI. PLUMBING AND HEATING EQUIPMENT AND SUPPLIES:</b>	<b>PLUMBING AND HEATING EQUIPMENT AND SUPPLIES:</b>
f. Textile	Mill and mine supplies (general line, in part)	1. Plumbing and heating (full line)	Plumbing and heating equipment and supplies (general line, in part)
g. Seed machinery and equipment	All other (in part)	2. Heating (including stoves and ranges)	Heating equipment (general line)
h. All other	All other (in part)	3. Plumbing fixtures, equipment and supplies	Stoves and ranges
5. Professional equipment and supplies--	Professional equipment and supplies--	4. All other	Plumbing and heating equipment and supplies (general line, in part)
a. Dental	Dental	<b>XXVII. TOBACCO AND ITS PRODUCTS (EXCEPT LEAF):</b>	Pipes, valves and fittings
b. Surgical, medical and hospital	Surgical, medical and hospital	<b>XXVIII. WASTE MATERIALS:</b>	All other
c. All other	All other	1. Iron and steel scrap	<b>TOBACCO AND ITS PRODUCTS (EXCEPT LEAF):</b>
6. Service equipment and supplies--	Service equipment and supplies--	2. Junk and scrap (full line)	<b>WASTE MATERIALS:</b>
a. Barber and beauty parlor	Barber and beauty parlor	3. Waste paper, rags and rubber	Iron and steel scrap
b. Laundry	Laundry	4. Nonferrous metals	Junk and scrap (general line, in part)
c. Upholsterers'	All other	<b>XXIX. ALL OTHER PRODUCTS:</b>	Waste paper, rags and rubber
d. All other	All other	1. Books, periodicals and newspapers	Junk and scrap (general line, in part)
7. Transportation equipment and supplies--	Transportation equipment and supplies--	2. Flowers and nursery stock	<b>ALL OTHER PRODUCTS (in part):</b>
a. Aircraft and aeronautical	Aircraft and aeronautical	3. Forest products (except lumber)	Books and periodicals
b. Railroad	Railroad	4. Leather and leather goods	Newspapers and magazines
c. Boats (including motor, sail and steam)	All other	5. Oils and greases (animal and vegetable)	Flowers and nursery stock
d. All other	All other	6. Rubber (crude)	Forest products (except lumber)
<b>CCIII. METALS AND METAL WORK (EXCEPT SCRAP):</b>	<b>METALS (EXCEPT SCRAP):</b>	7. Textiles and materials other than dry goods	Leather
1. Iron and steel (except structural)	Iron and steel (in part)	8. Yarn	Leather goods
2. Structural iron and steel	Hardware (specialty lines, in part)	9. Miscellaneous kinds of business	Oils and greases (animal and vegetable)
3. Wire, wire fence and wire rope	Iron and steel (in part)		Rubber (crude)



CENSUS OF AMERICAN BUSINESS

WHOLESALE DISTRIBUTION: 1933

TABLE 1.--UNITED STATES SUMMARY OF WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/	Amount 1933	Amount 1929 1/	Per- cent change	Amount	Per- cent to sales		Total	Part- time	
<b>TOTAL</b>	164,170	169,654	\$32,151,373	\$68,950,108	-53.4	\$3,710,233	11.5	1,096,977	\$1,714,109	\$9,871	\$3,013,179
<b>Wholesalers proper 2/</b>	82,865	79,794	12,997,276	29,288,220	-55.6	1,948,513	15.0	637,052	926,937	30,818	1,982,758
Wholesale merchants	76,856	74,476	11,302,947	25,370,795	-55.4	1,791,392	15.9	600,847	861,501	29,104	1,737,102
Exporters	453	754	558,147	1,507,824	-63.0	34,131	6.1	4,239	9,007	622	105,950
Importers	2,176	2,262	776,354	1,808,524	-57.1	81,461	10.5	18,847	36,234	456	123,950
Limited function wholesalers	3,380	2,292	359,828	601,077	-40.1	41,529	11.5	13,119	20,195	636	15,756
<b>Manufacturers' sales branches 3/</b>	16,873	17,096	7,557,363	16,335,917	-53.7	942,251	12.5	232,829	426,284	6,540	550,345
With stocks	12,444	4/	5,144,688	4/	--	764,670	14.9	193,177	337,119	5,185	549,912
Without stocks	4,429	4/	2,412,675	4/	--	177,581	7.4	39,652	89,165	1,355	433
<b>Bulk tank stations 5/</b>	26,190	19,611	1,888,675	2,390,213	-21.0	372,990	19.7	95,962	153,060	2,141	138,574
<b>Chain store warehouses</b>	462	559	1,421,563	1,929,681	--	64,767	4.5	18,450	28,383	518	66,204
<b>Assemblers and country buyers</b>	23,962	34,226	1,774,121	4,749,382	-62.6	173,825	9.8	61,906	77,616	15,794	223,141
Assemblers of farm products	11,283	21,884	718,588	2,304,230	-68.9	77,759	10.8	28,106	35,021	10,187	124,505
Cooperative marketing associations 2/	2,732	4,208	686,072	1,458,366	-53.0	65,726	9.6	20,911	28,555	4,631	49,075
Cream stations	2,860	4/	31,459	4/	--	4,693	15.6	2,736	2,259	152	747
Elevators	6/7,087	8,134	338,002	986,786	-65.7	25,449	7.5	10,153	11,781	824	48,412
<b>Agents and brokers</b>	13,218	18,388	6,502,375	14,256,695	-54.4	207,887	3.2	50,779	101,829	4,060	52,157
Brokers	3,414	3,689	2,088,370	4,037,944	-49.3	34,536	1.7	8,242	16,543	557	6,584
Commission merchants	3,128	3,479	2,224,364	4,694,934	-52.6	72,011	3.2	17,744	35,922	1,444	22,383
Export agents	240	260	135,126	398,559	-66.1	5,736	4.2	1,641	2,372	60	1,406
Import agents	179	85	50,841	57,159	-11.6	3,230	6.4	423	826	23	1,558
Manufacturers' agents	4,972	6,967	573,964	1,775,355	-67.7	38,901	6.8	10,362	18,631	813	9,994
Selling agents	1,235	3,260	988,401	2,622,663	-62.3	41,357	4.2	8,446	20,883	411	9,371
Other agents	650	638	441,109	670,082	-34.2	12,116	2.7	3,920	6,652	752	856
<b>WHOLESALE MERCHANTS</b>											
Amusement and sporting goods	976	884	78,374	162,297	-51.9	19,274	24.6	5,240	9,677	261	13,262
Automotive products	5,168	3,414	425,710	1,338,125	-68.2	98,274	23.1	38,003	51,747	858	82,695
Chemicals	1,292	1,077	197,195	327,973	-39.9	40,184	20.4	10,114	17,538	359	31,724
Clothing and furnishings	2,854	3,402	390,789	1,053,882	-62.9	62,400	16.0	18,628	29,666	958	48,077
Coal	734	753	230,208	640,577	-64.1	30,083	13.1	7,685	12,990	936	21,015
Drugs and drug sundries	1,079	1,109	342,452	508,424	-32.6	56,973	16.6	18,524	27,107	394	66,346
Dry goods	2,938	3,385	754,311	1,564,981	-51.8	101,707	13.5	29,925	49,750	674	142,495
Electrical goods	2,067	2,146	270,754	356,141	-67.6	60,508	22.3	19,987	30,501	610	43,821
Farm products-raw materials	2,149	2,971	972,891	2,578,448	-66.1	67,862	7.8	13,626	22,957	1,147	233,771
Farm products-consumer goods	3,924	8,783	1,515,687	2,967,081	-48.9	225,995	14.9	76,430	103,171	4,168	47,267
Farm supplies	1,683	1,100	212,190	513,420	-58.7	35,130	16.6	12,394	15,673	786	32,709
Furniture and house furnishings	1,510	1,438	141,111	417,356	-66.2	31,921	22.6	11,440	16,023	643	37,822
General merchandise	87	188	61,207	178,072	-65.6	10,700	17.5	5,151	5,724	118	11,730
Groceries and foods (except farm products)	16,288	13,896	2,747,964	4,785,944	-42.5	360,983	13.1	131,118	176,907	5,622	319,384
Hardware	1,144	1,213	339,339	704,345	-51.8	72,726	21.4	28,268	38,851	510	114,413
Jewelry and optical goods	1,432	1,545	85,422	266,311	-67.9	20,725	24.3	7,132	10,218	249	30,156
Lumber and building materials	2,352	2,522	231,794	1,133,656	-79.6	58,814	25.4	20,105	29,365	2,813	60,394
Machinery, equipment and supplies (except electrical)	5,791	5,986	468,214	1,134,592	-58.7	118,868	25.4	39,483	50,066	2,198	129,024
Metals (except scrap)	705	796	107,768	406,750	-73.5	23,427	21.7	7,699	12,308	815	29,702
Paper and its products	2,149	2,235	313,743	682,421	-54.0	67,349	21.5	23,093	36,761	686	60,793
Petroleum and its products	1,748	3,011	214,270	492,879	-56.5	37,791	17.6	9,753	14,936	429	13,813
Plumbing and heating equipment and supplies	1,428	1,674	141,449	489,441	-71.1	35,651	25.2	11,198	17,532	545	40,986
Tobacco and its products (except leaf)	1,617	1,575	509,581	822,231	-38.0	32,660	6.4	10,261	15,025	225	29,990
Waste materials	3,342	3,873	155,574	444,284	-65.0	28,273	18.2	12,496	12,258	1,064	27,802
All other products	6,401	4,504	495,460	921,364	-46.2	93,110	18.8	33,094	45,852	2,036	67,965
<b>EXPORTERS</b>											
Amusement and sporting goods	5	11	17,712	4,677	278.7	1,034	5.8	117	429	20	2
Automotive products	5	24	3,891	42,444	-90.9	478	12.3	84	157	4	316
Chemicals	11	13	4,582	23,395	-80.4	228	5.0	49	126	2	394
Clothing and furnishings	17	38	1,119	5,844	-80.9	178	15.9	53	76	--	147
Drugs and drug sundries	3	9	384	1,344	-34.2	43	4.9	10	21	--	31
Dry goods	36	55	17,406	32,430	-46.3	1,411	8.1	431	957	22	4,180
Electrical goods	10	8	2,003	1,361	47.2	267	13.3	48	94	1	16
Farm products-raw materials	156	232	280,879	976,005	-70.2	16,196	6.2	1,937	3,422	335	90,733
Farm products-consumer goods	20	17	4,552	8,419	-45.9	224	4.9	32	62	5	68
Furniture and house furnishings	3	5	37	726	-94.9	11	29.7	1	8	--	12
General merchandise	8	24	37,507	45,736	-17.9	7,871	20.9	218	817	22	2,488
Groceries and foods (except farm products)	46	69	38,943	89,628	-56.6	1,789	4.6	271	667	24	5,730
Hardware	4	9	853	1,645	-48.1	60	7.0	20	43	--	11
Jewelry and optical goods	4	2	87	434	-80.0	15	17.2	10	7	--	131
Lumber and building materials (other than metal)	47	74	13,834	83,262	-83.4	980	7.1	206	412	12	151
Machinery, equipment and supplies (except electrical)	13	36	5,978	19,511	-69.4	311	5.2	66	167	1	389
Metals (except scrap)	6	5	26,359	5,037	423.3	1,089	4.1	270	739	43	138
Paper and its products	7	8	1,798	6,812	-73.6	280	15.6	73	160	--	64
Petroleum and its products	7	21	6,731	163,843	-95.9	517	7.7	64	135	5	441
Plumbing and heating equipment and supplies	3	3	1,023	4,481	-77.2	175	17.1	26	88	--	71
Tobacco and its products (except leaf)	6	13	121	4/	--	12	9.9	3	5	--	25
Waste materials	3	7	108,145	13,604	695.0	509	.5	156	243	113	79
All other kinds of business	33	78	3,603	77,186	-95.3	463	12.8	94	152	13	333

TABLE 1. UNITED STATES SUMMARY OF WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 1/2	Amount 1933	Amount 1929 1/2	Per-cent change	Amount	Per-cent to sales		Total	Part-time	
<b>IMPORTERS</b>											
Amusement and sporting goods	57	20	\$6,618	\$3,539	+87.0	\$1,251	18.9	338	\$506	\$9	\$1,102
Automotive products	7	3	538	715	-24.8	145	27.0	50	60	--	176
Chemicals	58	59	26,714	50,924	-47.5	3,490	13.1	539	1,327	4	5,660
Clothing and furnishings	109	93	24,925	33,181	-24.9	3,899	15.6	891	1,555	15	7,969
Coal	3	1	434	665	-34.7	30	6.9	6	11	--	101
Drugs and drug sundries	46	69	5,772	22,231	-74.0	2,003	34.7	446	808	22	1,217
Dry goods	353	345	70,709	111,117	-36.4	13,146	18.6	3,559	6,517	78	20,872
Electrical goods	11	12	737	2,559	-71.2	166	22.5	46	80	1	54
Farm products-raw materials	127	157	104,432	229,461	-54.5	4,399	4.2	622	1,912	11	13,853
Farm products-consumer goods	72	27	45,983	13,431	+242.4	1,937	4.2	713	1,260	67	395
Farm supplies	25	13	27,449	36,252	-24.3	2,150	7.9	212	521	19	2,434
Furniture and house furnishings	237	266	29,659	67,866	-55.3	6,827	23.0	1,582	2,837	50	10,197
General merchandise	6	27	76,179	191,798	-60.3	2,037	2.7	424	1,239	1	9,614
Groceries and foods (except farm products)	469	369	230,394	335,099	-31.2	26,336	11.4	6,594	11,668	62	24,906
Hardware	19	16	1,503	3,743	-59.8	392	26.1	91	204	2	561
Jewelry and optical goods	195	330	17,988	110,485	-83.9	3,692	20.6	795	1,550	40	9,263
Lumber and building materials (other than metal)	33	36	2,873	7,392	-61.1	846	29.4	142	296	22	1,358
Machinery, equipment and supplies (except electrical)	73	95	12,087	16,435	-26.5	1,923	15.9	437	928	10	2,609
Metals (except scrap)	33	36	24,317	252,017	-90.4	732	3.0	141	374	2	995
Paper and its products	25	26	7,563	4,763	+58.8	683	9.0	136	253	--	796
Tobacco and its products (except leaf)	8	6	2,066	3,285	-37.1	328	15.9	61	161	5	477
All other kinds of business	210	256	57,514	311,576	-81.5	3,049	8.8	1,022	1,965	36	9,341
<b>LIMITED FUNCTION WHOLESALERS</b>											
Amusement and sporting goods	27	5	1,345	2,108	-36.2	335	24.9	175	142	9	251
Automotive products	57	10	8,236	1,773	+364.5	1,765	21.4	561	797	4	1,257
Chemicals	15	26	436	10,711	-95.9	152	34.9	38	83	1	46
Clothing and furnishings	27	44	1,290	11,189	-88.5	268	20.9	58	103	8	96
Coal	233	67	87,744	35,148	+142.7	5,796	6.6	1,289	3,152	75	68
Drugs and drug sundries	44	14	2,687	2,960	-9.2	434	16.2	123	197	3	519
Dry goods	60	21	3,897	5,119	-23.9	401	10.3	140	210	9	254
Electrical goods	37	16	2,345	6,528	-64.6	509	21.7	180	201	1	375
Farm products-raw materials	6	40	3,436	13,542	-74.6	122	3.6	13	21	--	2
Farm products-consumer goods	380	416	33,825	72,971	-53.6	7,777	23.0	2,546	3,818	226	1,159
Farm supplies	37	35	6,702	18,393	-63.6	1,041	15.5	292	356	3	729
Furniture and house furnishings	38	41	4,188	8,829	-52.6	690	16.5	169	277	10	422
Groceries and foods (except farm products)	1,285	890	103,849	176,600	-41.2	11,350	10.9	4,233	5,571	77	7,688
Hardware	9	11	371	4,795	-92.3	99	26.7	28	49	2	177
Jewelry and optical goods	18	45	1,733	2,411	-28.1	623	35.9	251	378	2	512
Lumber and building materials (other than metal)	205	142	30,230	4/		2,695	8.9	590	1,297	15	57
Machinery, equipment and supplies	40	60	1,724	17,956	-90.3	546	31.7	161	240	2	274
Metals (except scrap)	4	19	2,052	8,777	-76.5	123	6.0	26	80	--	4
Paper and its products	41	28	10,281	10,392	- 1.1	811	7.9	342	506	19	269
Petroleum and its products	193	81	14,923	22,569	-33.9	1,558	10.4	366	557	22	204
Plumbing and heating equipment and supplies	5	22	309	3,844	-92.0	153	49.5	31	45	--	28
Tobacco and its products (except leaf)	111	140	14,637	32,813	-55.4	842	5.8	290	340	8	818
Waste materials	11	25	8,367	14,448	-42.1	707	8.4	106	321	70	8
All other kinds of business	495	93	15,221	56,822	-73.2	2,732	17.9	1,091	1,454	70	539
<b>MANUFACTURERS' SALES BRANCHES WITH STOCKS X</b>											
Amusement and sporting goods	216		97,960			14,803	15.1	4,962	8,433	249	4,663
Automotive products	726		332,631			54,312	16.3	13,486	25,505	145	36,075
Chemicals	703		299,412			45,486	15.2	9,415	19,562	96	34,287
Clothing and furnishings	337		139,562			25,556	12.8	6,402	12,031	202	23,835
Coal	30		13,117			2,099	16.0	515	945	11	922
Drugs and drug sundries	213		86,956			24,936	28.7	4,223	8,361	24	7,805
Dry goods	233		115,132			15,022	13.0	3,872	7,568	56	21,569
Electrical goods	447		322,841			49,922	15.5	14,477	25,541	108	57,629
Farm products-raw materials	5		558			30	5.4	10	19	--	16
Farm products-consumer goods	344		106,918			24,993	23.4	5,910	9,369	224	5,517
Farm supplies	110		42,732			6,983	16.3	2,481	2,768	73	10,403
Furniture and house furnishings	344		71,809			10,615	14.9	2,772	5,329	107	9,413
Groceries and foods (except farm products)	3,200		1,661,861			207,785	12.5	51,493	84,661	1,189	77,974
Hardware	97		20,811			3,758	18.1	1,123	1,950	12	4,508
Jewelry and optical goods	269		26,221			8,221	31.4	2,553	3,940	21	6,407
Lumber and building materials (other than metal)	332		107,903			18,513	17.2	4,973	9,604	501	15,767
Machinery, equipment and supplies (except electrical)	2,998		436,692			112,972	25.8	36,218	60,961	1,488	113,386
Metals (except scrap)	423		215,701			25,257	11.7	6,277	11,760	83	30,089
Paper and its products	203		94,012			15,700	16.7	2,959	5,268	45	7,126
Petroleum and its products	121		25,900			3,990	15.8	932	1,584	8	2,719
Plumbing and heating equipment and supplies	462		82,831			20,856	25.2	5,969	9,352	247	18,476
Tobacco and its products (except leaf)	85		512,474			33,256	6.5	3,195	6,555	25	20,627
All other kinds of business	556		269,294			39,605	14.7	8,959	16,152	270	40,598
<b>MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS X</b>											
Amusement and sporting goods	156		58,733			11,022	18.8	3,366	5,724	1	--
Automotive products	95		54,761			6,344	11.6	845	2,170	4	2
Chemicals	145		68,073			9,025	13.3	1,529	3,857	28	18
Clothing and furnishings	192		68,512			6,011	8.9	1,377	3,368	45	5
Coal	75		59,751			4,365	7.3	766	1,979	18	33
Drugs and drug sundries	38		9,584			2,486	25.8	423	998	6	31
Dry goods	171		142,467			6,949	4.9	1,831	3,967	19	1

CENSUS OF  
AMERICAN  
BUSINESS

## WHOLESALE DISTRIBUTION: 1933

TABLE 1.--UNITED STATES SUMMARY OF WHOLESALE TRADE  
BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand end of year)
	1933	1929 1/	Amount 1933	Amount 1929 1/	Per- cent change	Amount	Per- cent to sales		Total	Part- time	
<b>MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS 1/ (continued)</b>											
Electrical goods	286		\$73,538			\$6,630	9.0	1,612	\$3,795	\$24	\$0
Farm products - consumer goods	19		6,243			700	11.2	220	341	1	--
Farm supplies	51		20,861			2,204	10.6	467	988	10	44
Furniture and house furnishings	141		34,749			3,154	9.1	737	1,640	23	8
Groceries and foods (except farm products)	232		189,662			26,152	13.8	5,725	10,492	13	5
Hardware (specialty lines)	34		13,329			733	5.5	166	413	1	--
Jewelry and optical goods	42		11,816			1,291	10.9	290	732	1	--
Lumber and building materials (other than metal)	223		67,744			7,101	10.5	1,492	3,524	57	115
Machinery, equipment and supplies (except electrical)	1,057		249,733			21,884	8.8	4,858	12,158	166	52
Metals (except scrap)	511		720,235			21,918	3.0	4,364	12,520	787	91
Paper and its products	226		144,108			11,730	8.1	2,269	6,408	23	14
Petroleum and its products	19		55,762			4,438	8.0	1,233	2,379	1	--
Plumbing and heating equipment and supplies	123		24,565			4,309	17.5	1,039	2,197	10	--
Tobacco and its products (except leaf)	122		206,727			5,230	2.5	1,302	2,660	1	--
All other kinds of business	471		131,632			13,905	10.6	3,741	6,855	116	12
<b>MANUFACTURERS' SALES BRANCHES WITH AND WITHOUT STOCKS 3/</b>											
Amusement and sporting goods	372	366	156,692	228,357	-44.1	25,825	16.5	8,328	14,156	250	4,663
Automotive products	621	748	387,392	742,877	-47.9	60,656	15.7	14,331	27,675	150	36,078
Chemicals	848	738	367,465	600,009	-38.9	54,511	14.8	10,945	23,419	124	34,305
Clothing and furnishings	529	606	268,074	512,153	-47.7	31,567	11.8	7,779	15,399	247	23,940
Coal	105	85	72,868	118,194	-38.3	6,464	8.9	1,281	2,925	29	955
Drugs and drug sundries	251	283	96,610	188,814	-48.8	27,422	28.4	4,646	9,359	30	7,636
Dry goods	404	316	257,599	413,027	-37.6	21,971	8.5	5,703	11,535	75	21,570
Electrical goods	733	960	396,379	413,393	-72.0	56,552	14.3	16,089	29,336	132	57,631
Farm products - raw materials	5	60	558	70,201	-99.2	30	5.4	10	19	--	16
Farm products - consumer goods	363	461	113,161	294,976	-61.6	25,693	22.7	6,130	9,710	225	5,517
Farm supplies	161	142	63,653	116,244	-45.2	9,187	14.4	2,948	3,756	83	10,447
Furniture and house furnishings	485	535	106,558	313,272	-66.0	13,769	12.9	3,509	6,969	130	9,421
Groceries and foods (except farm products)	3,432	3,907	1,851,523	3,917,937	-52.7	233,937	12.6	57,218	95,153	1,202	77,979
Hardware	131	195	34,140	79,489	-57.1	4,491	13.2	1,289	2,363	13	4,508
Jewelry and optical goods	311	263	38,037	89,528	-57.5	9,512	25.0	2,843	4,672	22	6,407
Lumber and building materials (other than metal)	555	777	178,647	486,147	-63.9	25,614	14.6	6,465	13,128	558	15,882
Machinery, equipment and supplies (except electrical)	4,045	3,352	688,421	1,424,962	-51.7	134,856	19.6	41,076	73,013	1,654	113,438
Metals (except scrap)	934	1,004	935,936	1,151,787	-70.3	47,175	5.0	10,641	24,280	870	30,180
Paper and its products	429	464	238,120	325,637	-26.9	27,430	11.5	5,228	11,676	68	7,140
Petroleum and its products	140	130	80,982	64,400	25.7	8,428	10.4	2,165	3,963	9	2,719
Plumbing and heating equipment and supplies	585	674	107,396	269,663	-60.2	25,165	23.4	7,008	11,549	257	18,476
Tobacco and its products (except leaf)	207	236	719,201	784,091	-8.3	38,486	5.4	4,497	9,215	26	20,627
Textile materials	2	3	169	4,572	-96.3	41	24.3	11	28	3	30
All other products	1,325	781	400,757	673,187	-40.5	53,469	13.3	12,689	22,980	383	40,580
<b>BULK TANK STATIONS 5/</b>											
Petroleum and its products	26,190	19,611	1,888,675	390,213	-21.0	372,990	19.7	95,962	153,060	2,141	138,574
<b>CHAIN STORE WAREHOUSES</b>											
Automotive products	4	8	8,618	5,494	59.5	428	5.0	179	222	--	472
Clothing and furnishings	12	64	18,662	31,426	-77.1	700	3.8	220	374	13	1,418
Drugs and drug sundries	19	41	56,289	77,301	-27.2	1,712	3.0	911	1,103	1	3,885
Dry goods	9	8	63,018	6,067	938.7	1,923	3.1	859	1,022	9	12,147
Electrical goods	3	17	3,868	12,193	-68.3	527	13.6	111	165	--	571
Farm products - consumer goods	85	45	81,733	76,306	7.1	6,547	8.0	1,364	1,942	87	947
Farm supplies	4	6	1,152	1,614	-36.5	168	14.6	57	99	1	227
Furniture and house furnishings	5	13	4,209	24,383	-82.7	781	18.6	295	384	--	489
General merchandise	3	7	1,294	5,991	-78.4	142	11.0	45	55	--	158
Groceries and foods (except farm products)	288	267	1,172,607	1,569,706	-25.3	50,755	4.3	14,114	22,502	401	44,558
Hardware	4	1	597	508	17.5	166	27.8	78	84	--	197
Tobacco and its products (except leaf)	20	27	15,400	44,551	-65.4	679	5.7	205	413	--	1,001
All other kinds of business	6	55	4,116	24,055	-82.9	39	.9	12	18	6	134
<b>ASSEMBLERS AND COUNTRY BUYERS 8/</b>											
<b>ASSEMBLERS OF FARM PRODUCTS</b>											
Farm products - raw materials	4,149	12,868	347,265	1,633,009	-78.7	22,184	6.4	6,240	9,256	2,613	103,656
Farm products - consumer goods	6,777	8,187	336,053	611,297	-45.0	51,693	15.4	20,510	23,965	7,062	10,949
Farm supplies	128	373	4,357	31,212	-86.0	457	10.5	186	190	51	434
Groceries and foods (except farm products)	140	281	27,412	24,006	14.2	2,650	9.7	943	1,292	378	8,861
All other kinds of business	89	175	3,501	4,706	-25.6	773	22.1	227	318	83	1,006
<b>COOPERATIVE MARKETING ASSOCIATIONS 2/</b>											
Farm products - raw materials	331	2,829	263,204	743,975	-64.6	9,842	3.7	2,802	4,632	276	31,847
Farm products - consumer goods	1,549	1,293	377,614	671,844	-43.8	49,292	13.1	16,172	21,763	4,193	10,161
Farm supplies	182	35	14,772	4,272	245.8	1,744	11.8	679	746	34	1,454
Groceries and foods (except farm products)	14	36	24,016	37,134	-35.3	4,069	16.9	970	1,042	112	3,773
All other kinds of business	56	15	6,466	1,241	421.0	779	12.0	288	372	16	1,841

TABLE 1 UNITED STATES SUMMARY OF WHOLESALE TRADE BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand end of year
	1933	1929 <sup>1/</sup>	Amount 1933	Amount 1929 <sup>1/</sup>	Per cent change	Amount	Per cent to sales		Total	Part-time	
<b>ELEVATORS</b>											
Farm products - raw materials	6/7,050		6/ \$337,205								
All other kinds of business	37	8,134	797	\$986,786	-65.7	\$25,345	7.5	10,105	\$11,739	\$820	\$48,319
						104	13.0	48	42	4	93
<b>CREAM STATIONS</b>											
Farm products - consumer goods	2,860	4/	31,459	4/	--	4,893	15.6	2,736	2,259	152	747
<b>AGENTS AND BROKERS</b>											
<b>BROKERS</b>											
Amusement and sporting goods	4	5	200	305	-34.4	8	4.0	3	3	--	2
Automotive products	3	3	90	214	-71.3	19	21.1	7	9	--	--
Chemicals	15	29	2,490	17,150	-85.5	53	2.1	15	27	--	5
Clothing and furnishings	24	16	3,790	9,585	-60.5	153	4.0	81	70	--	1
Coal	64	86	16,461	33,588	-51.0	1,092	6.6	229	504	13	6
Drugs and drug sundries	9	20	3,702	7,223	-48.7	101	2.7	25	60	--	18
Dry goods	89	77	171,883	160,599	-4.8	902	.5	253	567	1	154
Electrical goods	11	6	358	828	-55.6	41	11.1	18	21	--	2
Farm products - raw materials	517	799	291,082	1,220,233	-76.1	4,801	1.6	1,036	2,128	225	3,194
Farm products - consumer goods	566	495	169,193	263,374	-35.8	4,814	2.8	975	1,925	89	360
Farm supplies	91	126	27,229	104,097	-73.8	593	2.2	141	239	9	42
Furniture and house furnishings	32	15	2,171	4,400	-50.7	206	9.5	106	180	4	42
General merchandise	55	16	43,642	8,130	436.8	463	1.1	191	311	23	--
Groceries and foods (except farm products)	1,377	1,387	1,175,064	1,666,894	-29.5	16,106	1.4	4,032	8,247	108	2,269
Hardware	6	11	735	1,618	-54.6	24	3.3	11	11	--	--
Jewelry and optical goods	39	41	1,489	3,641	-59.1	99	6.6	25	23	2	48
Lumber and building materials (other than metal)	139	148	16,210	50,410	-67.8	998	6.2	248	427	20	114
Machinery, equipment and supplies (except electrical)	87	54	5,774	4,707	22.7	473	8.2	138	230	27	37
Metals (except scrap)	30	18	9,001	17,888	-49.7	386	4.3	75	169	--	92
Paper and its products	21	65	2,474	5,351	-53.8	191	7.7	80	86	5	3
Petroleum and its products	49	33	44,388	29,161	52.2	971	2.2	135	429	11	9
Plumbing and heating equipment and supplies	7	5	365	1,117	-67.3	17	4.7	4	6	--	--
Tobacco and its products (except leaf)	4	7	407	602	-32.4	23	5.7	6	5	--	--
Waste materials	35	53	8,593	53,890	-84.1	403	4.7	84	224	4	62
All other products	140	172	91,508	352,839	-74.1	1,599	1.7	324	642	48	124
<b>COMMISSION MERCHANTS</b>											
Automotive products	17	8	870	2,983	-70.8	78	9.0	25	39	1	47
Chemicals	22	23	13,380	23,622	-43.4	861	6.4	131	277	2	215
Clothing and furnishings	48	80	35,937	71,974	-50.1	1,493	4.2	372	666	20	457
Coal	18	34	1,085	11,930	-90.9	163	15.0	33	76	5	8
Drugs and drug sundries	7	7	3,270	1,461	123.8	80	2.4	36	42	--	5
Dry goods	133	149	340,211	517,371	-34.2	12,223	3.6	2,548	7,187	25	2,319
Electrical goods	24	11	1,798	3,818	-52.9	197	11.0	74	114	2	149
Farm products - raw materials	1,294	1,227	1,190,037	2,981,719	-60.1	24,426	2.1	6,175	11,781	608	12,716
Farm products - consumer goods	1,015	1,047	379,998	559,950	-32.3	23,446	6.2	5,931	11,204	636	4,083
Farm supplies	58	63	2,776	24,772	-88.8	194	7.0	48	69	15	40
Furniture and house furnishings	35	26	4,219	3,511	20.2	557	13.2	177	321	5	99
General merchandise	3	12	1,490	7,627	-73.9	87	4.4	35	59	--	130
Groceries and foods (except farm products)	121	264	45,736	163,397	-71.4	1,851	4.0	537	1,048	55	410
Hardware	4	1	178	13	1,269.2	17	9.6	5	6	--	7
Jewelry and optical goods	5	18	184	1,858	-90.1	19	10.3	4	5	1	6
Lumber and building materials (other than metal)	47	130	8,683	59,766	-85.5	590	6.8	118	273	17	156
Machinery, equipment and supplies (except electrical)	20	66	5,763	17,852	-67.7	192	3.3	52	82	2	19
Metals (except scrap)	5	18	1,752	101,590	-98.3	36	2.1	15	14	1	16
Paper and its products	4	15	299	11,035	-97.3	32	10.7	9	8	--	42
Petroleum and its products	68	18	4,597	8,505	-45.9	473	10.3	151	197	9	102
Waste materials	4	8	522	3,944	-86.8	34	6.5	7	14	--	--
All other kinds of business	176	254	151,589	116,236	56.2	4,962	2.7	1,261	2,440	40	1,365
<b>EXPORT AGENTS</b>											
Amusement and sporting goods	5	4	579	555	4.3	60	10.4	10	28	1	--
Automotive products	28	17	9,203	12,855	-28.4	572	6.2	116	218	3	78
Chemicals	5	4	3,330	11,778	-71.7	94	2.8	17	63	1	105
Clothing and furnishings	6	5	534	655	-18.5	64	12.0	19	26	--	42
Drugs and drug sundries	6	5	212	8,666	-97.6	23	10.8	11	16	--	1
Dry goods	13	25	1,936	7,929	-75.6	95	4.9	20	53	--	11
Electrical goods	15	5	1,987	568	249.8	200	10.1	46	89	2	13
Farm products - raw materials	36	30	46,125	133,090	-65.3	2,279	4.9	978	874	36	935
Farm products - consumer goods	12	16	2,691	5,995	-55.1	134	5.0	26	63	2	4
General merchandise	15	39	1,705	101,382	-98.3	84	4.9	32	46	3	1
Groceries and foods (except farm products)	17	17	4,809	28,911	-83.4	205	4.3	43	92	6	26
Hardware	7	11	419	5,657	-92.6	65	15.5	17	23	--	--
Lumber and building materials (other than metal)	14	9	9,008	9,902	-9.0	302	3.4	60	131	--	4
Machinery, equipment and supplies (except electrical)	32	17	7,663	12,141	-36.9	790	10.3	92	223	6	66
Metals (except scrap)	3	3	11,335	5,212	117.5	153	1.3	44	92	--	60
Paper and its products	5	4/	218	4/	--	60	27.5	13	27	--	1
Petroleum and its products	6	4	31,184	3,754	730.7	455	1.5	70	274	--	--
All other kinds of business	15	48	2,188	49,509	-95.6	101	4.6	27	34	--	9

CENSUS OF  
AMERICAN  
BUSINESS

## WHOLESALE DISTRIBUTION, 1933

TABLE 1.-UNITED STATES SUMMARY OF WHOLESALE TRADE  
BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 <sup>1/</sup>	Amount 1933	Amount 1929 <sup>1/</sup>	Per- cent change	Amount	Per- cent to sales		Total	Part- time	
<b>IMPORT AGENTS</b>											
Amusement and sporting goods	7	4	\$1,154	\$836	38.0	\$111	9.6	27	\$61	\$1	\$40
Chemicals	10	1	1,642	118	1291.5	113	6.9	23	60	2	51
Clothing and furnishings	6	2	920	1,173	-21.6	29	3.2	7	11	--	54
Drugs and drug sundries	11	4	1,026	1,206	-14.9	50	4.9	16	22	--	10
Dry goods	24	14	3,383	4,696	-28.0	407	12.0	87	174	5	329
Farm products-raw materials	19	9	22,448	8,467	165.1	1,657	7.4	48	97	1	155
Farm products-consumer goods	3	6	431	3,083	86.0	24	5.6	5	11	--	4
Furniture and house furnishings	9	3	346	440	-21.4	134	38.7	29	49	--	54
General merchandise	3	4/	1,059	4/		63	5.9	8	40	1	--
Groceries and foods (except farm products)	32	15	12,278	13,269	-7.5	195	1.6	63	94	2	115
Hardware	4	4/	74	4/	540	17	23.0	6	9	--	1
Jewelry and optical goods	3	2	274		-49.3	63	23.0	3	8	--	315
Lumber and building materials (other than metal)	5	1	301	284	6.0	12	4.0	1	7	6	--
Machinery, equipment and supplies (except electrical)	6	5	101	393	-74.3	25	24.8	13	15	--	26
Metals (except scrap)	4	1	1,021	1,247	-18.1	95	9.3	22	53	1	212
Paper and its products	6	4/	1,078	4/		79	7.3	15	43	1	61
All other kinds of business	27	18	3,005	21,406	-86.0	156	5.2	46	70	3	151
<b>MANUFACTURERS' AGENTS</b>											
Amusement and sporting goods	86	107	7,080	23,223	-69.5	632	8.9	174	301	13	114
Automotive products	166	299	27,135	86,505	-69.3	1,916	7.1	588	974	12	808
Chemicals	171	151	25,187	50,012	-49.6	1,674	6.6	415	827	25	521
Clothing and furnishings	489	537	59,273	133,717	-55.7	2,531	4.3	715	1,166	46	179
Coal	16	18	3,469	13,958	-75.0	319	9.1	60	161	4	3
Drugs and drug sundries	60	162	7,222	29,063	-75.2	604	8.4	181	303	4	427
Dry goods	461	479	114,164	195,418	-41.6	4,303	3.8	1,127	2,269	51	669
Electrical goods	296	558	20,454	123,807	-83.5	2,046	10.0	584	921	43	422
Farm products-raw materials	2/	33	7/	3,657		7/		2/	7/	2/	2/
Farm products-consumer goods	4	19	157	19,627	-99.2	40	25.5	11	9	--	1
Farm supplies	34	43	2,131	10,645	-80.0	106	5.0	25	41	6	42
Furniture and house furnishings	343	468	34,831	107,404	-67.6	2,620	7.5	731	1,288	59	239
Groceries and foods (except farm products)	231	397	96,949	203,854	-52.4	4,260	4.4	999	2,008	18	1,032
Hardware	145	270	13,783	51,460	-73.2	863	6.3	248	418	8	106
Jewelry and optical goods	51	78	2,209	12,052	-81.7	200	9.1	54	82	1	21
Lumber and building materials (other than metal)	201	443	14,514	104,165	-86.1	1,204	8.3	330	655	112	163
Machinery, equipment and supplies (except electrical)	1,300	1,624	63,414	270,025	-76.5	9,490	13.0	2,398	4,351	231	2,677
Metals (except scrap)	189	258	19,800	108,488	-81.7	1,324	6.7	346	591	57	499
Paper and its products	129	176	14,346	38,356	-60.5	794	3.5	232	390	9	183
Petroleum and its products	7	68	939	8,161	-88.5	142	15.1	44	74	--	41
Plumbing and heating equipment and supplies	202	331	9,790	41,316	-76.3	1,067	10.9	314	491	26	334
Tobacco and its products (except leaf)	12	20	1,360	3,137	-56.6	56	4.1	10	31	5	7
Waste materials	6	2	408	1,235	-67.0	79	19.4	23	32	1	36
All other kinds of business	351	436	35,329	135,668	-74.0	2,631	7.4	751	1,268	82	1,450
<b>SELLING AGENTS</b>											
Amusement and sporting goods	12	34	2,167	4,500	-51.2	324	15.0	35	85	--	62
Automotive products	24	63	2,207	17,512	-87.4	317	14.4	141	152	--	144
Chemicals	24	94	10,133	74,837	-86.5	1,404	13.9	318	462	1	588
Clothing and furnishings	111	251	75,248	142,409	-47.2	2,751	3.7	600	1,519	23	61
Coal	196	292	219,341	290,791	-24.6	8,721	4.0	1,678	4,310	76	3,305
Drugs and drug sundries	26	66	3,006	16,635	-81.9	757	25.2	220	369	1	52
Dry goods	230	407	384,610	736,630	-47.8	11,267	2.9	2,479	6,737	36	384
Electrical goods	21	127	4,658	27,451	-83.0	669	14.4	160	321	12	65
Farm products-raw materials	10	56	2,772	52,727	-94.7	77	2.8	17	25	--	65
Farm products-consumer goods	9	60	1,420	62,917	-97.7	255	18.0	57	87	17	61
Farm supplies	25	25	463	13,332	-96.5	98	21.2	21	25	3	3
Furniture and house furnishings	46	143	24,534	40,159	-38.9	1,993	8.1	508	960	25	1,214
Groceries and foods (except farm products)	99	196	24,320	171,706	-85.8	1,348	3.5	329	613	42	109
Hardware	18	46	2,188	9,571	-77.1	113	5.3	42	56	3	49
Jewelry and optical goods	7	26	1,247	3,251	-61.6	70	5.6	15	50	--	--
Lumber and building materials (other than metal)	116	212	18,991	140,721	-86.5	2,557	13.3	451	1,194	21	1,436
Machinery, equipment and supplies (except electrical)	29	543	4,117	126,207	-96.7	783	19.0	163	477	64	37
Metals (except scrap)	72	108	92,473	380,220	-75.7	3,679	4.0	497	1,355	36	1,194
Paper and its products	35	76	10,606	35,698	-70.5	544	5.1	92	239	1	3
Petroleum and its products	25	26	6,222	3,932	58.2	358	5.8	68	186	4	86
Plumbing and heating equipment and supplies	12	62	859	6,571	-86.9	61	7.1	15	23	--	3
All other kinds of business	88	347	96,819	264,686	-63.4	3,209	3.3	560	1,638	44	432

CENSUS OF  
AMERICAN  
BUSINESS

## WHOLESALE DISTRIBUTION: 1933

TABLE 1. UNITED STATES SUMMARY OF WHOLESALE TRADE  
BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

All values expressed in thousands of dollars. A leader indicates no information or an amount less than \$500.

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses		Full-time employees (average)	Pay roll		Stocks on hand (end of year)
	1933	1929 <sup>1/</sup>	Amount 1933	Amount 1929 <sup>1/</sup>	Per- cent change	Amount	Per- cent to sales		Total	Part-time	
<u>OTHER AGENTS</u>											
Clothing and furnishings	144	77	\$115,743	\$52,403	120.9	\$2,532	2.2	880	\$1,575	\$17	\$250
Dry goods	25	21	59,265	64,943	-8.7	892	1.5	262	551	5	124
Farm products-raw materials	351	348	134,014	218,718	-38.7	4,738	3.5	1,751	2,488	612	169
Farm products-consumer goods	25	24	85,480	176,836	-51.7	1,814	2.1	445	968	68	28
Furniture and house furnishings	41	20	2,763	3,329	-17.0	437	15.8	117	168	28	93
General merchandise	9	38	18,445	15,637	18.0	607	3.3	173	350	9	--
Groceries and foods (except farm products)	8	15	17,960	55,858	-67.8	547	5.0	145	294	4	59
Jewelry and optical goods	8	12	182	3,488	-94.8	83	45.6	9	17	--	52
Machinery, equipment and supplies (except electrical)	12	9	1,595	11,934	-86.6	181	11.3	47	88	5	81
All other kinds of business	27	64	5,662	66,934	-91.5	285	5.0	91	153	6	40

- <sup>1/</sup> These are revised figures for 1929. The data previously issued include a number of concerns dealing in grain and petroleum and its products that were erroneously reported and classified in the wholesale census.
- <sup>2/</sup> Due to additional information which was not available at the time the previous census was taken, the 1929 data have been corrected for certain changes in classification.
- <sup>3/</sup> For comparison purposes wholesaling manufacturers and district and general sales offices, except those dealing in petroleum and its products, have been included in manufacturers' sales branches, 1929.
- <sup>4/</sup> 1929 equivalent not available.
- <sup>5/</sup> Figures for 1929 data for district and general sales offices dealing in petroleum and its products.
- <sup>6/</sup> Includes 1,438 cooperative elevators with net sales amounting to \$88,193,000.
- <sup>7/</sup> 1933 equivalent not available.
- <sup>8/</sup> Due in part to the Federal Government's policy of rendering financial assistance to farmers in marketing their crops, the number of acemblers and country buyers of cotton, grain, livestock, and tobacco showed substantial decreases in 1933 as compared with 1929.
- <sup>x/</sup> Figures for 1929 not available.

CENSUS OF BUSINESS  
RETAIL DISTRIBUTION: 1935UNITED STATES SUMMARY  
CHAIN STORE WAREHOUSES, BY STATES

(All kinds of business combined)

STATE	Number of organizations	Number of warehouses	Total reported warehouse sales $\frac{1}{2}$ (add 000)	Average number of warehouse employees. Full- and part-time	Warehouse pay roll			Total warehouse operating expenses (add 000)	Stock on hand at end of year, at cost (add 000)
					Total (add 000)	Full-time (add 000)	Part-time (add 000)		
<b>TOTALS:</b>	(a) 229	492	\$1,864,221	26,322	\$33,948	\$33,253	\$695	\$76,603	\$93,471
Alabama	3	3	6,484	73	57	50	7	194	232
Arizona	2	6	x	x	x	x	x	x	x
Arkansas	2	3	x	x	x	x	x	x	x
California	27	44	124,892	1,797	2,561	2,476	85	4,168	9,338
Colorado	2	11	x	x	x	x	x	x	x
Connecticut	7	9	42,564	229	300	297	3	939	1,713
District of Columbia	5	6	38,935	663	721	706	15	1,462	2,573
Florida	7	7	19,683	272	244	225	19	788	1,002
Georgia	9	10	31,509	400	404	401	3	1,169	1,527
Idaho	1	2	x	x	x	x	x	x	x
Illinois	11	16	128,435	2,544	3,590	3,517	73	6,279	3,992
Indiana	11	14	35,503	749	1,014	1,006	8	2,194	2,167
Iowa	5	7	13,238	96	128	118	10	627	479
Kansas	3	3	3,752	77	114	114	--	225	333
Kentucky	7	7	19,415	426	523	513	10	1,154	639
Louisiana	4	4	10,674	112	104	88	16	263	396
Maine	2	2	x	x	x	x	x	x	x
Maryland	3	4	29,526	267	226	204	22	637	767
Massachusetts	18	23	158,254	1,730	2,056	2,022	34	5,140	7,157
Michigan	11	16	101,015	2,030	2,697	2,681	16	5,401	4,009
Minnesota	7	8	59,716	176	246	238	8	527	763
Mississippi	1	1	x	x	x	x	x	x	x
Missouri	15	21	67,632	1,062	1,447	1,431	16	3,370	3,370
Montana	3	4	7,157	92	143	139	4	260	540
Nebraska	3	4	5,471	83	113	109	4	241	741
New Jersey	12	15	71,125	952	1,384	1,371	13	2,360	3,476
New Mexico	1	1	x	x	x	x	x	x	x
New York	48	77	330,986	4,715	5,974	5,956	118	14,623	19,263
North Carolina	2	4	x	x	x	x	x	x	x
North Dakota	2	2	x	x	x	x	x	x	x
Ohio	20	28	135,281	2,503	3,543	3,536	7	7,299	6,572
Oklahoma	5	7	7,727	129	150	138	12	198	487
Oregon	3	10	11,166	143	179	167	12	313	994
Pennsylvania	15	24	153,393	1,664	2,097	2,045	52	5,590	5,393
Rhode Island	3	3	20,204	104	149	149	--	396	933
South Carolina	3	3	2,150	42	34	33	1	55	81
South Dakota	1	1	x	x	x	x	x	x	x
Tennessee	13	15	13,661	458	538	535	3	1,201	1,387
Texas	15	22	37,599	519	649	632	17	1,630	2,146
Utah	1	1	x	x	x	x	x	x	x
Virginia	10	15	32,551	547	510	456	54	1,625	1,592
Washington	8	12	26,110	250	316	310	6	566	3,025
West Virginia	7	10	14,239	202	247	242	5	688	339
Wisconsin	6	7	41,519	370	515	510	5	2,529	2,725

(a) Total is less than addition of column, since many organizations operate in more than one state

X - Withheld to avoid disclosure of individual operations

1/ Wholesale value of merchandise moving through warehouses. In some cases where employment and expenses but not sales were reported, an estimated sales figure is imputed, based upon approximate cost equivalent of retail sales. The total of such imputed sales is 12 1/2% of the total warehouse sales here shown.

CENSUS OF BUSINESS  
RETAIL DISTRIBUTION: 1935UNITED STATES SUMMARY  
CHAIN STORE WAREHOUSES, BY KINDS OF BUSINESS

(All kinds of business combined)

Kind of Business	Number of organizations	Number of warehouses	Total reported warehouse sales (add 000)	Average number of warehouse employees. Full- and part-time	Warehouse pay roll			Total warehouse operating expenses (add 000)	Stock on hand at end of year. at cost (add 000)
					Total (add 000)	Full time (add 000)	Part time (add 000)		
<b>TOTALS:</b>									
1935	228	492	\$1,864,221	26,322	\$33,948	\$33,253	\$695	\$76,603	\$93,471
1933		462	1,431,563	(1)18,450	28,383	27,865	518	64,767	66,204
1929		559	1,929,681	26,442	40,635	(a)	(a)	83,829	98,840
<b>KINDS OF BUSINESS: 1935</b>									
Confectionery	1	1	x	x	x	x	x	x	x
Dairy Products	3	3	2,069	34	49	49	--	70	162
Fruit and Vegetables	1	1	x	x	x	x	x	x	x
Grocery Stores	32	37	129,933	2,773	3,396	3,339	7	6,718	6,019
Combination Stores, (meat and groceries)	68	246	1,430,168	17,649	23,844	23,300	544	55,710	58,128
Meat Markets	5	5	4,434	50	60	57	3	107	101
General Stores	9	11	3,696	101	120	116	4	374	632
Dry Goods	2	2	x	x	x	x	x	x	x
General Merchandise	6	9	1,741	94	127	124	3	214	368
Department Stores	3	7	5,405	208	300	280	20	535	582
Variety Stores	14	15	42,992	1,077	724	704	20	2,119	7,095
Men's Furnishings	1	1	x	x	x	x	x	x	x
Men's Hats	1	1	x	x	x	x	x	x	x
Family Clothing	1	1	x	x	x	x	x	x	x
Women's Apparel	3	3	1,741	48	63	63	--	96	27
Millinery	2	2	x	x	x	x	x	x	x
Shoe Stores	13	14	33,497	330	424	422	2	1,062	3,486
Auto Dealers (New)	1	1	x	x	x	x	x	x	x
Auto Accessories	2	11	x	x	x	x	x	x	x
Filling Stations	2	2	x	x	x	x	x	x	x
Furniture	4	4	6,099	364	440	409	31	832	726
Home Furnishings	1	9	x	x	x	x	x	x	x
Gas and Electric Appliances	2	2	x	x	x	x	x	x	x
Electrical Appliances	2	2	x	x	x	x	x	x	x
Hardware and Farm Supplies	1	1	x	x	x	x	x	x	x
Paint and Wallpaper	3	3	509	28	38	38	--	185	157
Other Lumber	1	1	x	x	x	x	x	x	x
Restaurants and Cafeterias	2	15	x	x	x	x	x	x	x
Lunch Counters	2	10	x	x	x	x	x	x	x
Lunch Rooms	2	2	x	x	x	x	x	x	x
Book Stores	1	1	x	x	x	x	x	x	x
Cigar Stores	3	10	69,900	495	573	573	--	967	2,733
Hay, Grain and Feed	1	1	x	x	x	x	x	x	x
Jewelry Stores	1	1	x	x	x	x	x	x	x
News Dealers	2	17	x	x	x	x	x	x	x
Music Stores	1	1	x	x	x	x	x	x	x
Drug Stores									
(Without Fountain)	7	7	6,520	169	301	301	--	598	687
Drug Stores (With Fountain)	17	24	59,921	1,146	1,308	1,299	9	2,126	6,101
Liquor Stores	5	8	32,007	236	283	280	3	668	2,742

x No comparable data available

(a) Full-time only.



**CONFIDENTIAL GOVERNMENT REPORT**

Section 8 of the Act creating the Department of Commerce and Labor, approved February 14, 1903, provides that: "The Secretary of Commerce shall from time to time make such special investigations and reports \* \* \* which he himself may deem necessary and urgent." Acting upon this authority, I have authorized and instructed the Director of the Census to take a Census of Business covering the calendar year 1935. We ask for the cooperation and assistance of the business men of the United States in this undertaking and assure them that their individual reports will be held *absolutely confidential*. Only sworn employees of the Bureau of the Census will be permitted to examine your report, and no information will be given to any person, whether in Government service or private life, which would disclose, exactly or approximately, any of the facts or figures in your report. The information will be used for *statistical purposes only*.

DANIEL C. ROPER, *Secretary of Commerce.*

Form 31  
CENSUS OF BUSINESS  
Federal Works Project

DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
WASHINGTON

SUPERVISOR'S DISTRICT No. ....
State .....
ENUMERATION DISTRICT No. ....
County .....
CONSECUTIVE NUMBER OF REPORT No. ....

**WHOLESALE SCHEDULE**

**CENSUS OF BUSINESS : 1935**

A separate report should be prepared for each wholesale distributing establishment or agency. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instruction from Washington. This report should cover, if possible, the full calendar year operations for 1935, even if ownership has changed during the year.

**DESCRIPTION OF ESTABLISHMENT:**

a. NAME OF ESTABLISHMENT .....

b. NAME OF OWNER ..... RACE (*not for corporations*) .....  
(White, Negro, Oriental, Other)

c. LOCATION OF ESTABLISHMENT. { State ..... County ..... Township .....  
Name of city, town, or village .....  
Street and number .....  
Is this street number located within the corporate limits of the city, town, or village named above?  
(Yes or No) .....

d. ADDRESS (HOME-OFFICE OR BUSINESS ADDRESS) OF OWNER .....

e. LEGAL FORM OF ORGANIZATION. {  Individual proprietorship.  
(Place check mark in proper square) {  Partnership. (1) .....  
 Corporation. (2) .....  
 Other (specify): ..... (3) .....  
..... (4) .....

f. WAS THIS ESTABLISHMENT IN OPERATION DURING ANY PART OF 1933? (Yes or No) .....

g. Indicate whether since December 31, 1933, this establishment changed—  
If changes occurred, give former—

- (Check here)
- Name .....
  - Location .....
  - Ownership .....
  - General nature of business .....

h. NUMBER OF WHOLESALE ESTABLISHMENTS OWNED BY THIS ORGANIZATION, ANYWHERE IN THE CONTINENTAL UNITED STATES (*including the establishment for which this report is prepared*) .....

i. GIVE ADDRESSES OF WAREHOUSES, TERMINALS, AND OTHER STORAGE FACILITIES IN THIS CITY OPERATED FROM THIS OFFICE AND INCLUDED IN THIS REPORT:  
(Name) (City) (Street address)

j: IS THIS ESTABLISHMENT OPERATED BY, OPERATING, OR SPONSORING A COOPERATIVE OR VOLUNTARY GROUP OF RETAILERS?  
(Yes or No) .....

If yes: (1) Under what name? ..... Since what date? (*month and year*) .....

(2) What percentage of your 1935 sales was made to retail members of this group? ..... percent.

**2. KIND OF BUSINESS, 1935:**

a. Kind of business .....

(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Wholesale grocer, hardware wholesaler, sugar broker, flour jobber, mill and mine supply house, cotton broker, jewelry wholesaler, oil well supply house, etc.

(5) .....  
 (6) .....  
 (7) .....  
 (8) .....  
**(CODE—Do not us**

b. Name the principal lines of merchandise sold or handled, in order of their importance, based on net sales in 1935:

(1) ..... (3) .....  
 (2) ..... (4) .....

c. State the approximate radius (in miles) within which 75 percent of your 1935 sales were concentrated: ..... (Miles)

**3. TYPE OF OPERATION IN 1935:**

(Check the principal function performed or type of operation; i. e., the function or type that accounts for more than 50 percent of the business of the establishment.)

**CHECK ONLY ONE**

<p><b>Service Wholesalers</b></p> <p><input type="checkbox"/> Wholesale merchant or jobber (<i>full service</i>)..... 00</p> <p><input type="checkbox"/> Converter..... 02</p> <p><input type="checkbox"/> Export merchant..... 03</p> <p><input type="checkbox"/> Importer..... 04</p> <p><input type="checkbox"/> Industrial distributor..... 05</p> <p><b>Limited Function Wholesalers</b></p> <p><input type="checkbox"/> Cash-and-carry wholesaler..... 06</p> <p><input type="checkbox"/> Drop shipper or desk jobber..... 07</p> <p><input type="checkbox"/> Mail-order wholesaler..... 08</p> <p><input type="checkbox"/> "Wagon distributor"..... 09</p> <p><b>Wholesale Unit of Cooperative or Voluntary Chain</b></p> <p><input type="checkbox"/> Retailer operated..... 44</p> <p><input type="checkbox"/> Wholesaler sponsored or affiliated..... 01</p> <p><input type="checkbox"/> Other (<i>describe</i>).....</p>	<p><b>Storage Units</b></p> <p><input type="checkbox"/> Bulk tank station (<i>petroleum—including commission distributors</i>)..... 41</p> <p><input type="checkbox"/> Distributing terminal (<i>petroleum</i>)..... 42</p> <p><input type="checkbox"/> Chain-store warehouse..... 43</p> <p><b>Manufacturer's Sales Branch (Owned by Manufacturer)</b></p> <p><input type="checkbox"/> Carrying stock for delivery..... 11</p> <p><input type="checkbox"/> Carrying no stock..... 12</p> <p><b>Assemblers and Country Buyers</b></p> <p><input type="checkbox"/> Assembler or country buyer of farm products..... 31</p> <p><input type="checkbox"/> Cream station..... 32</p> <p><input type="checkbox"/> Cooperative marketing association (<i>mainly in farm products</i>)..... 33</p>	<p><input type="checkbox"/> Elevator (<i>grain</i>).....</p> <p><input type="checkbox"/> Packer and shipper.....</p> <p><b>Agents and Brokers</b></p> <p><input type="checkbox"/> Auction company.....</p> <p><input type="checkbox"/> Broker.....</p> <p><input type="checkbox"/> Commission merchant.....</p> <p><input type="checkbox"/> Export agency.....</p> <p><input type="checkbox"/> Import agency.....</p> <p><input type="checkbox"/> Manufacturer's agent (<i>for two or more manufacturers</i>).....</p> <p><input type="checkbox"/> Selling agent.....</p> <p><input type="checkbox"/> Other agent: (<i>Specify</i>).....</p> <p><b>Other Types</b></p> <p><input type="checkbox"/> Specify.....</p>
--	--	---

**4. NET SALES AND OTHER OPERATING RECEIPTS:**

(Brokers and wholesale agents must report selling value of goods and not commissions received.)

a. Net sales of merchandise ( <i>including oil forms of sales taxes</i> ).....	\$.....	Key A-1
(Do not include returned goods and allowances.)		
b. Amount of sales, turnover, gasoline, and other commodity taxes paid by you directly to any governmental agency and included in 4a, above.....	\$.....	E-1
e. Net sales of merchandise less commodity and sales taxes ( <i>difference between a and b</i> ).....	\$.....	C-1
(Include taxes which are in the price paid by you for goods.)		
d. Of the total sales reported under c, above, give the amount of—		
(The sum of 1, 2, 3, 4, and 5, below, must equal the amount reported under c, above.)		
<b>I. DOMESTIC SALES:</b>		
(1) Sales to retailers for resale ( <i>including sales to chains, mail-order houses, department stores, and independent stores</i> ).....	\$.....	C-2
(2) Sales to household consumers, including employees ( <i>at retail</i> ).....	\$.....	C-3
(3) Sales to industrial and other large users ( <i>sales to manufacturers, railroads, utilities, governmental bodies, hotels, institutions, contractors, oil wells, etc.</i> ).....	\$.....	C-4
(4) Sales to other wholesale organizations ( <i>including export concerns and supply houses</i> ).....	\$.....	C-5
<b>II. EXPORT SALES:</b>		
(5) Sales made direct to buyers in foreign countries.....	\$.....	C-6
e. How much of total net sales represented credit business?.....	\$.....	Key A-2
(Include sales made on weekly, 10-day, 30-day, and end-of-month, installment, or other credit basis—all except <i>strictly</i> cash and c. o. d. sales.)		
f. State amount of operating receipts from services and sources other than sale of merchandise.....	\$.....	E-1

**5. STOCKS ON HAND:**

a. Inventory of merchandise on hand at actual cost value as of December 31, 1935, or nearest inventory date ( <i>including goods out on consignment</i> ).....	\$.....	B-2
b. Value of goods held on consignment by you as consignee.....	\$.....	B-3

**6. PROPRIETORS AND FIRM MEMBERS (does not apply to corporations):**

a. Total number of proprietors and firm members ( <i>including those reported under b, below</i> ).....	.....	B-4
b. Number of proprietors and firm members devoting major portion of their time to the business... ..	.....	B-5

**7. PAID EMPLOYEES AND WEEKLY PAY ROLLS:**  
(Do not include in this inquiry persons reported in Inquiry 6, above.)

**EMPLOYMENT AND PAY-ROLL DATA FOR FULL-TIME AND PART-TIME EMPLOYEES FOR ONE WEEK ONLY**

(Give figures for week ending Oct. 26, 1935. For highly seasonal businesses, report instead one week of normal employment during active season.)

Week covered: From....., 1935, to....., 1935

	ITEM	Full-time		Part-time	
		Number of paid full-time employees during the week	Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions)	Number of paid part-time employees during the week	Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions)
		Field 1	Field 2	Field 3	Field 4
a. Executives and salaried corporation officers.....	D 1		\$.....		\$.....
b. Office and clerical employees (not including selling employees).....	D 2		\$.....		\$.....
c. Inside selling employees.....	D 3		\$.....		\$.....
d. Outside selling employees.....	D-4		\$.....		\$.....
e. Warehouse employees (including supervisors and shipping clerks).....	D-5		\$.....		\$.....
f. Other employees.....	D-6		\$.....		\$.....
g. TOTAL (sum of a, b, c, d, e, and f).....	D-7	Key A-3	\$.....	Key B-6	\$.....

- h. How many of the total number of employees shown above (full-time and part-time combined) are.....
- i. Total pay roll for the year 1935 for full-time and part-time employees (salaries, wages, bonuses, and commissions) \$.....  
(Do not include proprietors' and partners' compensation, but include that of officers of corporation.)
- j. How much of the total pay roll (i, above) was paid to part-time employees? \$.....
- k. How many of the total number of employees shown above (full-time and part-time combined) are Negroes?.....
- l. TOTAL number of paid employees (full-time and part-time combined) working during the pay period ending nearest the 15th of each month of 1935:

Key	
B 7	Males.....
B 8	Females.....
A 4	(*).....
A 5	(CODE—Do not use)
B 9	

MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key
		F-1			F-1			F-2			F-2
Jan.....		1	Apr.....		4	July.....		1	Oct.....		4
Feb.....		2	May.....		5	Aug.....		2	Nov.....		5
Mar.....		3	June.....		6	Sept.....		3	Dec.....		6
(Do not use)											B-10

- 8. OPERATING EXPENSES (not including cost of merchandise):**  
(Include pay rolls here as well as in Inquiry 7, above.)
- I. To be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1935 sales exceeded \$50,000. All other wholesale establishments may use block II, below:
- a. ADMINISTRATIVE EXPENSES (such as officers' salaries and traveling expenses; office salaries, professional services, office supplies and stationery; postage, etc.)..... \$..... E-2
- b. SELLING EXPENSES (such as salesmen's salaries, commissions and expenses; house salesmen's salaries; advertising, etc.)..... \$..... E-3
- c. DELIVERY EXPENSES (such as out-freight, express, parcel post, trucking, etc.)..... \$..... E-4
- d. WAREHOUSE EXPENSES (such as warehouse salaries, boxing and packing, warehouse lighting, etc.)..... \$..... E-5
- e. OCCUPANCY EXPENSES (such as rent; maintenance labor; heat, light, power, and water; building repairs and supplies; insurance and taxes on building, etc.)..... \$..... E-6
- f. OTHER EXPENSES (such as interest on bank loans, losses from bad debts, etc.)..... \$.....
- g. TOTAL OPERATING EXPENSES including pay roll (sum of a to f)..... \$..... {A-6  
E 7
- II. To be answered by all wholesale establishments which do not answer block I, above.
- TOTAL operating expenses including pay roll (do not include cost of merchandise)..... \$..... A-6

9. SALES OF MERCHANDISE BY COMMODITIES:

If book figures are not available, give the best possible approximations.

Total commodity sales (same as 4a) ..... \$.....

Key
G-I

COMMODITIES	SALES		COMMODITIES	SALES	
	Key G-4	Key G-2		Key G-4	Key G-2
<b>FOOD AND RELATED PRODUCTS</b>			<b>FOOD AND RELATED PRODUCTS--</b>		
19. BAKERY PRODUCTS (bread, biscuits, crackers, etc.).....	\$.....		120. MEATS AND MEAT PRODUCTS-- Con.		
20. BEER AND OTHER FERMENTED MALT LIQUORS.....	\$.....		123. Meats, cured or smoked.....	\$.....	
21. BUTTER AND CHEESE.....	\$.....		124. Other meat products (including game)..... (Report canned meats under 44, and not here.)	\$.....	
40. CANNED GOODS, Total (sum of 41 to 43)	\$.....		130. SOFT DRINKS.....	\$.....	
41. Canned fruits.....	\$.....		140. SUGAR.....	\$.....	
42. Canned vegetables.....	\$.....		150. WINES AND SPIRITOUS LIQUORS, Total (sum of 151 and 152).....	\$.....	
43. Canned fish and sea foods.....	\$.....		151. Liquors, distilled and ethyl alcohol.....	\$.....	
44. Canned meats.....	\$.....		152. Wines.....	\$.....	
45. Canned milk (condensed, evaporated, and powdered).....	\$.....		160. OTHER FOOD AND RELATED PRODUCTS (specify).....	\$.....	
46. Other canned foods.....	\$.....			\$.....	
50. COFFEE, Total (sum of 51 and 52).....	\$.....			\$.....	
51. Green.....	\$.....			\$.....	
52. Roasted.....	\$.....			\$.....	
60. CONFECTIONERY, Total (sum of 61 to 64)	\$.....		<b>FARM PRODUCTS--RAW MATERIALS</b>		
61. Candy.....	\$.....		170. COTTON, RAW, INCLUDING LINTERS.....	\$.....	
62. Chewing gum.....	\$.....		180. FEED, Total (sum of 181 and 182).....	\$.....	
63. Ice cream and frozen ices.....	\$.....		181. Hay, straw, and alfalfa.....	\$.....	
64. Other confectionery.....	\$.....		182. Mixed and other feeds.....	\$.....	
70. DAIRY AND POULTRY PRODUCTS, EXCEPT BUTTER AND CHEESE, Total (sum of 71 to 74).....	\$.....		190. GRAINS, Total (sum of 191 to 193).....	\$.....	
71. Eggs.....	\$.....		191. Corn.....	\$.....	
72. Milk and cream, fluid.....	\$.....		192. Wheat.....	\$.....	
73. Poultry.....	\$.....		193. All other.....	\$.....	
74. Other dairy and poultry products... (Report canned milk under 45, and not here.)	\$.....		200. HIDES, SKINS, AND RAW FURS.....	\$.....	
80. FISH AND SEA FOODS, Total (sum of 81 to 84).....	\$.....		210. LIVESTOCK, Total (sum of 211 to 215).....	\$.....	
81. Fresh fish.....	\$.....		211. Cattle (including calves).....	\$.....	
82. Cured and processed fish.....	\$.....		212. Hogs.....	\$.....	
83. Frozen fish.....	\$.....		213. Horses and mules.....	\$.....	
84. Other sea foods (except canned).....	\$.....		214. Sheep and lambs.....	\$.....	
90. FLOUR.....	\$.....		215. Other livestock.....	\$.....	
100. FRUITS AND VEGETABLES, FRESH, Total (sum of 101 and 102)..... (Report dried fruits and vegetables under 119, and not here.)	\$.....		220. SEEDS (field, garden, and flower).....	\$.....	
101. Fruits, fresh.....	\$.....		230. SILK, RAW.....	\$.....	
102. Vegetables, fresh.....	\$.....		240. TOBACCO, LEAF.....	\$.....	
110. GROCERIES (except as listed), Total (sum of 111 to 119)	\$.....		250. WOOL, RAW (whether in the grease, scoured, or carbonized).....	\$.....	
111. Cereal preparations (except flour and bakery products).....	\$.....		260. OTHER FARM PRODUCTS--RAW MATERIALS (specify--include unroasted peanuts here).....	\$.....	
112. Extracts and spices.....	\$.....			\$.....	
113. Lard substitutes and cooking fats.....	\$.....			\$.....	
114. Nuts (all kinds)..... (Report unroasted peanuts under 260, and not here.)	\$.....			\$.....	
115. Oleomargarine and other butter substitutes.....	\$.....			\$.....	
116. Pickles, preserves, jellies, jams, and sauces.....	\$.....			\$.....	
117. Rice.....	\$.....			\$.....	
118. Teas.....	\$.....			\$.....	
119. Other groceries (see item 121).....	\$.....			\$.....	
120. MEATS AND MEAT PRODUCTS, Total (sum of 121 to 124).....	\$.....		<b>CLOTHING, DRY GOODS, AND TEXTILES</b>		
121. Lard.....	\$.....		270. CLOTHING AND FURNISHINGS, MEN'S AND BOYS', Total (sum of 271 to 274)	\$.....	
122. Meats, fresh.....	\$.....		271. Hats and caps and hat and cap materials.....	\$.....	
			272. Men's and boys' furnishings (except shoes).....	\$.....	
			273. Men's and boys' suits and overcoats.....	\$.....	
			274. Work clothing.....	\$.....	
			280. CLOTHING AND ACCESSORIES, WOMEN'S AND CHILDREN'S, Total (sum of 281 to 288).....	\$.....	
			281. Girls' wear.....	\$.....	
			282. Infants' wear.....	\$.....	
			283. Dresses (women's and misses').....	\$.....	
			284. Hosiery (women's and misses').....	\$.....	

SALES OF MERCHANDISE BY COMMODITIES—Continued.

COMMODITIES	SALES		COMMODITIES	SALES	
	Key G-4	Key G-2		Key G-3	Key G-4
<b>CLOTHING, DRY GOODS, AND TEXTILES—Con.</b>			<b>CHEMICALS, DRUGS, AND RELATED PRODUCTS—Con.</b>		
1. CLOTHING AND ACCESSORIES, WOMEN'S, AND CHILDREN'S—Continued.			370. DRUGS AND DRUG SUNDRIES—Con.		
255. Millinery and millinery supplies	\$.....		374. Drug sundries not listed elsewhere. (Report soap under 410; toilet articles and preparations under 410, and not here.)	\$.....	
286. Underwear, negligees, corsets, and robes	\$.....		380. INDUSTRIAL AND HEAVY CHEMICALS (including coal tar and other synthetic organic chemicals)	\$.....	
287. Women's and misses' suits and coats (except fur coats)	\$.....		390. OILS, ANIMAL AND VEGETABLE (including cottonseed, linseed, essential, etc.). (Report petroleum and its products under 760; cooking fats under 113, and not here.)	\$.....	
288. Other women's and misses' furnishings and wearing apparel (except shoes and furs)	\$.....		400. PAINTS, VARNISHES, LACQUEES, AND EXAMELS	\$.....	
3. DRESSED FURS AND FUR CLOTHING	\$.....		410. SOAPS AND TOILET ARTICLES AND PREPARATIONS, Total (sum of 411 to 414)	\$.....	
6. NOTIONS (such as sewing, hair, and shoe accessories)	\$.....		411. Toilet articles (such as brushes, combs, dresser sets, atomizers, manicure implements, etc.)	\$.....	
0. PIECE GOODS, Total (sum of 311 to 319)	\$.....		412. Toilet preparations, except soaps (such as perfumes, powders, rouges, depilatories, creams, etc.)	\$.....	
311. Cotton piece goods	\$.....		413. Toilet soaps	\$.....	
312. Jute fabrics	\$.....		414. Other soaps	\$.....	
313. Linens	\$.....		420. OTHER CHEMICALS OR RELATED PRODUCTS NOT LISTED ELSEWHERE (specify). Total	\$.....	
314. Rayons	\$.....			\$.....	
315. Silks and velvets	\$.....			\$.....	
316. Woolens and worsteds	\$.....		<b>ELECTRICAL COMMODITIES</b>		
317. Domestic (sheets, spreads, and comfortables)	\$.....		430. WIRING SUPPLIES AND CONSTRUCTION MATERIALS, Total (sum of 431 to 434)	\$.....	
318. Curtains, draperies; and curtain, drapery, and upholstery fabrics	\$.....		431. Interior wiring and construction materials (such as conduit and fittings, wires and cables, wiring devices, safety switches, panels, fuses, etc.)	\$.....	
319. Other piece goods and yard goods	\$.....		432. Outside construction materials (such as poles, cross-arms, pole-line hardware, etc.)	\$.....	
0. SHOES AND OTHER FOOTWEAR, Total (sum of 321 to 326)	\$.....		433. Lighting fixtures (residential, commercial, and industrial)	\$.....	
321. Men's and boys' leather	\$.....		434. Incandescent lamps	\$.....	
322. Men's and boys' rubber	\$.....		440. APPARATUS AND EQUIPMENT (such as motors, generators, switchboards, industrial heating equipment, power transformers, etc.)	\$.....	
323. Women's and children's leather	\$.....		450. RADIO, APPLIANCES AND SPECIALTIES, Total (sum of 451 to 453)	\$.....	
324. Women's and children's rubber	\$.....		451. Radio sets, tubes, parts, and accessories; public-address equipment; radio-phonograph combinations and records	\$.....	
325. Infants'	\$.....		452. Electric refrigerators (household and commercial)	\$.....	
326. All other	\$.....		453. All other electrical appliances and specialties (such as clocks, fans, flashlights, food mixers, heating appliances, ranges, water heaters, washing and ironing machines, vacuum cleaner, etc.)	\$.....	
0. YARNS, Total (sum of 331 to 335)	\$.....		<b>FURNITURE AND HOUSE FURNISHINGS</b>		
331. Cotton yarns (combed, carded or mercerized)	\$.....		460. CHINA, GLASSWARE, AND CROCKERY	\$.....	
332. Rayon yarns (all kinds)	\$.....		470. FURNITURE, WOODEN AND METAL, Total (sum of 471 and 472). (Report second-hand furniture under 452; gas refrigerators under 452; electric refrigerators under 452; gas refrigerators under 512, and not here.)	\$.....	
333. Silk (spun or thrown)	\$.....		471. Household furniture	\$.....	
334. Woolen and worsted yarns	\$.....		472. Office and store furniture	\$.....	
335. All other	\$.....		480. HOUSE FURNISHINGS, Total (sum of 481 to 483). (Report china, glassware, and crockery under 460; gas refrigerators under 452; electric refrigerators under 452; furniture under 470; stoves, ranges, etc., under 516, and not here.)	\$.....	
0. DRY GOODS AND TEXTILE PRODUCTS NOT LISTED ABOVE (specify)	\$.....		481. Carpets and rugs	\$.....	
	\$.....		482. Linoleum, felt base, and all other floor coverings	\$.....	
	\$.....				
	\$.....				
	\$.....				
	\$.....				
<b>AUTOMOBILES AND AUTOMOTIVE EQUIPMENT</b>					
50. AUTOMOBILES AND OTHER MOTOR VEHICLES, Total (sum of 351 to 354)	\$.....				
351. Automobiles (passenger cars)	\$.....				
352. Trucks, busses, taxicabs, and other commercial vehicles	\$.....				
353. Tractors	\$.....				
354. Motorcycles	\$.....				
0. AUTOMOTIVE EQUIPMENT, PARTS AND ACCESSORIES, Total (sum of 361 to 363)	\$.....				
361. Batteries	\$.....				
362. Tires and tubes	\$.....				
363. Other automotive equipment, accessories, and parts	\$.....				
<b>CHEMICALS, DRUGS, AND RELATED PRODUCTS</b>					
70. DRUGS AND DRUG SUNDRIES, Total (sum of 371 to 374)	\$.....				
371. Druggists' rubber goods	\$.....				
372. Drugs, chemicals, and pharmaceuticals	\$.....				
373. Proprietary medicines	\$.....				

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

COMMODITIES Key G-3	SALES		COMMODITIES Key G-3	SALES	
	Key G-4	Key G-2		Key G-4	Key G-2
FURNITURE AND HOUSE FURNISHINGS—Con.			MACHINERY, EQUIPMENT, AND SUPPLIES—Con.		
450. HOUSE FURNISHINGS—Con.			470. INDUSTRIAL MACHINERY—Con.		
483. House furnishings, not listed elsewhere.....	\$.....		575. Power plant machinery and equipment (except electrical machinery).....	\$.....	
490. MUSICAL INSTRUMENTS, ACCESSORIES, AND PARTS.....	\$.....		576. Textile machinery.....	\$.....	
(Report radios and parts and talking machines combined with radios under 451, and not here.)			577. Industrial machinery not listed elsewhere.....	\$.....	
HARDWARE AND KINDRED PRODUCTS			580. OFFICE AND STORE MACHINES AND EQUIPMENT NOT LISTED ELSEWHERE, Total (sum of 581 and 582).....		\$.....
500. HARDWARE, Total (sum of 501 to 506).....	\$.....		581. Office machines and equipment (such as typewriters, cash registers, computing and manifolded machines, scales, etc.).....	\$.....	
(Report iron and steel sheets and shapes under 640; pipe fittings and valves under 514, and not here.)			(Report metal furniture under 472, and not here.)		
501. Builders' hardware.....	\$.....		582. Store fixtures and equipment.....	\$.....	
502. Heavy hardware.....	\$.....		590. RAILROAD EQUIPMENT AND SUPPLIES.....		\$.....
503. Shelf or light hardware.....	\$.....		600. SURGICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES.....		\$.....
504. Tools and cutlery.....	\$.....		METALS AND METAL WORK		
(Report machine tools under 572, and not here.)			610. ALUMINUM INGOTS, BARS, SHAPES, SHEETS, WIRE, TUBES, AND CASTINGS.....		
505. Wire screening.....	\$.....		620. BUILDING METAL WORK (SUCH AS FIRE ESCAPES, ELEVATOR CAGES, GRILLES, ORNAMENTAL METAL WORK, ETC.).....		\$.....
506. All other hardware, not listed elsewhere.....	\$.....		620. COPPER (INCLUDING INGOTS, BARS, SHAPES, SHEETS, BARE WIRE, PIPE, TUBES, CASTINGS, ETC.).....		\$.....
510. PLUMBING, HEATING, AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES, Total (sum of 511 to 516).....	\$.....		640. IRON AND STEEL AND PRODUCTS, EXCEPT SCRAP, Total (sum of 641 to 649). (Report wire screening under 505, and not here.)		\$.....
(Report pipe under 640 or 650, and not here.)			641. Iron and steel pipe (including cast, lap weld, butt weld, and riveted)	\$.....	
511. Air-conditioning equipment.....	\$.....		642. Seamless steel tubing.....	\$.....	
512. Gas appliances and supplies.....	\$.....		643. Pig iron.....	\$.....	
513. Oil burners.....	\$.....		644. Rough castings and forgings (except cast-iron pipe).....	\$.....	
514. Pipe fittings, valves, brass goods, and specialties.....	\$.....		645. Steel sheet (including tin and terne plate).....	\$.....	
515. Plumbing fixtures, equipment and supplies (including sanitary ware).....	\$.....		646. Structural iron and steel and reinforcing bars and rods.....	\$.....	
516. Stoves, ranges, furnaces, heating apparatus, and parts (except gas and electric).....	\$.....		647. Wire fencing (woven or welded).....	\$.....	
520. SPORTING GOODS (including arms, ammunition, and bicycles).....	\$.....		648. Wire and wire rope or cable.....	\$.....	
(Report sport clothing under 270, 280, or 320, and not here.)			649. All other rolled iron and steel (including bars, rods, rails, plates, and shapes not listed above).....	\$.....	
530. TOYS AND GAMES.....	\$.....		650. LEAD (METALLIC) AND ZINC (INCLUDING FIG, BAR, SHEET, SHAPES, PIPE, AND PLATES).....		\$.....
MACHINERY, EQUIPMENT, AND SUPPLIES			660. METALLIC ORES (SPECIFY KIND).....		\$.....
540. BARBER AND BEAUTY-PARLOR EQUIPMENT AND SUPPLIES NOT LISTED ELSEWHERE.....	\$.....		670. SCRAP IRON AND STEEL.....		\$.....
550. FARM AND GARDEN MACHINERY, EQUIPMENT AND SUPPLIES.....	\$.....		680. SHEET-METAL WORK (SUCH AS STEEL GARAGES, VENTILATORS, METAL STORAGE TANKS, AND METAL ROOFING).....		\$.....
(Report wire fencing under 647, and not here.)			690. OTHER NONFERROUS METALS (EXCEPT PRECIOUS METALS), BARS, SHEETS, SHAPES, WIRE AND CASTINGS, NONFERROUS ALLOYS AND FERRO-ALLOY MATERIALS.....		\$.....
560. INDUSTRIAL EQUIPMENT AND SUPPLIES, Total (sum of 561 to 566).....	\$.....		NONMETALLIC MINERALS AND THEIR PRODUCTS		
(Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)			700. BRICK, TILE, AND TERRA COTTA.....		\$.....
561. Belting, hose, packing, and mechanical rubber goods.....	\$.....		710. BUILDING STONE, SLATE, AND CONCRETE PRODUCTS.....		\$.....
562. Power transmission equipment (such as pulleys, hangers, bearings).....	\$.....		720. CEMENT, LIME, PLASTER, AND STUCCO.....		\$.....
563. Materials-handling equipment (such as trucks, casters, and hoists).....	\$.....		730. COAL AND COKE, Total (sum of 731 to 733).....		\$.....
564. Metal-working tools (such as drills, reamers, taps, dies, grinding wheels, metal-cutting saws and files).....	\$.....		731. Anthracite coal.....	\$.....	
565. Rope, cordage, and twine.....	\$.....		732. Bituminous coal.....	\$.....	
(Report wire rope under 648, and not here.)			733. Coke.....	\$.....	
566. Other industrial equipment and supplies.....	\$.....		740. CRUDE NONMETALLIC MINERALS AND THEIR PRODUCTS NOT LISTED ELSEWHERE.....		\$.....
(Report railroad equipment and supplies under 590, and not here.)			(Report agricultural limestone and ground phosphate rock under 900, and not here.)		
570. INDUSTRIAL MACHINERY, Total (sum of 571 to 577).....	\$.....		750. GLASS (SHEET AND CONTAINERS), Total (sum of 751 and 752).....		\$.....
571. Construction machinery.....	\$.....		751. Sheet glass (including window and plate glass).....	\$.....	
572. Machine tools (power driven).....	\$.....		752. Glass containers.....	\$.....	
573. Mining, quarrying, well-drilling, and pumping machinery.....	\$.....				
574. Oil-well and oil-refining machinery, equipment, and supplies.....	\$.....				

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

COMMODITIES	SALES		COMMODITIES	SALES	
	Key G-4	Key G-2		Key G-4	Key G-2
<b>NONMETALLIC MINERALS AND THEIR PRODUCTS—Con.</b>			<b>COMMODITIES NOT GROUPED ELSEWHERE—Con.</b>		
760. PETROLEUM AND ITS PRODUCTS, Total (sum of 761 to 767).....	\$.....	\$.....	870. BUILDING MATERIALS NOT LISTED ELSEWHERE (SUCH AS WALL BOARD, ROOFING, ETC.).....	\$.....	\$.....
761. Crude oil.....	\$.....	\$.....	(See items 430, 501, 510, 620, 646, 680, 700, 710, 720, 750, 770, 800, 820, 840 for major classes of building materials.)		
762. Gasoline and naphthas.....	\$.....	\$.....	880. CAMERAS AND PHOTOGRAPHIC SUPPLIES.....	\$.....	\$.....
763. Fuel oils, gas oils, and furnace oils.....	\$.....	\$.....	890. CIGARS, CIGARETTES, AND TOBACCO, Total (sum of 891 to 893).....	\$.....	\$.....
764. Kerosene.....	\$.....	\$.....	(Report leaf tobacco under 210, and not here.)		
765. Lubricants, automotive.....	\$.....	\$.....	891. Cigars.....	\$.....	\$.....
766. Lubricants, other than automotive.....	\$.....	\$.....	892. Cigarettes.....	\$.....	\$.....
767. All other petroleum products.....	\$.....	\$.....	893. Tobacco.....	\$.....	\$.....
770. SAND, GRAVEL, AND CRUSHED STONE.....	\$.....	\$.....	900. FERTILIZER AND FERTILIZER MATERIALS.....	\$.....	\$.....
<b>WOOD, PAPER, AND THEIR PRODUCTS</b>			910. JEWELRY, SILVERWARE, ETC., Total (sum of 911 to 914).....	\$.....	\$.....
780. BOOKS, MAGAZINES, AND OTHER PRINTED MATERIALS (INCLUDING SHEET MUSIC).....	\$.....	\$.....	911. Clocks and watches.....	\$.....	\$.....
(Report blank books under 830, and not here.)			912. Jewelry.....	\$.....	\$.....
790. LOGS, POLES, POSTS, HEWN TIES, PULPWOOD AND CORDWOOD (see 432).....	\$.....	\$.....	913. Precious stones and precious metals.....	\$.....	\$.....
800. LUMBER (ROUGH, DRESSED, AND FINISHED).....	\$.....	\$.....	914. Silverware and plated ware.....	\$.....	\$.....
810. PAPER GOODS, SUCH AS PAPER BOXES, BAGS, CUPS, DISHES, NAPKINS, TOWELS, PATTERNS, ETC.....	\$.....	\$.....	920. JUNK AND SCRAP.....	\$.....	\$.....
(Report stationery under 830, and not here.)			(Report scrap iron and steel under 670, and not here.)		
820. PAPER, UNCOATED BOOK, BOARD, WALL PAPER, AND OTHER, Total (sum of 821 to 823).....	\$.....	\$.....	930. LEATHER AND CUT STOCK.....	\$.....	\$.....
(Report stationery under 830, and not here.)			940. LUGGAGE, SADDLERY, AND HARNESS, AND ALL OTHER PRODUCTS MADE OF LEATHER EXCEPT BOOTS, SHOES, CLOTHING, AND LEATHER BELTING.....	\$.....	\$.....
821. Cardboard and paper board.....	\$.....	\$.....	(Report shoes and other footwear under 320; clothing under 470 and 280; leather belting under 561, and not here.)		
822. Uncoated book.....	\$.....	\$.....	950. MOTION PICTURE FILM RENTALS.....	\$.....	\$.....
823. Wall paper.....	\$.....	\$.....	960. OPTICAL GOODS.....	\$.....	\$.....
830. STATIONERY AND STATIONERY SUPPLIES (INCLUDING TYPEWRITER PAPER).....	\$.....	\$.....	970. RUBBER, CRUDE.....	\$.....	\$.....
840. PLANING-MILL PRODUCTS—WOODWORK AND OTHER WOOD PRODUCTS.....	\$.....	\$.....	980. SECOND-HAND MERCHANDISE (specify kind), Total.....	\$.....	\$.....
<b>COMMODITIES NOT GROUPED ELSEWHERE</b>				\$.....	\$.....
850. AIRCRAFT AND PARTS, Total (sum of 851 to 853).....	\$.....	\$.....		\$.....	\$.....
851. Heavier than air.....	\$.....	\$.....	990. MISCELLANEOUS GROUPS OF COMMODITIES (specify kind), Total.....	\$.....	\$.....
852. Lighter than air.....	\$.....	\$.....		\$.....	\$.....
853. Equipment and supplies.....	\$.....	\$.....		\$.....	\$.....
860. BOATS (INCLUDING MOTOR, SAIL, AND STEAM).....	\$.....	\$.....		\$.....	\$.....

REMARKS: .....

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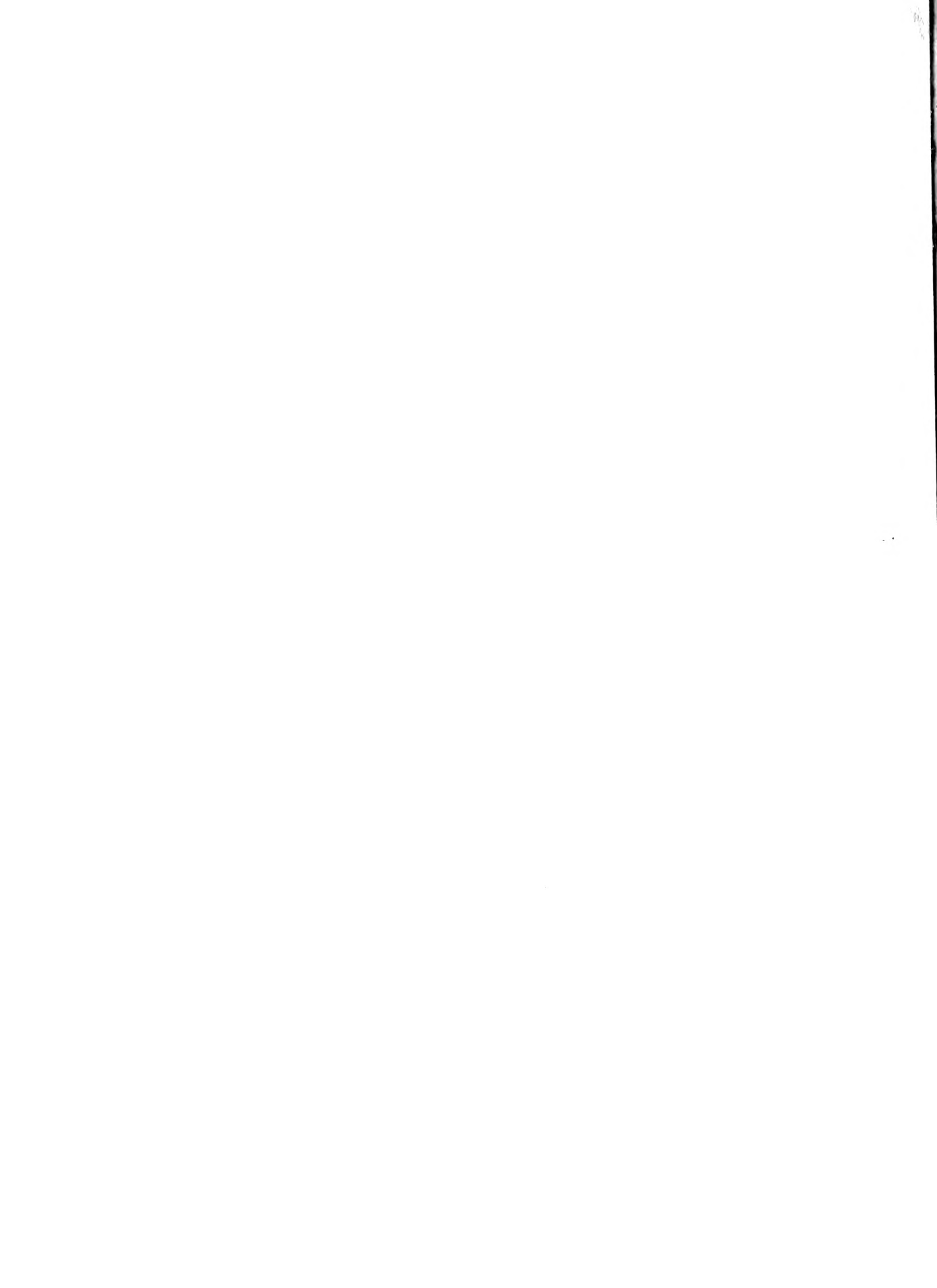
CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from....., 19....., to....., 19.....

(Signature and official title of person furnishing the information)

....., 1936.  
(Date of signature)

(Signature of enumerator)





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UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

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# WHOLESALE DISTRIBUTION

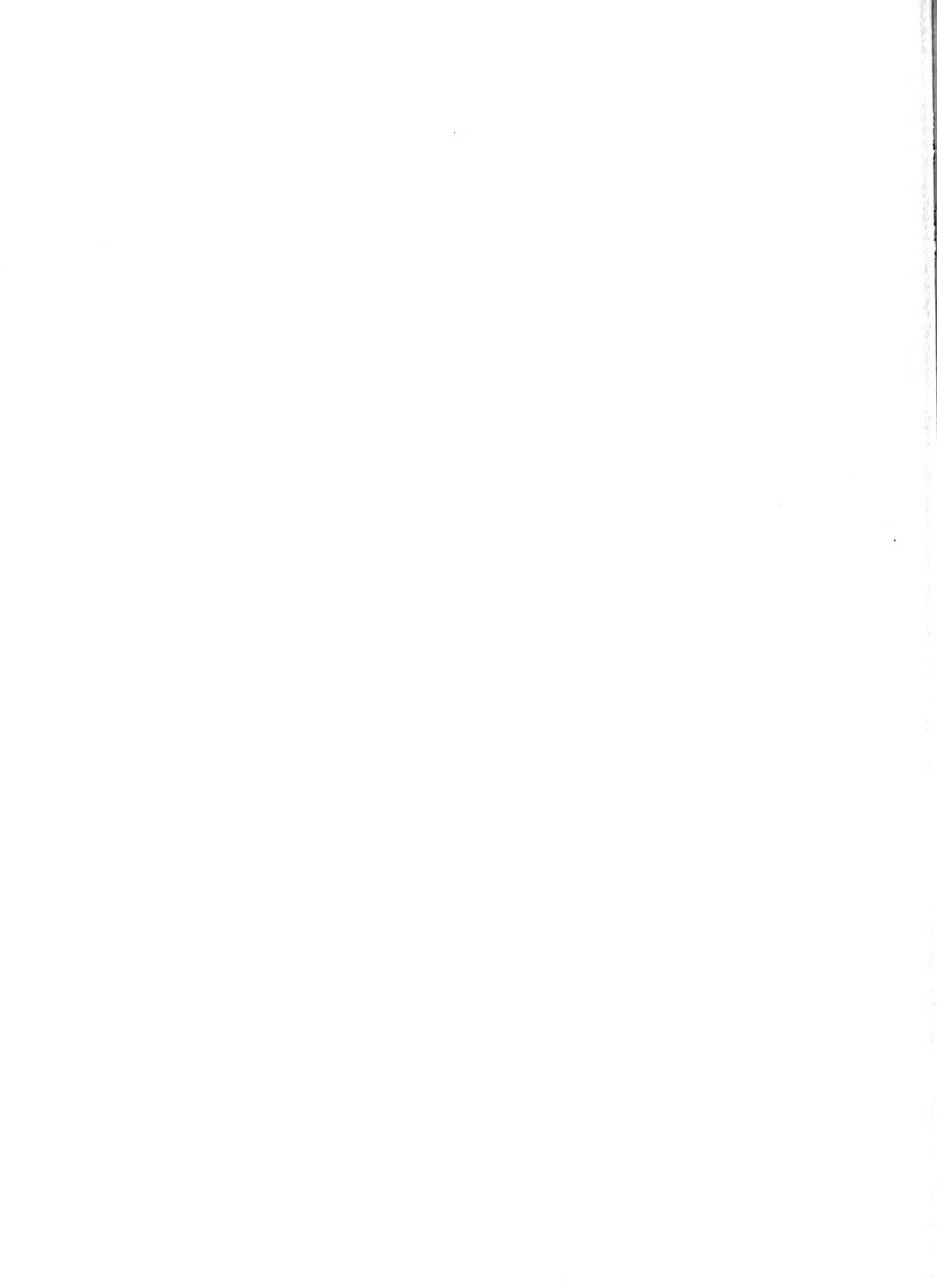
## VOLUME II

### STATES AND 25 SELECTED CITIES

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✓  
JANUARY, 1937



UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

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CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician

William A. Ruff, Assistant

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This is one of a series of final volumes on Wholesale Distribution, a part of the Census of Business, 1935. This volume presents data on number of wholesale establishments, net sales, operating expenses, personnel, pay roll and stocks by types of operation and kinds of business, for States and for 25 selected wholesale trade centers. It corresponds to Tables 1 and 2 (Wholesale Volumes I to VII) of the 1933 Census of American Business and in part to Tables 1, 2, 4, 5, 6 and 7 of Wholesale Volume II of the Census of Distribution, 1929.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.



## WHOLESALE DISTRIBUTION: 1935

### PLAN OF PRESENTATION

- VOLUME I SUMMARY FOR THE UNITED STATES.—contains statistics for the United States together with brief summaries by States and cities; a description of the Wholesale Census, explanations of terms, classifications and tables and an analysis of wholesale trade for 1935 as compared with 1933 and 1929; also contains a separate section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations by number of marketing units. The data are presented by kinds of business and types of operation.
- VOLUME II STATES AND 25 SELECTED CITIES.—presents number of establishments, sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.
- VOLUME III CITIES AND COUNTIES.—presents number of establishments, sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).
- VOLUME IV KINDS OF BUSINESS BY TYPES OF OPERATION, BY STATES.—presents by States number of establishments, sales, expenses, personnel, pay roll and stocks for each kind-of-business group by major types of operation (Table 1A). For full-service and limited-function wholesalers, data are shown by kinds of business in detail (Table 1B).

PLAN OF PRESENTATION (CONT.)

- VOLUME V EMPLOYMENT AND PAY ROLL
- a. Monthly employment data by kinds of business (Table 2).
  - b. Functional analysis of employment and pay roll for a representative week of 1935 (Table 3).
- VOLUME VI BUSINESS SIZE GROUPS AND ANALYSIS OF OPERATING EXPENSES
- a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).
  - b. Functional division of operating expenses of wholesale merchants and industrial distributors, by kinds of business (Table 5).
- VOLUME VII CREDIT SALES AND SALES BY CLASSES OF CUSTOMERS
- a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).
  - b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.
- VOLUME VIII COMMODITY SALES.--analysis of sales of wholesale establishments by commodities or lines of merchandise. Data are shown for 99 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the major kinds of business (Table 8).

SPECIAL SUBJECT REPORTS

Special subject studies dealing with various phases of wholesaling.

WHOLESALE DISTRIBUTION: 1935

VOLUME II

STATES AND 25 SELECTED CITIES

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STATES

Number of establishments, net sales, operating expenses, personnel, pay roll, and stocks for (a) types of operation in detail, and (b) each of 6 type-groups by 29 kinds of business for--

	Page		Page
Alabama.....	3	Georgia.....	22
Arizona.....	5	Idaho.....	25
Arkansas.....	7	Illinois.....	27
California.....	9	Indiana.....	30
Colorado.....	12	Iowa.....	32
Connecticut.....	14	Kansas.....	34
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Minnesota.....	50	Pennsylvania.....	81
Mississippi.....	53	Rhode Island.....	84
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Nebraska.....	60	Tennessee.....	90
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New Mexico.....	66	Virginia.....	99
New York.....	67	Washington.....	101
North Carolina.....	70	West Virginia.....	103
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SELECTED CITIES

Number of establishments, net sales, operating expenses, personnel, pay roll and stocks by (a) types of operation and (b) major type groups by kinds of business in detail, for each of 25 selected wholesale trade centers. Cities were selected on the basis of their volume of wholesale sales as reported for 1933:

	Page		Page
Atlanta.....	111	Los Angeles.....	165
Baltimore.....	114	Milwaukee.....	171
Boston.....	118	Minneapolis and St. Paul (combined).....	175
Buffalo.....	124	Newark.....	178
Chicago.....	128	New Orleans.....	181
Cincinnati.....	134	New York.....	184
Cleveland.....	138	Omaha.....	192
Dallas.....	144	Philadelphia.....	194
Denver.....	147	Pittsburgh.....	200
Detroit.....	150	St. Louis.....	204
Houston.....	155	San Francisco.....	209
Indianapolis.....	158	Seattle.....	216
Kansas City, Mo.....	161		



WHOLESALE DISTRIBUTION: 1935VOLUME IISTATES AND 25 SELECTED CITIES

This volume presents number of establishments, net sales, operating expenses, number of active proprietors, average number of employees, pay roll and stocks on hand, by types of operation and by kinds of business. The data are shown in summary for the United States, for each State and for each of 25 selected wholesale trade centers.

WHOLESALE ESTABLISHMENTS.--Wholesale establishments are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Wholesale establishments are engaged in selling on a wholesale basis primarily to retailers, institutions, industrial users and other wholesale organizations, for resale or further processing, rather than for personal or household consumption.

For Census purposes wholesale establishments do not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

NET SALES.--The term net sales is used in the Census to include total receipts from the sale of merchandise or services, or from rentals or from other sources derived in the normal operation of the business. Sales taxes are included, but not the value of goods returned by, or allowances made to, customers.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales is used to include the purchases made by country buyers of farm products and by other buying agents as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees were either reported

by the agents and brokers concerned or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering their operations in behalf of clients for whom they buy or sell goods.

(Sales by classes of customers and the credit business of wholesale establishments are shown in Volume VII. Net sales are analyzed by commodities in Volume VIII.)

OPERATING EXPENSES.--This item includes all expenses incurred during the year 1935 by the reporting establishments. It covers total pay roll as defined below and all other expenses incurred in the operation of the business, such as administrative, selling, delivery, warehouse, occupancy and other expenses. The amount does not include charges to capital accounts, cost of goods sold, income taxes, etc. In the case of unincorporated businesses no compensation is included for the services of proprietors and firm members.

(Operating expenses of wholesale merchants are analyzed in detail in Volume VI.)

ACTIVE PROPRIETORS.--The number of active proprietors includes owners or partners of unincorporated businesses devoting the major portion of their time to the operation of the business. Although they are actively engaged in the business, their number is not included in the count of employees, nor is their compensation included in pay roll. Executives of corporations are classified as employees, not as proprietor-owners.

EMPLOYEES.--This item includes the number of full-time and part-time paid employees of wholesale establishments, including salaried corporation officers and executives. The average is arrived at by totalling the number reported monthly (for the pay period ending nearest the 15th of each month) and dividing the sum by 12. Manufacturing employees of wholesale establishments who are included in the Census of Manufactures are omitted from these figures.

(Monthly employment figures and employment and pay roll by occupational classes for a representative week may be found in Volume V.)

PAY ROLL.--Pay roll is the total compensation (salaries, wages, bonuses and commissions) paid to employees during the year. It includes no compensation for proprietors and firm members. The total is analyzed to show payments to full-time and part-time employees separately.

STOCKS ON HAND.--The inventory value (at cost) of all merchandise on hand for resale at the end of the year 1935 is included in the item stocks on hand. The amount includes merchandise held on consignment as well as goods owned.

## TYPES OF OPERATION DEFINED

Wholesale establishments are classified on the basis of functions performed or character of the business establishment into 6 type-groups, 4 of which are further subdivided, so that a maximum of 33 types of operation, as defined below, is used in breaking down the Census data. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--This functional type-group includes wholesale establishments which are engaged in the buying and selling of goods on their own account, and which are largely independent in ownership. It corresponds to the "Wholesalers Proper" classification in 1933 and embraces 11 classes of wholesalers which are defined in the following paragraphs.

a. Wholesale Merchants are usually known as "wholesalers", but the term is used here in a more restricted sense, to cover full-service wholesalers performing their functions primarily in the domestic market. They are merchant middlemen who sell goods principally to retailers and to industrial and commercial users. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization. Although they sell primarily to retailers, substantial quantities of merchandise are also sold by them to industrial and commercial users such as restaurants, hotels, public institutions, public utilities, manufacturers and to other wholesalers.

Jobbers is a term used synonymously with that of "wholesale merchants", since it was impossible to distinguish between the two on the basis of reports submitted. Furthermore, in most lines of trade the two terms are used interchangeably, with preference being given to the more descriptive term "wholesaler" or "wholesale merchant".

b. Voluntary Group Wholesalers are wholesale merchants sponsoring voluntary organizations of independent retailers wherein the retailers affiliate themselves with the wholesalers for the purpose of receiving certain advantages in buying, advertising and other merchandising activities. Only those wholesalers, the major portion of whose sales are made through a voluntary arrangement with retailers, are included in this classification.

c. Converters, as the term is used in the wholesale Census, are merchant middlemen in the textile trade. In addition to performing the usual functions of wholesale merchants, converters also perform or have performed for them some of the functions of manufacturing in its final stages such as finishing, dyeing, printing, etc. The manufacturing functions are so insignificant in the case of converters included in the wholesale Census, as compared with all of the other functions they perform, that they are properly regarded as wholesale middlemen. Plants operated by converters are included in the Census of Manufactures.

d. Exporters are wholesale merchants selling in the foreign rather than in the domestic market. Their sales may be largely to wholesale merchants abroad or to industrial users, rather than to retailers, as is the case with wholesale merchants engaged in domestic trade.

e. Importers in the wholesale field are largely identified with wholesale merchants as far as functions are concerned. The chief distinction lies in the source of purchases, which in the case of importers is primarily foreign. Furthermore, sales by importers may be made largely to wholesalers or to industrial users rather than direct to retailers.

f. Industrial Distributors are distinguished from wholesale merchants by the fact that they sell primarily to industrial users rather than to retailers. For census purposes, the term is limited to establishments dealing in a more or less complete line of equipment and/or supplies and materials for mines, factories, oil wells, contractors, public utilities and other industrial users. This type includes among others, oil well supply companies, mine and mill supply houses, machinery dealers, and contractors' supply houses.

g. Cash-and-Carry Wholesalers buy and sell merchandise in their own name, carry stocks, usually assemble in large quantities, and sell in smaller amounts to retail and other dealers who call for the goods at the wholesalers' places of business and pay cash for them. They are to be distinguished from wholesale merchants by the fact that they usually carry a limited line of products, mostly staples and fast-moving items, and do not generally extend credit to their customers, nor do they make free deliveries. (This classification is shown separately in the United States Summary tables only.)

h. Drop Shippers or Desk Jobbers are distinguished primarily by the fact that they do not perform the function of warehousing or storage, since they do not handle the goods; neither do they perform the delivery function, for all orders solicited from retailers and others are shipped directly from the manufacturer or other source of supply to the drop shippers' customers. While drop shippers buy and sell in their own name, assume some risk, and may extend credit, they are to be sharply distinguished from full-service wholesalers who actually handle the goods and make deliveries from stock. Under this classification are listed only those establishments which operate primarily on a drop-shipment basis.

i. Mail-Order or Catalog Wholesalers sell all or the bulk of their goods by mail. Otherwise such establishments operate as full-service wholesalers, extending credit, making deliveries, etc. Some of them employ "good will" traveling men who tend to become active in the solicitation of orders.

j. Retailer-Cooperative Warehouses are wholesale establishments owned and operated cooperatively by groups of independent retailers buying collectively. In addition to collective buying and performing wholesale services at low costs, many retailer-cooperatives have entered actively into collective selling and are giving increased attention to the merchandising methods of their members. Buying groups without warehouses are not included in this classification.

k. Wagon Distributors perform the wholesale functions of buying, selling, warehousing or storage, and delivery or transportation. Occasionally they extend credit to their customers. Their chief distinction from ordinary or service wholesalers lies in the following points:

(1) They combine the functions of salesmen with those of delivery-men. Usually no separate sales force is employed, the work of selling and delivering being carried out by salesmen-drivers.

(2) They normally carry a limited assortment of merchandise, consisting of nationally advertised specialties and fast-moving items of a perishable nature.

(3) Normally they sell for cash and in original packages.

In some lines of trade, manufacturers have in recent years established their own wagon distribution systems. In this Census only bonafide wholesalers with established places of business operating in the manner described above are covered under the term "wagon distributors".

2. Manufacturers' Sales Branches (With Stocks).--Wholesale outlets owned and operated by manufacturers apart from their plants primarily for the purposes of carrying stocks of, selling, and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (Without Stocks).--Establishments maintained by manufacturers apart from their plants for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--Wholesale establishments storing and distributing gasoline, oil and other petroleum products. This classification includes stations servicing filling stations owned by the same organization as well as stations selling to independent retailers or to industrial users. Three sub-classifications are defined as follows:

a. Independent Stations are independently owned and not operated in conjunction with others of their kind nor with filling stations under the same ownership. The term carries no implication as to whether the products sold are those of the so-called major oil companies or of independent refiners.

b. Chain-Operated Stations are operated with others of their kind and/or with filling stations under the same ownership, either by an oil producer or by a multi-unit operator independent of any producer. This classification includes only those stations of multi-unit organizations which are operated on a salary basis.

c. Commission Stations are owned by multi-unit concerns but operated by managers with a proprietary interest. The operators of these stations are paid commissions which include indeterminate amounts for overhead and delivery costs as well as pay roll. (Inasmuch as it has been impracticable to obtain employment and pay roll figures for these stations, such data are omitted from the tables.)

5. Agents and Brokers (Functional Middlemen).--This type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not as a rule take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. Sub-classifications include the following:

a. Auction Companies are concerns that sell by the auction method at wholesale. Sales are conducted under definite rules and are usually made to the highest or best bidder. These establishments provide places for public inspection and sales of merchandise consigned to them. Often, on their own responsibility, they extend credit to purchasers. This classification does not include auctioneers or community sales.

b. Brokers are wholesale middlemen whose function is to negotiate transactions between buyers and sellers without having direct physical control of the goods, and without taking title or assuming the risk of price fluctuations. They act as agents for their principals who are usually wholesalers or producers, although sometimes they represent retailers as well. Brokers may represent either buyers or sellers in a given transaction, or both, doing business in the name of their principals. They do not take title to the goods to which their negotiations apply, nor do they finance their clients. Their power as to prices and terms of sales is usually limited by their principals. When the emphasis is placed on the purchase of goods, such brokers are frequently designated as buying brokers.

Brokers are not bound to any set of clients but operate freely in the wholesale field. Their relations with any one client are not continuous as they are in the case of selling agents or manufacturers' agents. The remuneration of brokers is in the form of a commission or fee, based upon the value of the goods or upon the physical quantity of merchandise involved in the transaction. In addition to negotiating purchases or sales, their chief function consists in advising their clients as to market conditions, inasmuch as knowledge of market conditions, of sources of supply and of outlets is their main stock in trade. Normally brokers do not handle the invoices. In the grocery trade it is difficult to distinguish between brokers, selling agents, and manufacturers' agents, the three terms frequently being used to describe similar methods of operation.

c. Commission Merchants are functional middlemen who transact business in their own name and who have direct physical control over the goods consigned to them, on a commission basis. Acting as commission merchants they do not take title to the goods they sell for clients. In some few lines of trade commission merchants, or commission houses, act purely as shippers' agents, but in most lines of business they combine some merchant business with commission dealing. When acting in the capacity of agents for their principals, it is the practice of commission merchants, when the goods require it, to prepare them for the market, to sell them at the best possible prices, and to remit the proceeds after deducting commissions and other charges.

d. Export Agents are functional middlemen who specialize in the purchase of goods for, or sale of goods to, foreign buyers.

e. Import Agents are functional middlemen who represent foreign sellers in the American market. In addition to negotiating sales, they usually attend to customs formalities.

f. Manufacturers' Agents are functional middlemen who sell part of the output of certain manufacturers on an extended contractual basis. They are limited with respect to territory of operation and as to prices and terms of sale. Their principal duty is to sell goods in accordance with the desire of their clients, although they may also warehouse some of the merchandise. As used in this Census, manufacturers' agents usually represent two or more producers whose goods are non-competitive in nature. Such agents are to be distinguished from salesmen in that they are in business for themselves, depending on commissions rather than on fixed salary and expense allowances.

g. Selling Agents are independent business enterprises operating on a commission basis, whose principal function is to sell the entire output of a given line of goods for one or more manufacturers with whom they maintain continuous contractual relationships. Selling agents differ from manufacturers' agents in the following respects: (1) They normally handle the entire output of one or more products of the clients they serve; (2) they are less limited in sales territory; (3) they have full authority with regard to prices, terms, etc., while the authority of manufacturers' agents is limited in this regard; and (4) they frequently finance their clients and offer assistance in connection with their advertising and other sales promotion activities. (In this Census special attention has been given to this classification, but when comparing with 1933 figures, manufacturers' agents and selling agents should be considered together.)

h. Other Agents include purchasing agents, resident buyers, etc., in business for themselves. As a rule they buy merchandise for their clients and also supply them with market information. Occasionally such organizations are maintained cooperatively by a number of wholesalers or retailers for whom they perform the buying function.

6. Assemblers.--This group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in the cities or producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale into quantities large enough for economical shipment and handling. Most of them operate in what may be termed the local growers' markets, and include firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. The chief distinction between some of these different types, as indicated below, rests upon the commodities involved, rather than functional performance. They are:

a. Country Buyers of Farm Products covers independent buyers and country buyers on a commission basis. Independent buyers of agricultural commodities, as a rule, forward or consign the goods purchased to wholesale receivers or distributors in another and usually a larger market or to manufacturers or processors. Some of the larger handlers of agricultural commodities also maintain assembling and packing plants at points of concentration in producing regions. Country buyers on commission, other than those covered by cream stations or elevators, include only those persons and firms, with established places of business, engaged in the buying of agricultural products as agents for others.

b. Cream Stations includes collecting stations or depots located in fluid-milk producing regions. They may be maintained by city milk distributors, by creamery companies, by cooperative milk associations, or by independent firms. Some of the cream station operators devote their full time to the purchase and shipping of milk or cream. In other cases they also purchase eggs, poultry, and other farm products. However, the majority of cream stations are operated in conjunction with some other business, which may be a retail store, an elevator, or a general country buying business. Unless the business as a cream station predominated, the establishment is not included in this classification.

c. Cooperative Marketing Associations are associations formed largely by farmers for the purpose of disposing of their goods at the most advantageous prices for the mutual benefit of the members. In addition to the actual selling of the products, they often grade, pack, store, finance, and in some cases advertise the commodities they handle. Such associations may also buy for their members various supplies such as feed, seed, fertilizer and coal. This designation covers cooperative marketing associations, whether local, sectional, or national, as well as central marketing associations set up as sales agencies by cooperatives. Cooperative cream stations and cooperative elevators are covered under their respective designations. (Farmers cooperatives engaged primarily in buying for members are included in the Retail Census.)

d. Elevators (Grain) include those country elevators that purchase and handle grain, either on their own account (independent), or for their principals (line). The number also includes elevators maintained by cooperative associations. Merchandising elevators in the terminal markets are classed as wholesale merchants. Storage elevators are included in the Census of Warehousing, while elevators engaged primarily in the sale of coal, feed and fertilizer to farmers are included in the Retail Census. (Due to a change in their accounting procedure, some line-elevator concerns, formerly reporting for a calendar year, have submitted reports for a fiscal year ending June 30. This change has caused stocks on hand at the end of the year to show some decreases.)

e. Packers and Shippers engage primarily in the assembly of fruits and vegetables and of sea foods, and also normally pack, grade, and ship such products. The operations of cooperative marketing associations and of farmers and individual producers are not included under this classification.



CLASSIFICATION BY KIND OF BUSINESS

To make the statistics of most value each wholesale establishment, in addition to classification by type of operation, is classified by kind of business (drugs, groceries, hardware, etc.) based upon the principal lines of merchandise handled or trade designation. The statistics presented in this manner enable each wholesaler to compare his accomplishments with those of other wholesale establishments operating in the same line of trade and in the same area in which his business is located. This method of presentation permits significant comparisons with respect to operating expenses, average salary, lines of merchandise handled, and credit business.

Guided largely by the experience of previous censuses, all wholesale establishments have been divided into 29 kind-of-business groups. These groups comprise 142 minor or detailed classifications. (For complete list see United States Summary, Page XVIII.) In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely, the Channels of Distribution.
2. The Source of Supply of the commodity or commodities under consideration.
3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine 2 or 3 of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business was known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in the reply to these inquiries together with the analysis of sales by commodities served to determine the proper kind-of-business classification for the establishment. In general, the major kind-of-business classification

was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

Although kind of business is predicated in part upon the commodities handled, it must not be confused with the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. (An analysis of sales by commodities is presented in Volume VIII.)

TYPE-AND-KIND DATA.--In this Volume, the data are presented by types of operation and kinds of business in summary for the United States, for each State, and for each of 25 selected wholesale trade centers. Data are presented in summary for the United States; (a) by States and geographic divisions, Page XV; (b) by types of operation in detail, Page XVIII; and (c) each of 6 type-groups by kind of business in detail, Page XVIII. The information for each State is shown by types of operation in detail and for each of 6 type-groups by 29 kinds of business. (Information for detailed kinds of business by States is found in Volume IV.) In the case of selected wholesale trade centers, the data are presented by types of operation in detail and for each of 6 type-groups by kinds of business in detail insofar as possible without disclosing individual operations.

SELECTED WHOLESALE TRADE CENTERS.--Inasmuch as it was necessary to prepare for the tabulations in advance, the wholesale trade centers included in this study were selected on the basis of their net sales as shown in a previous census. Figures are presented separately for each of the 25 cities with sales of more than \$180,000,000 for the year 1933. These 25 cities accounted for 62.8 percent of the dollar volume of wholesale sales in the United States in 1935.

COMPARABILITY WITH PREVIOUS CENSUSES OF WHOLESALE DISTRIBUTION

In presenting the data on wholesale trade, every effort has been made to keep the classifications comparable with 1933 and 1929. In making comparisons with previous years, however, the following qualifications are pertinent:

Changes in Scope.--

a. Chain store warehouses, formerly included in the Wholesale Census, are now excluded as wholesalers and are covered in a separate report wherein the central buying, warehousing and retail operations of the chains are related. In addition, chain store warehouse operations are summarized in Wholesale Volume I.

b. Purchasing offices of retail chains are treated in the same manner as chain store warehouses. Formerly they were included as additional wholesale establishments.

c. Central or administrative offices of multi-unit wholesalers, formerly included, are now excluded because their sales duplicate the sales reported by their separate units. A special tabulation of these establishments will be given in the final summary report, to measure their employment and pay roll.

d. A few Factors in the textile trade were included in the 1933 Wholesale Census because of the marketing functions which they performed, but are now excluded. These establishments in 1935 have been canvassed as financial institutions, their principal function being to finance purchases and sales.

Coverage.--Due to the absence of legislation which during regular census years makes reporting mandatory, the current Census is affected slightly by incomplete coverage. In addition to a few scattered concerns elsewhere which failed to cooperate, the Bureau was unable to obtain complete coverage in certain areas, particularly in parts of Colorado, Nebraska and Missouri.

Shifts in Classifications.--Attention is invited to the following instances wherein a minor change in the nature of the operations may cause an establishment's entire business to shift into or out of the Wholesale Census or from one classification to another within this Census.

a. Dual-Activity.--Establishments which perform, with about equal emphasis, activities which fall into different census fields, such as manufacturing and jobbing, wholesaling and retailing, growing and packing and shipping. Some feed and farm supply establishments, farmer cooperative bulk tank stations, lumber yards, dairies, and some paint and varnish establishments formerly in Wholesale are now in Retail, while several motor vehicle distributors and office supply houses formerly in Retail are now in Wholesale. Some wholesale bakeries, bottling plants, and lumber distributors operating planing mills are now in the Census of Manufactures.

b. Dual-Line.--Establishments which may take either of two kind-of-business classifications and are classified according to the line that predominates currently (hardware and plumbing and heating, groceries and tobacco products, dry goods and clothing, drugs and liquors, etc.). Some of these establishments shift their classification from year to year, but the shifts are of little effect on totals except in some areas where the number of establishments in a given classification may appear to be out of line with changes in dollar sales.

c. Dual-Type.--Establishments which perform, with about equal emphasis, operations that fall within different wholesale type classifications (commission merchant and wholesale merchant, exporter and importer, wholesale merchant and drop shipper, etc.). A small number of these establishments shift from year to year, but in most states they account for such a small volume of sales as to have little effect on totals.

Comparisons by Types of Operation and Kinds of Business.--Comparisons with the previous censuses by types of operation and kinds of business are found in Volume I.

GENERAL ANALYSIS OF WHOLESALE TRADE

At the close of 1935 there were 176,756 wholesale establishments in the United States with sales during the year amounting to \$42,802,913,000. These establishments employed 1,277,717 persons (monthly average) to whom they paid \$2,049,483,000 in salaries and wages. In addition, there were 97,225 active proprietors and firm members of unincorporated businesses who are not included in the count of employees, nor is their compensation included in pay roll. Operating expenses of wholesale establishments amounted to \$4,163,480,000 during the year and the cost value of stocks on hand for resale at the end of the year was \$3,106,609,000.

When compared with 1933, the last year for which comparable census data are available, an 8 percent increase in number of establishments and a 43 percent gain in net sales are found. For the same period pay roll increased 24 percent and total operating expenses 16 percent. The average number of employees (full-time and part-time combined) increased 8 percent. A decrease of 22 percent in part-time pay roll contrasted with a 25 percent increase in full-time pay roll shows a considerable shift from a part-time to a full-time basis.

A summary of the facts disclosed in this Census compared with the previous Wholesale Census of 1933 follows:

	1935*	Percent gain over 1933	1933
	<u>          </u>	<u>          </u>	<u>          </u>
Establishments	176,756	8	163,583
Net sales	\$42,802,913,000	43	\$30,009,590,000
Expenses	\$4,163,480,000	16	\$3,580,368,000
Employees	1,277,717	8	1,187,688
Active proprietors	97,225	3	94,483
Pay roll - Total	\$2,049,483,000	24	\$1,659,487,000
Full-time	\$2,003,246,000	25	\$1,600,525,000
Part-time	\$46,237,000	-22	\$58,962,000
Stocks, end of year	\$3,106,609,000	7	\$2,901,901,000

(For comparison purposes the 1933 figures have been adjusted to the scope of the 1935 Census.)

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\*Summary comparisons with 1933 are complicated by the rapidly increasing number of bulk tank stations operated on a commission basis. The commission paid the operator includes indeterminate amounts of overhead and operating costs, as well as pay roll of employees hired by him and compensation for his personal services. Inasmuch as it has been impracticable to obtain employment and pay roll data for commission stations in comparable form, direct comparison with 1933 has necessitated the inclusion of estimates. These estimates were prepared, by States, on the basis of information available for non-commission stations (those operated on a salary basis) and are included only in the comparison tables which vary from Tables A and 1 by the amounts of the estimates. These estimates are as follows: Employees, 17,164; total pay roll, \$27,221,000; full-time pay roll, \$26,909,000; and part-time pay roll, \$312,000.

In presenting the data, the wholesale field has been divided into six major groups based upon the type of operation or the nature of the functions performed, as follows: (1) full-service and limited-function wholesalers, (2) manufacturers' sales branches, carrying stocks, (3) manufacturers' sales offices, which are separate places of business apart from their plants, not carrying stocks, (4) bulk tank stations, (5) agents and brokers, and (6) assemblers. Some of these groups are further subdivided in the accompanying table.

Of the total number of wholesale establishments in the United States, 51 percent are of the first group; 9 percent are in the second and third groups; 15 percent are bulk tank stations; 10 percent are agents and brokers; while assemblers constitute 15 percent of the total.

In volume of sales, merchant wholesalers (full-service and limited-function) accounted for 41 percent of the total wholesale business in 1935 and 43 percent in 1933; manufacturers' sales branches and offices accounted for 26 percent in 1935 and 24 percent in 1933; agents and brokers, 21 percent in both 1935 and 1933. Bulk tank stations and assemblers each accounted for 6 percent in 1935 and the same percentage in 1933.

A comparative summary by types of operation follows:

	Number of establishments		Net sales				Percent change 1933 to 1935
			1935		1933		
			1935	1933	Amount (add 000)	Percent of total	
<u>Total</u>	176,756	163,583	\$42,802,913	100	\$30,009,590	100	+43
Full-service and limited- function wholesalers	88,931	82,820	17,661,691	41	12,890,763	43	+37
Manufacturers' sales branches (With stocks)	11,634	12,409	7,446,014	17	4,965,450	16	+50
Manufacturers' sales offices (Without stocks)	4,196	4,415	3,620,074	9	2,328,606	8	+55
Bulk tank stations	27,333	26,174	2,704,047	6	1,785,513	6	+51
Agents and brokers	18,147	13,806	8,908,076	21	6,283,097	21	+42
<u>Assemblers</u>	26,515	23,959	2,463,011	6	1,756,161	6	+40

In addition to being classified according to functional type, each establishment was also classified by kind of business on the basis of the chief line or lines of merchandise which it sold. All wholesale establishments have been grouped into 29 major kinds of business conforming as nearly as possible to trade classifications. In this report, kind-of-business information is shown for each of the 6 type-groups.

Of the \$17,661,691,000 shown as the sales of full-service and limited-function wholesalers, groceries amounted to \$3,636,723,000 or 21 percent of the total; farm products-consumer goods to \$1,941,059,000 or 11 percent; farm products-raw materials to \$1,562,487,000 or 9 percent; dry goods to \$985,400,000 or 6 percent; and machinery, equipment and supplies to \$835,647,000 or 5 percent.

A clear perspective of the wholesale trade and the relative importance of the different kinds of business under each type can be had from an examination of Table 1 which shows the data for each area by types of operation and kinds of business.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARY

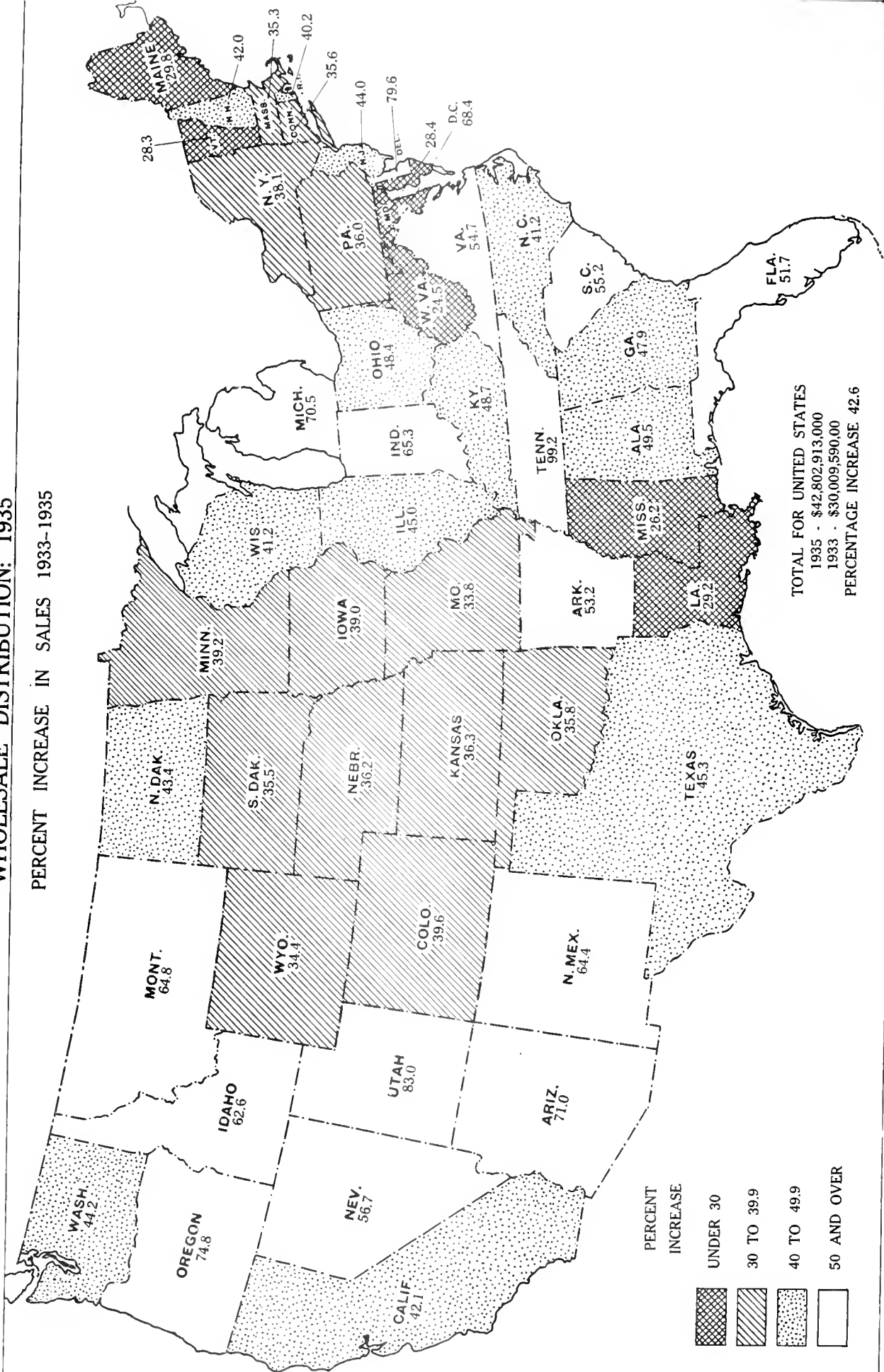
TABLE A.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DIVISION AND STATE	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees full-time and part-time. Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>UNITED STATES</b>	176,756	42,802,913	4,163,430	97,225	1,260,553	2,022,262	1,976,337	45,925	5,106,609
<b>NEW ENGLAND</b>	9,580	2,528,497	265,606	5,166	81,521	134,822	132,266	2,556	189,384
Connecticut	1,481	306,078	39,481	766	12,727	20,353	19,959	394	29,928
Maine	970	127,840	17,225	504	6,271	8,427	8,215	212	13,208
Massachusetts	5,739	1,806,346	173,736	3,215	51,888	90,110	88,480	1,630	122,483
New Hampshire	363	54,069	6,562	172	2,149	3,044	2,979	65	4,686
Rhode Island	683	180,597	21,307	369	6,328	9,936	9,738	198	14,352
Vermont	344	53,567	7,295	140	2,158	2,952	2,895	57	4,727
<b>MIDDLE ATLANTIC</b>	40,392	14,296,623	1,364,970	25,436	351,555	662,736	653,720	9,016	974,215
New Jersey	3,025	708,645	90,195	1,570	26,386	43,225	42,537	688	51,624
New York	26,915	10,846,966	1,005,722	16,626	243,120	487,139	481,271	5,868	752,525
Pennsylvania	10,452	2,741,012	269,053	7,240	82,049	132,372	129,912	2,460	170,066
<b>EAST NORTH CENTRAL</b>	35,638	8,709,015	836,217	19,732	262,920	428,040	419,809	8,231	501,319
Illinois	12,009	3,937,609	355,797	6,611	104,740	182,989	180,093	2,896	195,190
Indiana	4,333	654,917	64,391	2,183	23,263	32,469	31,781	688	41,874
Michigan	6,065	1,410,767	132,112	3,580	41,587	65,653	64,182	1,471	75,086
Ohio	9,086	2,028,552	211,260	5,323	68,394	109,535	107,237	2,298	134,047
Wisconsin	4,145	677,170	72,657	2,035	24,936	37,394	36,516	878	55,122
<b>WEST NORTH CENTRAL</b>	29,526	4,786,928	431,591	13,745	144,219	208,758	204,193	4,565	373,649
Iowa	5,063	627,795	51,254	2,619	19,753	25,515	24,693	822	36,163
Kansas	4,621	398,387	34,093	2,076	12,726	16,125	15,634	491	28,801
Minnesota	5,695	1,188,413	102,970	2,565	32,079	49,564	48,505	1,059	112,222
Missouri	6,691	1,811,544	179,001	3,740	56,576	87,798	86,477	1,321	144,979
Nebraska	3,122	527,719	37,672	1,603	13,672	17,892	17,399	493	29,167
North Dakota	2,435	133,908	14,334	588	4,935	6,395	6,134	201	12,635
South Dakota	1,899	99,262	12,267	534	4,478	5,469	5,291	178	9,682
<b>SOUTH ATLANTIC</b>	15,367	3,406,153	328,565	8,546	117,143	154,894	149,881	5,013	278,968
Delaware	262	106,300	10,061	148	1,899	3,175	3,110	65	7,057
District of Columbia	629	242,729	23,993	327	8,274	13,819	13,641	178	13,088
Florida	2,239	399,290	46,521	1,005	18,573	21,845	21,028	817	29,135
Georgia	2,667	605,272	58,005	1,371	16,444	25,601	25,016	585	43,285
Maryland	2,316	496,017	51,890	1,744	19,164	25,456	24,787	669	31,981
North Carolina	2,458	555,396	43,795	1,460	16,980	20,456	19,212	1,244	61,499
South Carolina	1,422	267,122	17,734	809	6,128	7,630	7,419	211	13,645
Virginia	2,123	502,951	49,621	1,065	18,846	23,751	22,813	938	58,935
West Virginia	1,251	231,076	26,956	617	8,835	13,161	12,855	306	20,343
<b>EAST SOUTH CENTRAL</b>	7,594	1,609,657	136,436	4,329	51,445	65,345	62,976	2,369	130,068
Alabama	1,668	304,549	29,750	920	10,675	14,201	13,909	292	22,832
Kentucky	2,057	379,597	35,391	1,240	15,765	18,041	16,833	1,208	44,255
Mississippi	1,243	179,902	14,037	633	5,076	5,877	5,717	160	12,426
Tennessee	2,626	745,609	57,258	1,536	19,929	27,226	26,517	709	50,555
<b>WEST SOUTH CENTRAL</b>	15,056	2,696,574	251,415	7,518	80,237	107,293	104,690	2,603	267,675
Arkansas	1,504	180,309	16,761	747	6,006	7,347	7,165	182	16,348
Louisiana	2,131	580,260	55,493	938	17,372	23,873	23,332	541	75,265
Oklahoma	3,668	404,465	36,221	1,732	12,809	17,603	17,121	482	31,296
Texas	7,753	1,531,540	142,940	4,141	44,050	58,470	57,072	1,398	144,766
<b>MOUNTAIN</b>	6,413	847,030	88,458	2,323	28,615	41,310	39,876	1,434	66,583
Arizona	541	78,046	9,347	239	2,670	3,922	3,727	195	5,345
Colorado	1,884	324,382	30,868	930	10,102	15,064	14,731	333	18,782
Idaho	954	82,195	9,380	360	3,372	4,025	3,648	377	7,678
Montana	1,254	121,641	11,988	225	4,040	5,904	5,724	180	13,172
Nevada	158	15,300	2,375	48	649	1,060	1,033	27	1,151
New Mexico	397	45,579	4,585	141	1,433	2,065	2,029	36	5,355
Utah	888	154,189	17,049	357	5,475	8,046	7,794	252	12,435
Wyoming	337	25,698	2,866	123	874	1,224	1,190	34	2,665
<b>PACIFIC</b>	17,190	3,922,436	460,221	10,330	142,898	219,064	208,926	10,138	324,748
California	12,342	2,975,253	354,902	8,450	108,857	166,749	158,206	8,543	237,943
Oregon	1,615	343,443	36,550	674	11,316	17,625	17,075	550	31,202
Washington	3,233	603,740	68,769	1,206	22,725	34,690	33,645	1,045	55,603

\* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at \$124,872,000.

# WHOLESALE DISTRIBUTION: 1935

PERCENT INCREASE IN SALES 1933-1935



TOTAL FOR UNITED STATES  
 1935 - \$42,802,913,000  
 1933 - \$30,009,590,000  
 PERCENTAGE INCREASE 42.6

PERCENT INCREASE

- UNDER 30
- 30 TO 39.9
- 40 TO 49.9
- 50 AND OVER



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE B.-COMPARATIVE SUMMARY OF ESTABLISHMENTS, SALES,  
EMPLOYEES AND PAY ROLL, 1935 AND 1933, BY STATES.

DIVISION AND STATE	Number of establishments		Net Sales add 000			Employees full-time and part-time Average for year.		Total pay roll add 000	
	1935	1933	1935	1933	Percent gain	1935	1933	1935	1933
<b>UNITED STATES</b>	176,756	163,583	\$42,802,913	\$30,009,530	42.6	1,277,717	1,137,588	\$2,049,483	\$1,559,437
<b>NEW ENGLAND</b>	9,580	8,592	2,528,497	1,367,712	35.4	82,271	74,454	135,916	113,526
Connecticut	1,481	1,396	306,078	225,724	35.6	12,818	12,113	20,498	17,559
Maine	970	860	127,840	98,462	29.8	6,430	5,957	6,655	7,375
Massachusetts	5,739	5,125	1,806,346	1,334,893	35.3	52,110	46,630	90,444	74,930
New Hampshire	363	334	54,069	38,074	42.0	2,261	2,244	3,201	2,895
Rhode Island	683	577	180,597	123,808	40.2	6,339	5,352	9,953	7,717
Vermont	344	300	53,567	41,751	28.3	2,313	2,153	3,165	2,750
<b>MIDDLE ATLANTIC</b>	40,392	34,170	14,296,623	10,364,095	37.9	352,560	301,563	664,547	508,070
New Jersey	3,025	2,582	708,645	492,270	44.0	26,550	24,196	43,521	35,420
New York	26,915	21,825	10,346,966	7,856,469	38.1	243,709	199,067	488,157	360,528
Pennsylvania	10,452	9,663	2,741,012	2,015,356	36.0	82,391	78,300	132,869	112,022
<b>EAST NORTH CENTRAL</b>	35,638	34,442	8,709,015	5,785,417	50.5	265,150	242,322	432,053	345,139
Illinois	12,009	11,898	3,937,609	2,715,155	45.0	105,047	94,828	183,574	146,420
Indiana	4,333	4,229	654,917	396,107	65.3	23,577	20,781	33,211	25,754
Michigan	5,065	5,791	1,410,767	827,256	70.5	42,504	37,638	67,347	51,049
Ohio	9,086	8,286	2,028,552	1,367,382	48.4	68,709	64,450	110,030	89,620
Wisconsin	4,145	4,238	677,170	479,316	41.2	25,213	24,525	37,991	32,296
<b>WEST NORTH CENTRAL</b>	29,526	29,115	4,786,928	3,506,267	36.5	146,021	144,897	211,597	183,877
Iowa	5,063	5,250	627,795	451,730	39.0	20,043	22,142	26,004	25,324
Kansas	4,621	5,003	398,387	292,279	35.3	13,087	14,561	15,720	16,431
Minnesota	5,695	5,178	1,188,413	852,915	39.2	32,332	31,336	49,988	41,992
Missouri	6,691	6,085	1,811,544	1,354,195	33.2	56,936	52,260	88,394	71,797
Nebraska	3,122	3,409	527,719	387,501	36.2	13,948	14,544	18,253	17,196
North Dakota	2,435	2,435	133,808	93,280	43.4	5,067	4,852	6,539	5,815
South Dakota	1,899	1,755	99,262	73,264	35.5	4,508	4,502	5,599	5,322
<b>SOUTH ATLANTIC</b>	15,367	14,507	3,406,153	2,338,443	45.7	120,167	116,531	159,525	129,857
Delaware	262	259	106,300	59,132	79.6	1,917	1,700	3,201	2,357
District of Columbia	629	568	242,729	144,119	68.4	8,274	6,986	13,819	10,042
Florida	2,239	2,041	399,290	263,211	51.7	19,011	20,635	22,564	18,920
Georgia	2,567	2,269	605,272	409,362	47.9	19,345	16,237	26,995	20,431
Maryland	2,315	2,224	496,017	386,450	28.4	19,266	18,906	25,585	21,529
North Carolina	2,458	2,356	555,396	393,373	41.2	17,576	17,356	21,687	17,782
South Carolina	1,422	1,242	267,122	172,062	55.2	6,529	5,591	8,202	6,393
Virginia	2,123	2,370	502,951	325,155	54.7	19,180	20,560	24,216	21,075
West Virginia	1,251	1,178	231,076	185,532	24.5	8,969	8,260	13,356	11,328
<b>EAST SOUTH CENTRAL</b>	7,594	6,806	1,609,557	975,930	65.0	53,513	50,168	68,569	54,773
Alabama	1,568	1,601	304,545	203,657	49.5	11,293	10,547	15,212	12,481
Kentucky	2,057	2,001	379,597	255,260	46.7	16,309	15,820	18,402	16,172
Mississippi	1,243	1,244	179,902	142,543	26.2	5,750	6,032	7,010	6,227
Tennessee	2,626	1,960	745,609	374,368	59.2	20,451	17,769	27,945	19,893
<b>WEST SOUTH CENTRAL</b>	15,056	15,053	2,696,574	1,919,042	49.5	84,557	84,155	113,638	100,777
Arkansas	1,504	1,292	180,309	117,723	59.2	6,791	6,842	8,420	7,603
Louisiana	2,131	2,094	580,260	449,211	29.0	17,925	19,375	24,557	23,315
Oklahoma	3,668	4,169	404,465	297,877	35.8	13,459	14,333	18,604	17,523
Texas	7,753	7,498	1,531,540	1,054,225	45.3	46,382	43,605	62,057	52,606
<b>MOUNTAIN</b>	6,413	5,868	847,030	543,243	35.9	29,869	29,516	43,226	36,885
Arizona	541	467	78,046	45,654	71.0	2,792	2,903	4,142	3,556
Colorado	1,884	1,814	324,382	232,374	39.6	10,283	11,917	15,345	15,157
Idaho	954	764	82,195	50,537	62.6	3,533	3,063	4,277	3,249
Montana	1,254	1,239	121,641	73,790	64.8	4,070	3,764	5,947	4,852
Nevada	158	139	15,300	9,763	56.7	713	495	1,172	735
New Mexico	397	447	45,579	27,730	54.4	1,691	1,453	2,415	1,933
Utah	888	649	154,189	84,275	83.0	5,332	4,971	8,588	6,138
Wyoming	337	349	25,698	19,117	34.4	955	950	1,340	1,255
<b>PACIFIC</b>	17,190	15,030	3,922,436	2,709,544	44.8	143,509	143,982	220,212	186,563
California	12,342	11,000	2,975,253	2,094,297	42.1	109,226	110,590	167,453	143,075
Oregon	1,615	1,326	343,443	196,445	74.3	11,423	10,798	17,826	14,342
Washington	3,233	2,704	603,740	418,802	44.2	22,860	22,594	34,933	29,166

# Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Includes the following estimates for commission bulk tank stations: Employees, 17,164 and total pay roll \$27,221,000.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>176,756</b>	<b>\$42,802,913</b>	<b>\$4,163,480</b>	<b>97,225</b>	<b>1,260,553</b>	<b>\$2,022,262</b>	<b>\$1,976,337</b>	<b>\$45,925</b>	<b>\$3,106,609</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>									
Wholesale merchants	88,931	17,661,691	2,228,347	51,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Voluntary-group wholesalers	78,277	14,446,316	1,904,174	54,685	674,098	1,008,833	988,505	20,328	1,662,289
Converters	128	100,569	9,402	33	3,420	5,481	5,442	39	13,444
Exporters	502	284,121	24,541	235	5,634	12,273	12,130	143	46,374
Importers	513	571,490	51,598	340	7,369	12,831	12,257	574	75,328
Industrial distributors	2,241	1,068,234	98,475	1,313	21,834	46,461	45,947	514	147,738
Drop shippers or desk jobbers	1,633	444,877	72,939	309	24,724	41,578	41,039	539	94,811
Mail-order wholesalers	1,031	365,926	23,545	497	4,901	12,252	11,869	383	3,511
Retailer-cooperative warehouses	189	13,984	3,226	151	1,188	1,339	1,289	50	2,116
Wagon distributors	161	153,398	9,383	--	3,546	5,245	5,208	37	14,865
	4,256	212,776	31,064	4,023	12,742	15,982	15,444	538	7,173
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	<b>11,634</b>	<b>7,446,014</b>	<b>881,155</b>	<b>299</b>	<b>211,280</b>	<b>402,706</b>	<b>398,738</b>	<b>3,968</b>	<b>596,558</b>
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	<b>4,196</b>	<b>3,620,074</b>	<b>239,889</b>	<b>149</b>	<b>42,835</b>	<b>106,093</b>	<b>105,266</b>	<b>827</b>	<b>--</b>
<b>BULK-TANK STATIONS (PETROLEUM)</b>									
Independent stations	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
Chain-operated stations	3,880	296,627	37,147	5,075	12,901	17,460	16,929	531	13,667
Commission stations	17,017	2,002,546	284,859	471	78,258	129,461	128,032	1,429	122,718
	6,436	402,874	69,089	--	1/	1/	1/	1/	21,302
<b>AGENTS AND BROKERS</b>									
Auction companies	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Brokers	609	382,857	10,692	630	6,585	6,094	4,740	1,354	2,716
Commission merchants	3,922	2,889,546	39,411	3,255	9,885	20,396	20,002	394	10,810
Export agents	3,135	2,662,491	67,354	2,818	18,298	34,104	33,089	1,015	30,486
Import agents	496	276,506	14,638	305	3,851	6,382	6,306	76	3,802
Manufacturers' agents	335	212,573	10,357	207	1,272	3,134	3,064	70	5,478
Selling agents	7,548	768,619	44,092	6,557	14,300	23,995	22,906	1,089	12,902
Other agents	1,712	1,439,710	63,412	885	11,759	31,228	30,802	426	23,179
	390	275,774	6,783	293	2,335	4,533	4,506	27	192
<b>ASSEMBLERS</b>									
Country buyers of farm products	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Cream stations	10,813	646,147	32,981	10,635	21,028	14,795	12,584	2,211	88,633
Cooperative marketing associations	3,619	29,854	1,479	2,239	2,232	1,033	882	151	222
Elevators (grain)	2,117	955,727	60,318	--	22,692	23,406	20,504	2,902	58,557
Packers and shippers	8,462	600,353	30,147	2,751	16,164	15,160	13,769	1,391	41,756
	1,504	230,920	41,320	1,070	25,262	20,007	15,088	4,919	5,982
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>									
Amusement and Sporting Goods	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Cameras and motion picture eqpt. & spls.	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Moving picture films	74	4,897	1,033	44	407	624	606	18	915
Sporting goods (full line)	191	38,268	6,063	43	1,623	3,447	3,396	51	1,420
Toys, novelties and fireworks	134	17,020	3,631	78	1,275	1,982	1,963	19	4,053
All other	461	35,393	6,974	349	2,543	4,102	3,987	115	5,166
	208	21,467	3,607	127	1,228	1,937	1,859	78	2,669
<b>Automotive</b>	<b>5,672</b>	<b>780,424</b>	<b>131,401</b>	<b>3,363</b>	<b>49,514</b>	<b>75,276</b>	<b>74,539</b>	<b>737</b>	<b>107,830</b>
Automobiles and other motor vehicles	399	378,726	36,051	130	11,316	19,118	18,942	176	23,782
Automotive equipment	4,840	349,186	87,265	2,932	35,511	52,042	51,546	496	74,867
Tires and tubes	433	52,512	8,085	301	2,687	4,116	4,051	65	9,181
<b>Beer, Wines and Liquors</b>	<b>5,496</b>	<b>698,511</b>	<b>91,814</b>	<b>4,298</b>	<b>31,380</b>	<b>43,682</b>	<b>42,485</b>	<b>1,197</b>	<b>55,043</b>
Beer and other fermented malt liquors	4,016	281,259	40,791	3,496	15,379	18,379	17,604	775	9,974
Wines and liquors	1,480	417,252	51,023	802	16,001	25,303	24,881	422	45,069
<b>Chemicals and Paints</b>	<b>1,426</b>	<b>275,301</b>	<b>46,008</b>	<b>627</b>	<b>10,741</b>	<b>20,530</b>	<b>20,191</b>	<b>339</b>	<b>32,559</b>
Dyestuffs	57	15,816	4,160	18	675	1,694	1,690	4	1,697
Explosives	26	1,615	286	12	121	149	125	24	291
Industrial chemicals	204	80,310	9,922	40	2,349	5,350	5,281	69	8,452
Neval stores	36	33,148	1,683	3	470	849	833	16	2,817
Paints and varnishes	772	66,328	15,063	370	4,997	7,931	7,786	145	12,855
All other	331	78,084	14,894	184	2,129	4,557	4,476	81	6,447

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000	Operating expenses including pay roll add 000	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* add 000			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Clothing and Furnishings	3,960	\$648,881	\$88,577	3,177	25,383	\$46,350	\$45,761	\$589	\$73,495
Clothing and/or furnishings (full line)	574	65,505	9,407	523	3,057	4,976	4,894	82	8,948
Men's and boys'	1,001	117,443	16,124	874	4,743	8,270	8,113	157	17,137
Women's and children's	1,085	233,602	31,344	775	8,639	17,044	16,901	143	18,253
Furs, dressed and fur clothing	277	33,093	3,919	266	813	1,848	1,800	48	3,772
Hosiery	202	35,657	3,942	173	1,140	1,909	1,876	33	3,931
Millinery and millinery supplies	360	42,161	7,095	236	2,281	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	8,528	8,477	51	16,916
Coal and Coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and Drug Sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Drug specialties	342	29,554	4,644	229	1,964	2,701	2,665	36	3,998
Patent medicines	215	21,995	4,110	111	1,110	1,898	1,855	43	1,356
Toilet articles and preparations	426	40,671	11,140	256	3,465	5,536	5,443	93	3,822
All other	285	31,249	5,666	178	1,471	2,285	2,249	36	4,030
Dry Goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry Goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Notions	915	96,778	17,876	712	6,082	10,387	10,251	136	16,740
Piece goods	1,875	593,867	59,691	1,304	14,908	30,393	30,103	290	96,491
All other	513	29,031	4,661	461	1,662	2,618	2,565	53	5,317
Electrical Goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Electrical merchandise (full line)	419	164,233	26,933	39	8,405	14,737	14,697	90	26,669
Apparatus and equipment	199	20,331	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction material	734	76,859	14,455	354	5,331	8,352	8,136	216	13,053
Radios, refrigerators and appliances	1,086	294,519	53,657	554	14,633	26,713	26,496	217	32,661
Farm Products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Cotton	263	518,244	34,807	206	2,406	5,204	5,062	142	68,582
Grain	474	483,949	27,080	234	5,888	9,983	9,764	219	74,997
Hides, skins, and furs (raw)	874	189,342	15,282	696	3,668	7,004	6,703	301	24,266
Horses and mules	9	1,056	148	13	29	36	36	--	85
Livestock	26	2,557	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	223	879	877	2	9,229
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,156	3,801	1,355	25,532
Wool and mohair	135	156,173	9,261	121	1,439	3,442	3,313	129	24,827
All other	178	59,835	5,500	113	1,856	2,329	2,243	86	7,545
Farm Products - consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Dairy products	2,178	427,966	72,198	1,284	25,161	37,459	37,111	348	9,833
Poultry and poultry products	1,778	230,602	18,124	1,712	7,750	8,517	7,999	518	5,884
Dairy and poultry products	1,019	304,576	24,995	822	8,373	12,912	12,571	341	8,229
Fruits and vegetables (fresh)	6,164	972,532	97,704	6,265	35,813	47,973	46,133	1,840	22,895
All other	49	5,383	531	45	219	304	304	--	299
Farm Supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,244
Fertilizer	78	32,015	3,289	50	562	1,006	970	36	2,909
Seeds	354	90,759	16,848	186	6,290	8,348	7,882	466	18,289
All other	50	9,870	962	23	363	444	416	28	771
Furniture and House Furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
China, glassware and crockery	321	33,497	8,226	196	2,728	4,577	4,532	45	6,657
Floor coverings	366	89,021	12,321	202	3,551	6,144	6,086	58	22,559
Furniture (household and office)	375	38,164	7,626	249	2,542	4,074	3,971	103	5,917
House furnishings (except as specified)	784	69,327	11,151	643	3,875	6,051	5,917	134	11,746
Musical instruments and sheet music	113	13,448	4,021	45	1,282	2,260	2,231	29	3,863
General Merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071

(continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time): Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries and Foods (specialty lines)	12,156	\$1,682,961	\$209,791	10,434	79,646	\$108,429	\$105,838	\$2,591	\$132,811
Canned goods	291	77,222	10,556	222	2,608	4,280	4,280	--	9,724
Coffee, tea and spices	964	220,488	36,029	591	11,531	18,547	18,400	147	25,493
Confectionery	2,070	111,867	13,447	1,986	6,598	7,602	7,381	221	9,198
Fish and sea foods	1,285	120,054	22,337	1,078	8,497	11,481	10,925	556	6,510
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005
Meats and meat products	2,218	441,852	46,634	2,171	16,283	24,847	24,415	432	12,583
Soft drinks	429	20,815	3,936	333	1,636	2,150	2,075	75	1,486
Sugar	126	62,382	3,260	57	1,154	1,702	1,640	62	3,498
Other food and grocery specialties	4,268	550,372	66,223	3,631	28,780	34,407	33,887	520	59,314
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Hardware (full line)	610	387,020	69,255	137	27,387	41,214	40,980	234	97,427
Hardware (specialty lines)	519	41,229	8,726	317	3,354	4,964	4,871	93	9,553
Jewelry and Optical Goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Jewelry (full line)	224	42,107	6,999	174	2,031	3,513	3,470	43	12,700
Clocks and watches	160	29,198	5,230	110	1,044	2,542	2,483	59	4,045
Diamonds and other precious stones	274	27,732	3,256	280	568	1,272	1,252	20	12,759
Other jewelry specialties	758	53,834	9,678	611	3,098	5,354	5,284	70	13,141
Optical goods	385	27,814	10,318	125	4,364	6,504	6,484	20	4,568
Lumber and Construction Materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Builders' supplies (full line)	504	75,051	16,162	212	5,758	8,740	8,134	606	10,733
Lumber and millwork	1,597	339,092	48,013	701	15,170	24,356	23,633	723	41,410
Brick, tile and terra cotta	119	8,732	1,882	48	577	943	908	35	1,414
Cement, lime and plaster	130	18,956	3,424	54	1,220	1,757	1,689	68	1,532
Glass	262	21,638	6,684	154	2,707	4,080	3,864	216	5,300
Sand, gravel and crushed stone	110	10,257	2,920	50	952	1,434	1,293	141	1,040
All other	95	17,131	2,966	32	861	1,503	1,318	185	2,223
Machinery, Equipment and Supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Commercial mchnry., eqpt. and sple.									
Office (except furniture)	194	14,308	4,194	131	1,656	2,472	2,425	47	2,040
Store, restaurant and hotel	673	44,860	11,757	464	4,443	6,738	6,589	149	7,567
All other	68	5,195	1,090	39	402	656	646	10	585
Farm and dairy machinery and equipment	336	45,250	8,153	181	2,818	4,327	4,237	90	9,047
Industrial equipment and supplies									
Industrial (full line)	189	79,828	15,176	20	5,282	8,800	8,735	65	18,420
Belting, hose and packing	168	12,281	3,092	66	959	1,779	1,750	29	1,976
Power transmission equipment	66	6,778	1,610	21	530	918	896	22	1,353
Rope, cordage and twine	56	14,087	1,535	33	465	952	941	11	1,394
All other	1,028	102,508	21,282	552	7,248	12,240	11,985	255	17,379
Industrial machinery									
Construction (including road building)	277	53,831	10,310	87	3,027	5,358	5,251	107	8,646
Machine tools	79	10,689	1,852	41	603	1,091	1,077	14	2,259
Mining and quarrying	87	11,184	2,098	37	717	1,210	1,183	27	2,586
Oil well and oil refining	759	152,273	16,799	157	4,650	8,163	7,889	274	27,168
Power plant	65	5,806	1,328	40	444	799	771	28	867
Textile	48	5,149	1,333	20	453	862	854	8	874
Used machinery and equipment	192	11,851	3,323	143	1,235	1,821	1,736	85	2,891
All other	354	24,292	6,379	205	2,143	3,728	3,611	117	4,816
Professional equipment and supplies									
Dental	256	23,202	6,528	110	2,416	4,120	4,100	20	6,406
Surgical, medical and hospital	203	26,033	7,410	78	2,313	4,286	4,263	23	4,461
All other	252	30,121	7,513	139	2,553	3,999	3,937	62	7,021
Service equipment and supplies									
Barber and beauty parlor	645	38,348	12,063	470	4,495	6,733	6,664	69	7,838
Laundry	138	21,768	4,802	35	1,276	2,581	2,551	30	2,688
Upholsterers'	200	25,636	5,887	101	1,746	3,033	2,989	44	6,764
All other	623	34,516	8,457	411	3,359	5,046	4,937	109	6,005
Transportation equipment and supplies									
Aircraft and aeronautical	15	1,445	285	3	108	191	189	2	323
Railroad	33	16,588	3,691	7	601	1,535	1,515	20	1,522
Boats (including motor, sail & steam)	71	5,447	1,094	47	372	611	603	8	1,245
All other	123	12,373	2,470	67	826	1,361	1,301	60	3,313

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Metals and Metal Work (except scrap)	810	\$281,996	\$37,315	307	10,623	\$19,324	\$19,026	\$298	\$39,939
Iron and steel (except structural)	345	114,884	20,572	121	5,078	9,994	9,915	79	16,719
Structural iron and steel	93	18,965	3,877	22	1,541	2,342	2,291	51	3,358
Wire, wire fence and wire rope	61	7,759	1,152	30	477	655	590	65	1,078
Copper	19	4,635	488	12	145	262	261	1	667
Sheet metal products	179	40,243	6,253	78	2,155	3,402	3,341	61	5,520
Other metals and metal work	113	95,510	4,973	44	1,227	2,669	2,628	41	12,597
Paper and Its Products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Wrapping or coarse paper and products	1,572	291,576	49,837	914	17,307	30,149	29,869	280	39,320
Fine or printing and writing paper	211	62,540	11,153	54	3,197	6,764	6,730	34	8,689
Stationery and stationery supplies	504	38,209	8,487	337	3,359	5,003	4,876	127	6,411
Wall paper	262	16,610	5,366	112	1,742	2,543	2,482	61	3,513
Petroleum and Its Products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and Heating Eqpt. and Spl.	1,743	243,173	43,202	636	16,919	26,851	26,396	455	50,812
Plumbing and heating (full line)	508	119,862	22,490	63	7,729	12,321	12,167	154	26,454
Heating (including stoves and ranges)	224	24,682	5,623	103	1,850	3,157	3,098	59	4,547
Plumbing fixtures, equipment and eqpt.	865	88,465	17,531	392	6,369	9,744	9,533	211	18,391
All other	146	10,164	2,568	78	971	1,629	1,598	31	1,420
Tobacco and Its Products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste Materials	4,793	399,664	58,093	4,405	29,461	30,432	29,230	1,252	34,117
Iron and steel scrap	1,456	166,181	20,731	1,320	9,059	10,525	10,080	445	14,845
Junk and scrap (full line)	1,537	79,537	13,288	1,541	8,236	7,131	6,679	452	8,293
Waste paper, rags and rubber	1,578	125,994	21,587	1,369	11,413	11,673	11,349	324	9,528
Nonferrous metals	222	27,952	2,437	175	753	1,153	1,122	31	1,451
All Other Products	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
Books, periodicals and newspapers	636	108,550	20,454	338	9,060	12,005	11,687	318	8,445
Flowers and nursery stock	539	25,124	5,048	432	1,934	2,593	2,513	80	1,567
Forest products (except lumber)	550	80,373	8,497	437	2,873	4,492	4,354	138	8,355
Leather and leather goods	1,057	104,873	13,834	856	4,487	7,208	7,106	102	18,235
Oils and greases (animal and vegetable)	77	43,212	3,409	36	674	1,635	1,626	9	5,527
Rubber (crude)	27	62,436	2,761	5	333	1,077	1,077	--	12,255
Textiles and materials other than dry goods	305	35,445	5,263	262	2,392	2,972	2,889	83	4,590
Yarns	175	41,562	3,800	115	1,183	1,999	1,949	50	4,100
Miscellaneous kinds of business	818	48,658	9,784	521	3,416	5,269	5,074	195	5,837
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>11,634</b>	<b>7,446,014</b>	<b>881,155</b>	<b>299</b>	<b>211,280</b>	<b>402,706</b>	<b>398,738</b>	<b>3,968</b>	<b>596,558</b>
Amusement and Sporting Goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Moving picture films	93	42,408	8,395	--	2,471	4,710	4,704	6	4,297
Sporting goods (full line)	58	14,863	4,485	--	992	1,414	1,405	9	2,459
Toys, novelties and fireworks	16	4,838	1,046	--	275	494	489	5	723
All other	74	39,981	5,302	--	1,718	2,686	2,684	2	4,357
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Automobiles and other motor vehicles	432	1,006,177	57,474	--	15,340	28,633	28,397	236	44,930
Automotive equipment	193	46,950	7,690	6	1,989	3,900	3,876	24	5,198
Tires and tubes	271	208,738	24,995	--	6,282	12,709	12,594	115	18,435
Beer, Wine and Liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Beer and other fermented malt liquors	261	68,275	13,319	6	2,697	4,979	4,954	25	2,501
Wines and liquor	116	197,537	24,071	--	2,587	6,554	6,514	40	17,258
Chemicals and Paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Dyestuffs	33	33,614	4,403	--	651	2,088	2,088	--	2,149
Explosives	43	32,377	4,217	--	606	1,679	1,675	4	2,435
Industrial chemicals	73	122,582	12,052	--	1,328	3,373	3,361	12	7,344
Paints and varnishes	265	168,189	30,531	2	6,455	12,802	12,628	174	19,158
All other	147	70,773	12,934	10	1,905	5,485	5,427	58	5,031

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Clothing and Furnishings	345	\$282,163	\$34,296	82	6,205	\$18,195	\$18,092	\$103	\$38,915
Clothing and/or furnishings	20	8,917	1,151	--	347	725	709	16	1,172
Men's and boys'	137	98,279	13,219	35	2,792	6,533	6,507	26	16,707
Women's and children's	103	47,808	5,944	41	1,503	3,447	3,433	14	4,487
Furs, dressed and fur clothing	5	622	65	4	21	41	41	--	75
Hosiery	14	15,550	1,469	--	473	747	747	--	1,429
Millinery and millinery supplies	11	1,320	244	1	77	118	117	1	158
Shoes and other footwear	55	111,667	12,204	1	3,192	6,584	6,538	46	14,887
Coal and Coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and Drug Sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Drug specialties	115	73,163	17,234	--	4,198	8,773	8,766	7	7,440
Patent medicines	38	23,391	8,485	2	634	1,397	1,394	3	1,502
Toilet articles and preparations	99	27,153	7,269	4	2,070	3,063	3,057	6	2,714
All other	18	4,761	1,009	5	148	333	327	6	268
Dry Goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical Goods	428	349,819	31,625	6	7,832	17,676	17,554	122	21,800
Farm Products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm Supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Feed	30	2,904	301	2	121	160	156	4	200
Fertilizer	39	28,409	4,446	--	774	1,621	1,610	11	2,398
All other	5	472	84	--	22	49	49	--	81
Furniture and House Furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Floor coverings	50	28,443	2,917	--	544	1,116	1,093	23	4,277
Furniture (household and office)	121	32,292	4,276	6	1,112	2,251	2,222	29	1,820
House furnishings (except as specified)	72	15,867	3,106	10	706	1,315	1,308	7	1,989
All other	7	2,357	589	1	111	298	298	--	653
Groceries and Foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Canned goods	230	161,838	21,418	--	4,348	8,701	8,489	212	11,090
Coffee, tea and spices	14	12,338	2,373	--	322	673	665	8	352
Confectionery	81	37,096	3,626	3	974	1,910	1,896	14	2,125
Flour	165	122,086	7,537	3	2,197	3,746	3,695	51	5,410
Meats and meat products	937	1,080,929	64,497	11	22,650	33,540	33,084	456	30,433
Soft drinks	31	6,843	2,590	5	732	1,344	1,269	75	573
All other	1,644	831,036	100,149	10	20,353	37,351	37,126	225	32,262
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and Optical Goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Jewelry	43	72,507	3,722	10	753	1,824	1,817	7	7,995
Optical goods	206	18,951	7,199	--	2,349	3,542	3,540	2	3,410
Lumber and Construction Materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Builders' supplies (full line)	45	52,474	5,623	--	1,272	2,732	2,732	--	2,385
Lumber and millwork	38	13,185	2,295	6	565	1,198	1,186	12	3,362
Brick, tile and terra cotta	44	5,403	1,156	1	276	549	535	14	794
Cement, lime and plaster	27	11,452	2,452	--	403	953	948	5	1,812
Sand, gravel and crushed stone	4	118	32	--	16	19	15	4	82
All other	103	50,159	7,126	1	2,978	4,802	4,400	402	5,050
Machinery, Equipment and Supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Commercial machinery, eqpt. and spls.									
Office (except furniture)	955	108,920	34,510	1	13,308	26,701	26,572	129	11,838
Store, restaurant and hotel	81	18,935	5,662	5	1,542	2,766	2,550	216	1,424
Farm and dairy machinery and equipment	252	193,308	35,280	--	8,873	14,041	13,691	350	38,146

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>Machinery, Equipment and Spls. (continued)</b>									
Industrial equipment and supplies									
Industrial (full line)	7	\$3,693	\$563	--	237	\$346	\$345	\$1	\$979
Belting, hose and packing	51	26,869	3,479	3	975	2,132	2,114	18	1,787
Power transmission equipment	81	7,206	1,064	--	389	716	710	6	784
Rope, cordage and twine	18	6,863	707	--	134	339	307	32	1,184
All other	316	95,162	16,262	1	5,140	9,214	9,200	14	13,712
Industrial machinery									
Construction (including road building)	81	18,645	3,160	--	676	1,493	1,489	4	2,227
Machine tools	21	7,369	1,103	--	269	514	514	--	583
Mining and quarrying	52	22,179	2,970	--	617	1,705	1,704	1	1,588
Oil well and oil refining	150	28,038	2,796	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	624	--	124	296	295	1	306
Textile	20	16,068	4,991	--	1,264	3,617	3,617	--	2,150
All other	91	41,422	7,833	--	2,722	5,115	5,089	26	11,959
Professional equipment and supplies									
Dental	38	11,220	2,680	--	770	1,486	1,486	--	2,334
Surgical, medical and hospital	117	18,869	4,269	2	1,043	2,250	2,249	1	3,288
All other	24	3,789	848	--	274	553	552	1	444
Service equipment and supplies									
Barber and beauty parlor	18	3,598	1,042	6	204	454	448	6	161
Laundry	50	14,871	3,648	--	875	2,308	2,250	58	2,719
Upholsterers'	43	6,192	1,304	--	265	565	565	--	937
All other	158	31,315	9,907	6	2,471	4,680	4,673	7	4,870
Transportation equipment and supplies	9	2,911	940	--	161	516	516	--	242
<b>Metals and Metal Work (except scrap)</b>	271	243,350	23,986	5	7,041	12,685	12,615	70	42,027
Iron and steel (except structural)	110	108,011	13,342	--	3,984	6,993	6,950	43	17,616
Structural iron and steel	43	22,063	3,326	1	1,258	2,108	2,106	2	5,710
Wire, wire fence and wire rope	50	27,282	2,094	2	517	1,050	1,032	18	2,114
Sheet metal products	23	19,350	2,341	1	662	896	894	2	1,645
All other	45	66,644	2,883	1	620	1,638	1,633	5	14,942
<b>Paper and Its Products</b>	206	150,420	18,490	6	4,433	9,168	9,148	20	14,354
<b>Petroleum and Its Products</b>	56	18,175	3,801	--	814	1,910	1,904	6	1,981
<b>Plumbing and Heating Equipment and Spls.</b>	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
<b>Tobacco and Its Products (except leaf)</b>	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
<b>All Other Products</b>	366	167,468	18,090	19	4,177	8,916	8,948	68	24,872
Books, periodicals and newspapers	48	19,531	5,493	3	1,362	2,774	2,772	2	4,999
Forest products (except lumber)	39	12,170	1,678	1	357	707	693	14	2,017
Leather and leather goods	90	59,745	4,239	6	942	2,141	2,118	23	8,105
Oils and greases (animal and vegetable)	29	29,639	1,026	--	162	441	441	--	1,021
Textiles and materials other than dry goods	25	19,389	2,208	--	398	1,213	1,212	1	5,045
Yarns	17	18,915	1,480	1	372	759	759	--	2,897
Miscellaneous kinds of business	118	8,079	1,966	8	584	881	853	28	788
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
<b>Amusement and Sporting Goods</b>	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Moving picture films	131	84,930	12,127	--	4,069	6,444	6,442	2	--
All other	9	34,243	7,138	1	1,483	3,867	3,867	--	--
<b>Automotive</b>	36	53,549	3,575	--	688	1,687	1,686	1	--
<b>Beer, Wines and Liquors</b>	37	81,280	9,248	--	928	2,470	2,470	--	--
<b>Chemicals and Paints</b>	209	190,157	18,822	1	2,484	7,164	7,127	37	--
<b>Clothing and Furnishings</b>	208	101,042	7,572	52	1,286	3,823	3,784	39	--
<b>Coal and Coke</b>	6	11,526	348	--	48	136	136	--	--

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CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES OFFICES</b> (WITHOUT STOCKS) (continued)									
Drugs and Drug Sundries (specialty lines)	31	\$9,940	\$2,135	8	518	\$1,024	\$1,014	\$10	--
Dry Goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Notions	22	11,818	787	2	266	586	586	--	--
Piece goods	107	212,323	7,154	5	1,315	3,806	3,788	18	--
All other	4	1,335	241	2	104	99	98	1	--
Electrical Goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm Products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm Supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and House Furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and Foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and Optical Goods	41	6,515	644	7	146	402	400	2	--
Lumber and Construction Materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, Equipment and Supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Commercial mchnry., eqpt. and apls.	315	21,647	4,823	9	1,649	3,653	3,523	130	--
Farm and dairy machinery and equipment	9	686	149	--	43	56	56	--	--
Industrial equipment and supplies	312	272,174	9,301	--	1,617	4,598	4,579	19	--
Industrial machinery	345	98,949	10,821	6	2,261	6,234	6,159	75	--
Professional equipment and supplies	44	3,626	1,216	--	294	689	689	--	--
Service equipment and supplies	72	35,779	2,624	--	501	1,284	1,281	3	--
Transportation equipment and supplies	48	59,592	2,177	4	349	1,333	1,329	4	--
Metals and Metal Work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and Its Products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and Its Products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and Heating Equipment and Sple.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and Its Products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All Other Products	292	137,267	13,568	8	2,765	6,778	6,704	74	--
Books, periodicals and newspapers	106	31,788	7,909	2	1,716	3,663	3,660	3	--
Forest products (except lumber)	70	29,751	1,599	2	339	1,051	1,049	2	--
Leather and leather goods	22	10,620	522	2	127	320	319	1	--
Oils and greases (animal and vegetable)	6	6,513	205	--	33	130	130	--	--
Textiles and materials other than dry goods	15	6,950	477	--	89	281	271	10	--
Yarns	22	46,254	1,416	--	223	681	630	51	--
Miscellaneous kinds of business	51	5,391	1,440	2	238	652	645	7	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	\$157,687
<b>AGENTS AND BROKERS</b>									
	18,147	8908,076	256,749	14,950	68,285	129,866	126,415	4,451	89,565
Amusement and Sporting Goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Cameras & motion picture eqpt. & apls.	13	1,449	126	7	44	87	86	1	55
Moving picture films	40	4,291	1,641	19	310	708	704	4	18
Sporting goods (full line)	19	2,260	112	22	28	37	35	2	34
Toys, novelties and fireworks	137	13,065	1,185	138	362	590	578	12	193
All other	36	2,866	213	30	63	120	111	9	33
Automotive	448	66,681	4,038	397	995	1,691	1,647	44	2,423
Automobiles and other motor vehicles	32	14,970	616	26	157	305	304	1	239
Automotive equipment	392	45,393	2,300	350	747	1,213	1,172	41	912
Tires and tubes	24	6,318	1,122	21	91	173	171	2	1,272

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\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Beer, Wines and Liqueurs	73	\$21,473	\$916	49	230	\$482	\$477	\$5	\$334
Beer and other fermented malt liquors	5	95	4	6	2	2	2	--	--
Wines and liquors	68	21,378	912	43	228	480	475	5	334
Chemicals and Paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Dyestuffs	7	1,102	104	2	21	64	62	2	2
Explosives	9	335	64	3	20	27	26	1	16
Industrial chemicals	75	28,107	1,406	47	266	744	736	8	584
Naval stores	35	15,198	813	15	165	403	402	1	376
Paints and varnishes	70	6,524	431	51	142	275	249	26	31
All other	224	47,161	7,039	172	469	1,027	985	42	548
Clothing and Furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786
Clothing and/or furnishings (full line)	163	71,941	2,710	153	723	1,667	1,659	8	74
Men's and boys'	177	29,812	1,222	178	312	647	637	10	155
Women's and children's	536	231,378	6,082	485	1,926	3,885	3,837	48	171
Furs, dressed and fur clothing	74	9,766	374	76	99	153	150	3	196
Hosiery	87	47,741	1,735	75	400	1,035	1,033	2	65
Millinery and millinery supplies	99	15,256	609	101	185	298	295	3	94
Shoes and other footwear	67	10,729	301	65	89	122	111	11	31
Coal and Coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and Drug Sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Drug specialties	38	10,365	445	32	145	248	245	3	92
Patent medicines	21	3,863	414	18	120	271	270	1	2
Toilet articles and preparations	59	6,948	548	53	229	280	277	3	37
All other	22	5,718	447	20	149	279	279	--	63
Dry Goods (full line)	14	23,061	289	11	78	174	173	1	5
Dry Goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Notions	113	28,003	3,787	106	743	1,466	1,449	17	4,654
Piece goods	767	981,461	24,397	650	5,044	14,252	14,177	75	7,854
All other	58	5,636	219	58	64	99	97	2	20
Electrical Goods	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762
Electrical merchandise (full line)	7	1,269	68	6	25	38	34	4	24
Apparatus and equipment	148	9,367	716	113	270	417	408	9	338
Wiring supplies and construction material	233	20,351	1,304	192	441	722	704	18	1,014
Radios, refrigerators and appliances	250	14,876	1,279	223	485	655	629	26	386
Farm Products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151
Cotton	476	334,791	5,589	479	1,054	1,781	1,734	47	8,945
Grain	414	599,343	6,066	271	1,465	3,198	3,161	37	798
Hides, skins and furs (raw)	183	64,667	1,705	154	479	947	909	38	1,290
Horses and mules	89	35,095	1,427	100	541	515	447	68	341
Livestock	1,262	1,243,651	17,437	1,381	6,781	9,214	8,613	601	2,466
Silk (raw)	14	8,223	179	8	31	83	82	1	103
Tobacco (leaf)	368	229,467	8,873	397	6,046	4,959	3,932	1,027	2,095
Wool and mohair	130	102,277	1,970	125	365	763	730	33	2,604
All other	74	92,574	1,446	61	225	544	539	5	1,509
Farm Products - consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Dairy products	35	30,285	585	25	95	271	265	6	153
Poultry and poultry products	163	76,601	2,668	126	756	1,494	1,411	83	753
Dairy and poultry products	68	52,462	1,018	40	251	481	465	16	542
Fruits and vegetables (fresh)	1,211	604,514	24,482	986	6,965	12,664	12,200	464	3,580
All other	7	2,420	154	5	56	79	79	--	81
Farm Supplies	287	87,342	2,218	249	529	975	948	27	342
Feed	143	56,115	1,430	118	312	614	599	15	86
Fertilizer	125	27,513	649	115	173	284	272	12	191
Seeds	12	2,976	98	8	32	61	61	--	39
All other	7	738	41	8	12	16	16	--	26

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Furniture and House Furnishings	428	\$75,283	\$4,026	362	1,181	\$2,352	\$2,278	\$74	\$1,485
China, glassware and crockery	82	10,466	731	63	216	446	430	16	25
Floor coverings	64	18,175	917	38	244	575	553	22	1,027
Furniture (household and office)	136	14,420	1,235	123	408	717	692	25	307
House furnishings (except as specified)	142	31,900	1,110	132	307	603	592	11	119
Musical instruments and sheet music	4	322	33	6	6	11	11	--	7
General Merchandise	69	68,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and Foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Canned goods	482	294,404	5,887	356	1,563	3,306	3,265	41	3,079
Coffee, tea and spices	142	112,603	1,344	145	330	681	676	5	77
Confectionery	40	17,239	394	35	84	210	207	3	19
Fish and sea foods	63	33,060	766	46	196	429	418	11	304
Flour	123	65,606	1,006	119	232	445	434	11	165
Meats and meat products	56	91,120	758	52	168	385	382	3	73
Sugar	228	568,227	4,641	144	1,070	2,619	2,599	20	1,646
Other food and grocery specialties	1,085	614,460	11,720	846	3,401	6,527	6,427	100	5,870
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Hardware (full line)	19	9,201	727	16	194	386	386	--	67
Hardware (specialty lines)	269	23,307	1,372	238	454	717	675	42	361
Jewelry and Optical Goods	124	6,682	429	119	117	216	213	3	298
Jewelry (full line)	6	1,036	137	4	32	67	67	--	40
Clocks and watches	7	1,582	71	6	14	45	45	--	--
Diamonds and other precious stones	24	982	27	24	9	11	11	--	87
Other jewelry specialties	81	2,741	141	82	44	49	46	3	130
Optical goods	6	341	53	3	18	44	44	--	41
Lumber and Construction Materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062
Builders' supplies (full line)	197	8,985	1,218	156	400	620	526	94	83
Lumber and millwork	377	99,725	5,329	253	1,229	2,534	2,459	75	655
Brick, tile and terra cotta	79	6,413	848	57	246	433	413	20	53
Cement, lime and plaster	18	1,933	196	11	57	128	119	9	3
Glass	33	2,602	195	28	66	114	111	3	26
Sand, gravel and crushed stone	47	16,050	572	22	137	337	335	2	233
All other	43	2,539	274	26	93	149	140	.9	9
Machinery, Equipment and Supplies	2,496	210,757	20,400	1,922	5,529	11,262	10,795	467	5,237
Commercial mchnry., eqpt. and sple.									
Office (except furniture)	134	4,226	954	117	376	628	608	20	402
Store, restaurant and hotel	178	7,318	976	153	367	603	549	54	223
All other	29	1,526	299	20	64	160	158	2	74
Farm and dairy machinery and equipment	71	3,804	418	61	148	251	244	7	222
Industrial equipment and supplies									
Industrial (full line)	7	2,579	217	4	65	152	152	--	31
Belting, hose and packing	83	6,691	524	64	176	325	317	8	49
Power transmission equipment	37	1,937	169	30	63	88	84	4	66
Rope, cordage and twine	37	16,198	702	22	175	434	427	7	762
All other	577	45,624	3,812	472	1,071	2,043	1,940	103	1,110
Industrial machinery									
Construction (including road building)	97	5,908	650	67	205	355	347	8	313
Machine tools	97	15,617	1,363	60	295	856	837	19	85
Mining and quarrying	49	3,023	313	36	83	160	157	3	48
Oil well and oil refining	43	7,559	678	29	133	354	343	11	282
Power plant	160	11,366	1,053	110	328	638	611	27	194
Textile	24	2,339	167	16	35	73	71	2	1
Used machinery and equipment	26	640	92	23	23	31	28	3	32
All other	259	17,618	1,801	199	555	1,032	970	62	315
Professional equipment and supplies									
Dental	12	232	35	8	21	24	24	--	20
Surgical, medical and hospital	37	2,930	244	30	100	170	167	3	143
All other	33	1,021	160	26	62	81	76	5	51

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CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
UNITED STATES SUMMARYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprietors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>Machinery, Equipment and Spls. (continued)</b>									
Service equipment and supplies									
Barber and beauty parlor	53	\$1,235	\$254	39	87	\$104	\$100	\$4	\$31
Laundry	13	437	67	13	28	33	32	1	36
Upholsterers'	57	11,786	617	33	162	309	300	9	60
All other	169	3,477	427	158	189	210	193	17	66
Transportation equipment and supplies									
Aircraft and aeronautical	12	11,773	1,196	5	136	582	581	1	319
Railroad	159	22,026	2,970	96	513	1,427	1,341	86	279
Boats (including motor, sail & steam)	21	933	72	15	32	49	48	1	4
All other	22	934	170	16	37	90	90	--	19
<b>Metals and Metal Work (except scrap)</b>	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324
Iron and steel (except structural)	173	80,922	2,775	120	524	1,317	1,274	43	926
Structural iron and steel	42	5,664	315	28	84	166	155	11	16
Wire, wire fence and wire rope	36	3,966	249	23	78	156	148	8	93
Copper	10	2,178	161	7	44	113	111	2	30
Sheet metal products	27	2,630	105	27	35	47	44	3	3
Other metals and metal work	89	77,869	1,573	77	303	1,045	999	46	256
<b>Paper and Its Products</b>	250	38,989	2,014	233	542	1,084	1,055	29	162
Wrapping or coarse paper and products	146	29,644	1,524	135	392	603	783	20	85
Fine or printing and writing paper	14	6,402	259	8	50	165	164	1	4
Stationery and stationery supplies	85	2,893	228	84	98	114	106	8	73
Wall paper	5	50	3	6	2	2	2	--	--
<b>Petroleum and Its Products</b>	109	72,733	1,729	63	327	667	641	26	144
<b>Plumbing and Heating Equipment and Spls.</b>	427	25,790	2,680	313	888	1,462	1,409	53	636
Plumbing and heating (full line)	8	738	44	8	20	18	15	3	46
Heating (including stoves and ranges)	105	4,248	586	74	201	334	324	10	82
Plumbing fixtures, equipment and spls.	162	13,262	1,109	129	349	585	564	21	375
All other	152	7,542	941	102	318	525	506	19	133
<b>Tobacco and Its Products (except leaf)</b>	9	1,529	49	10	12	26	26	--	1
<b>Waste Materials</b>	112	40,369	1,930	59	310	901	891	10	558
Iron and steel scrap	42	25,900	1,093	17	151	535	529	6	105
Junk and scrap (full line)	8	684	73	8	25	27	25	2	11
Waste paper, rags and rubber	52	10,916	569	29	108	269	267	2	264
Nonferrous metals	10	2,869	195	5	26	70	70	--	178
<b>All Other Products</b>	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665
Books, periodicals and newspapers	289	18,215	1,854	253	1,418	1,217	1,117	100	1,059
Flowers and nursery stock	73	9,358	1,360	35	465	749	742	7	113
Forest products (except lumber)	74	36,761	1,182	54	219	691	681	10	1,824
Leather and leather goods	152	46,846	1,290	147	342	670	660	10	1,682
Oils and greases (animal and vegetable)	69	143,963	1,344	48	190	666	661	5	297
Rubber (crude)	13	72,882	562	10	69	236	236	--	2,630
Textiles and materials other than dry goods	31	18,216	367	34	56	110	108	2	89
Yarns	112	127,649	3,304	76	409	1,318	1,304	14	877
Miscellaneous kinds of business	271	10,700	961	250	331	545	522	23	94
<b>ASSEMBLERS</b>	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
<b>Farm Products - raw materials</b>	14,293	1,493,387	66,320	7,802	30,085	28,507	25,848	2,659	175,717
Cotton	1,360	287,608	10,913	1,216	2,080	2,528	2,319	209	37,910
Grain	8,907	745,932	35,568	2,948	17,538	17,184	15,708	1,476	56,218
Hides, skins, and furs (raw)	453	13,555	1,151	445	661	558	465	93	1,836
Horses and mules	258	9,304	792	303	383	266	241	25	497
Livestock	2,476	309,774	8,207	2,270	3,737	3,299	2,941	358	2,939
Tobacco (leaf)	261	74,213	6,481	122	4,199	3,449	3,167	282	75,057
Wool and mohair	135	30,943	1,685	139	310	474	441	33	456
All other	443	22,058	1,523	359	1,177	749	566	183	804

(continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS (continued)									
Farm Products - consumer goods	10,814	\$865,968	\$87,730	7,694	48,553	\$39,999	\$32,444	\$7,555	\$13,065
Dairy products	2,867	178,049	12,514	1,234	5,274	5,617	5,428	189	1,599
Poultry and poultry products	2,157	157,074	10,187	1,905	6,648	5,195	4,693	502	2,602
Dairy and poultry products	3,479	96,270	5,105	3,160	4,468	2,563	2,280	283	1,876
Fruits and vegetables (fresh)	2,267	431,457	59,698	1,375	32,032	26,509	19,931	6,578	6,878
All other	44	3,118	226	20	131	115	112	3	110
Farm Supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Feed	375	20,438	1,834	233	1,001	890	799	91	1,185
Fertilizer	42	1,106	137	28	73	52	43	9	35
Seed	76	6,334	315	64	169	146	107	39	309
All other	18	1,372	136	1	79	82	70	12	45
Groceries and Foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All Other Products	305	4,865	827	299	549	455	413	42	421

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$124,872,000.

## WHOLESALE DISTRIBUTION 1935

### STATES

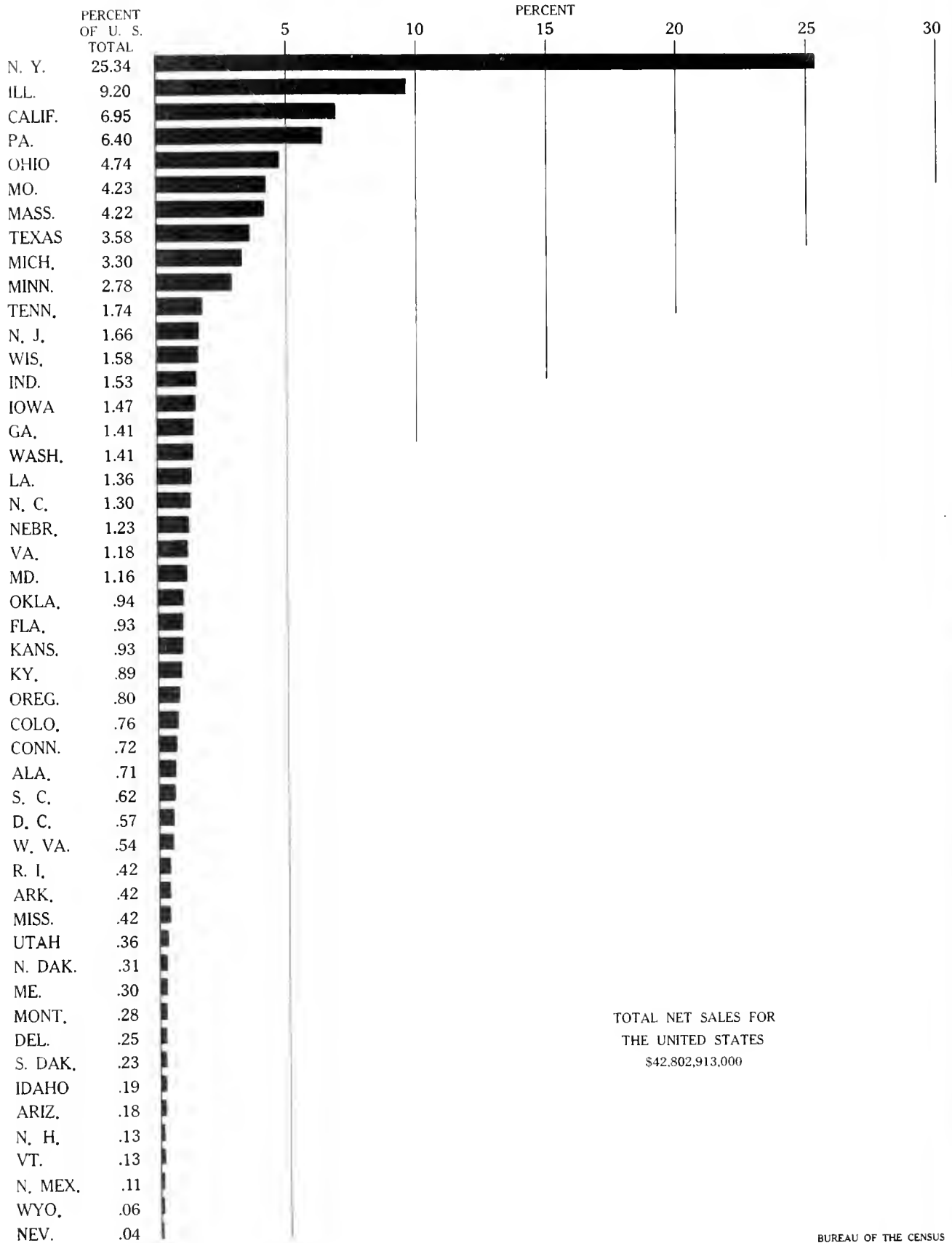
In the following pages a table is given for each state, showing number of establishments, net sales, operating expenses, personnel, pay roll and stocks; first by types of operation and then for each of 6 type-groups by 29 kinds of business.

The States are arranged alphabetically:

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# WHOLESALE DISTRIBUTION: 1935

CHART I. - NET SALES BY STATES EXPRESSED AS PERCENT OF UNITED STATES TOTAL



TOTAL NET SALES FOR  
THE UNITED STATES  
\$42,802,913,000

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF ALABAMA

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,668	\$304,549	\$29,750	920	1/10,675	1/14,201	1/13,909	1/292	2422,832
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	728	155,105	17,313	525	7,091	8,934	8,803	131	17,282
Wholesale merchants	626	121,850	13,444	465	5,698	6,782	6,681	101	13,919
Exporters	5	2,815	467	4	35	69	64	5	176
Importers	5	1,397	108	--	47	56	56	--	125
Industrial distributors	17	13,834	2,227	1	989	1,378	1,367	11	2,904
Drop shippers or desk jobbers	26	11,767	681	11	150	410	402	8	4
Wagon distributors	44	2,316	307	41	128	202	197	5	56
All other 3/	5	1,126	79	3	44	37	36	1	98
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	108	43,831	4,270	3	1,331	2,068	2,018	50	2,614
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	34	14,741	1,275	--	227	486	483	3	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	435	33,958	4,940	56	1/	1/	1/	1/	2,022
Independent stations	68	8,311	582	53	255	301	293	8	486
Chain-operated stations	177	15,327	2,604	3	918	1,502	1,483	19	985
Commission stations	190	10,320	1,754	--	1/	1/	1/	1/	551
<b>AGENTS AND BROKERS</b>	163	40,407	1,178	139	388	576	548	28	381
Auction companies	5	183	25	6	13	11	11	--	21
Brokers	78	23,922	316	75	130	155	147	8	263
Commission merchants	16	6,232	285	8	90	106	98	8	62
Export agents	10	2,021	96	8	20	31	31	--	5
Manufacturers' agents	42	3,628	160	36	62	80	70	10	24
Selling agents	12	4,421	296	6	73	193	191	2	6
<b>ASSEMBLERS</b>	200	16,507	774	197	465	334	281	53	533
Country buyers of farm products	167	13,272	632	182	344	260	220	40	515
Cooperative marketing associations	14	2,906	78	--	53	41	39	2	9
Packers and shippers	18	182	40	12	51	19	8	11	--
All other 4/	7	147	24	3	17	14	14	--	9
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	728	155,105	17,313	525	7,091	8,934	8,803	131	17,282
Amusement and sporting goods	5	218	54	3	19	40	36	4	71
Automotive	36	2,846	616	27	278	330	329	1	560
Chemicals and paints	4	4,202	247	2	91	119	118	1	406
Clothing and furnishings	11	1,188	150	8	47	66	65	1	128
Coal and coke	6	2,743	131	4	29	74	74	--	9
Drugs (full line)	9	5,233	755	1	276	386	385	1	1,105
Drugs and drug sundries (specialty lines)	5	185	40	4	16	19	19	--	14
Dry goods (full line)	13	4,594	663	5	201	389	389	--	1,177
Dry goods (specialty lines)	7	637	69	6	26	34	33	1	98
Electrical goods	11	2,977	430	4	131	249	243	1	311
Farm products - raw materials	28	21,870	1,154	17	217	251	241	10	1,087
Farm products - consumer goods	104	8,837	1,237	99	541	482	470	12	146
Farm supplies	12	1,372	104	10	59	62	60	2	97
Furniture and house furnishings	4	641	75	4	46	60	59	1	133
Groceries (full line)	96	34,828	2,809	80	1,192	1,423	1,413	10	4,082
Groceries and foods (specialty lines)	164	15,279	1,747	133	901	1,027	1,005	22	1,075
Hardware	18	13,513	2,215	3	970	1,368	1,353	15	3,374
Jewelry and optical goods	4	214	62	1	31	35	35	--	56
Lumber and construction materials	47	12,042	1,530	23	544	758	734	24	555
Machinery, equipment and supplies	53	8,212	1,630	27	590	831	821	10	1,345
Paper and its products	13	1,346	247	4	99	161	160	1	291
Plumbing and heating eqpt. and spls.	3	431	78	--	26	35	35	--	75
Tobacco and its products (except leaf)	12	6,003	373	7	144	212	212	--	471
Waste materials	35	2,819	495	26	386	322	317	5	298
All other 5/	28	2,875	402	25	231	201	192	9	318

(Continued on next page)

CENSUS OF BUSINESS									
WHOLESALE DISTRIBUTION: 1935									
STATE OF ALABAMA									
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS									
BY TYPES OF OPERATION AND KINDS OF BUSINESS									
Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>108</b>	<b>\$43,831</b>	<b>\$4,270</b>	<b>3</b>	<b>1,331</b>	<b>\$2,068</b>	<b>\$2,018</b>	<b>\$50</b>	<b>\$2,614</b>
Automotive	9	12,019	546	2	140	271	270	1	351
Chemicals and paints	6	1,790	370	--	71	135	131	4	169
Groceries and foods (specialty lines)	47	21,260	1,749	--	669	880	846	34	1,354
Machinery, equipment and supplies	25	3,749	711	--	236	412	411	1	381
Plumbing and heating eqpt. and spls.	4	1,159	249	--	97	130	123	7	188
All other 6/	17	3,854	645	1	118	240	237	3	171
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>34</b>	<b>14,741</b>	<b>1,275</b>	<b>--</b>	<b>227</b>	<b>486</b>	<b>483</b>	<b>3</b>	<b>--</b>
Electrical goods	5	2,328	143	--	23	60	59	1	--
Machinery, equipment and supplies	11	1,442	175	--	33	94	94	--	--
All other 7/	18	10,971	957	--	171	332	330	2	--
<b>BULK TANK STATIONS</b>	<b>435</b>	<b>33,958</b>	<b>4,940</b>	<b>56</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>2,022</b>
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	<b>163</b>	<b>40,407</b>	<b>1,178</b>	<b>139</b>	<b>388</b>	<b>576</b>	<b>548</b>	<b>28</b>	<b>381</b>
Automotive	3	13	3	4	1	--	--	--	2
Chemicals and paints	3	685	12	3	3	5	5	--	--
Coal and coke	7	2,700	252	3	58	170	170	--	--
Electrical goods	4	120	14	3	5	8	8	--	--
Farm products - raw materials	30	12,409	334	24	103	112	104	8	71
Farm products - consumer goods	8	1,740	55	6	32	31	28	3	78
Farm supplies	4	166	5	2	3	3	3	--	--
Groceries and foods (specialty lines)	53	15,737	259	52	96	131	126	5	199
Lumber and construction materials	17	2,249	104	15	29	40	37	3	8
Machinery, equipment and supplies	16	520	52	11	27	34	25	9	18
Metals and metal work (except scrap)	4	2,215	47	3	17	21	21	--	--
Plumbing and heating eqpt. and spls.	3	320	12	3	3	3	3	--	--
All other 8/	11	1,533	29	10	11	18	18	--	5
<b>ASSEMBLERS</b>	<b>200</b>	<b>16,507</b>	<b>774</b>	<b>197</b>	<b>465</b>	<b>334</b>	<b>281</b>	<b>53</b>	<b>533</b>
Farm products - raw materials	154	15,048	603	164	299	244	218	26	504
Farm products - consumer goods	19	542	47	16	28	15	9	6	3
Farm supplies	10	334	34	2	23	21	20	1	16
Groceries and foods (specialty lines)	13	485	73	9	106	47	27	20	4
All other	4	98	17	6	9	7	7	--	6

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$607,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; 1 mail-order wholesaler; and 2 retailer cooperative warehouses.
- 4/ Includes 5 cream stations and 2 elevators (grain).
- 5/ Includes 2 establishments dealing in beer, wines and liquors; 2 in general merchandise; 2 in metals and metal work (except scrap); 2 in petroleum and its products; and 20 in all other products.
- 6/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 2 in electrical goods; 2 in farm supplies; 2 in furniture and house furnishings; 3 in jewelry and optical goods; 1 in lumber and construction materials; 3 in metals and metal work (except scrap); 2 in paper and its products; and 1 in all other products.
- 7/ Includes 2 establishments dealing in chemicals and paints; 1 in coal and coke; 2 in farm supplies; 1 in groceries and foods (specialty lines); 3 in lumber and construction materials; 3 in metals and metal work (except scrap); 1 in paper and its products; 1 in plumbing and heating equipment and supplies; 3 in tobacco and its products (except leaf); and 1 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 1 in clothing and furnishings; 1 in furniture and house furnishings; 1 in groceries (full line); 1 in paper and its products; 1 in waste materials; and 5 in all other products.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF ARIZONA

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
<b>TOTALS, 1935:</b>	541	\$78,046	\$9,347	239	1/2,670	1/\$3,922	1/\$3,727	1/195	2/\$5,345
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	242	34,027	4,760	167	1,572	2,120	2,052	68	4,026
Wholesale merchants	217	28,544	4,056	147	1,462	1,890	1,825	65	3,529
Exporters	3	3,131	298	3	11	37	37	--	78
Importers	3	363	73	2	10	23	21	2	18
Industrial distributors	5	1,403	241	--	63	134	133	1	306
Wagon distributors	14	586	92	15	26	36	36	--	95
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	38	7,391	847	--	233	400	392	8	492
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	5	1,478	89	--	13	30	28	2	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	188	14,725	2,352	21	1/	1/	1/	1/	638
Independent stations	15	973	104	19	37	54	53	1	23
Chain-operated stations	120	10,737	1,764	2	436	783	768	15	398
Commission stations	53	3,015	484	--	1/	1/	1/	1/	217
<b>AGENTS AND BROKERS</b>	30	13,574	225	27	60	88	83	5	11
Brokers	13	6,655	115	8	24	51	48	3	--
Manufacturers' agents	13	993	39	12	26	25	23	2	3
Other agents 3/	4	5,926	71	7	10	12	12	--	8
<b>ASSEMBLERS</b>	38	6,851	1,074	24	319	447	351	96	178
Country buyers of farm products	8	372	14	10	11	6	6	--	1
Cooperative marketing associations	5	700	52	--	20	21	21	--	26
Packers and shippers	25	5,779	1,008	14	288	420	324	96	151
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	242	34,027	4,760	167	1,572	2,120	2,052	68	4,026
Automotive	28	3,676	671	15	262	383	378	5	705
Beer, wines and liquors	27	3,203	454	22	148	175	159	16	270
Clothing and furnishings	3	77	13	1	9	10	10	--	11
Drugs (full line)	3								
Drugs and drug sundries (specialty lines)	1	1,865	228	1	45	66	66	--	319
Electrical goods	9	1,415	267	2	73	132	131	1	207
Farm products - raw materials	10	5,176	550	6	113	132	129	3	506
Farm products - consumer goods	56	3,420	690	55	250	306	291	15	75
Farm supplies	4	526	45	1	21	26	25	1	15
Groceries (full line)	16	4,562	350	9	137	172	170	2	424
Groceries and foods (specialty lines)	34	2,962	436	30	152	183	181	2	296
Hardware	4	1,703	268	1	84	132	127	5	446
Lumber and construction materials	6	831	189	2	80	107	98	9	160
Machinery, equipment and supplies	16	1,714	297	8	89	158	153	5	248
Paper and its products	3	341	57	2	13	29	29	--	39
Tobacco and its products (except leaf)	7	1,580	79	4	31	37	36	1	74
Waste materials	4	144	19	4	13	13	10	3	6
All other 4/	11	832	147	4	52	59	59	--	225
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	38	7,391	847	--	233	400	392	8	492
Groceries and foods (specialty lines)	17	4,978	522	--	133	241	240	1	250
Machinery, equipment and supplies	8	282	82	--	27	58	57	1	43
All other 5/	13	2,131	243	--	73	101	95	6	199
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 6/</b>	5	1,478	89	--	13	30	28	2	--
<b>BULK TANK STATIONS Petroleum and its products</b>	188	14,725	2,352	21	1/	1/	1/	1/	638

(Continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF ARIZONA

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales ( add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	30	12,574	325	27	60	88	83	5	11
Farm products - raw materials	4	6,356	83	5	10	17	17	--	8
Farm products - consumer goods	3	362	28	3	3	5	5	--	--
Groceries and foods (specialty lines)	10	5,913	78	7	24	44	41	3	--
Machinery, equipment and supplies	6	144	13	5	8	9	9	--	2
All other 1/	7	799	23	7	15	13	11	2	1
<b>ASSEMBLERS</b>	36	6,851	1,074	24	319	447	351	96	178
Farm products - raw materials	5	363	13	7	6	5	5	--	--
Farm products - consumer goods	30	6,398	1,047	13	305	437	341	96	167
All other 8/	3	90	14	4	8	5	5	--	11

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$121,000.
- 3/ Includes 2 commission merchants and 2 expert agents.
- 4/ Includes 1 establishment dealing in chemicals and paints; 1 in jewelry and optical goods; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 5 in all other products.
- 5/ Includes 2 establishments dealing in chemicals and paints; 1 in clothing and furnishings; 3 in electrical goods; 1 in jewelry and optical goods; 2 in paper and its products; 3 in plumbing and heating equipment and supplies; and 2 in all other products.
- 6/ Includes 1 establishment dealing in electrical goods; 1 in machinery, equipment and supplies; 1 in paper and its products; and 1 in tobacco and its products and 1 in all other products.
- 7/ Includes 1 establishment dealing in amusement and sporting goods; 1 in dry goods (full line); 1 in furniture and house furnishings; 1 in groceries (full line); 1 in plumbing and heating equipment and supplies; and 2 in all other products.
- 8/ Includes 1 establishment dealing in farm supplies; 1 in groceries and foods (specialty lines); and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF ARKANSASTABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
TOTALS, 1935:	1,504	\$180,309	\$16,761	747	1/6,006	1/\$7,347	1/\$7,165	1/\$182	2616,348
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	548	94,065	10,705	364	4,340	5,336	5,245	91	12,066
Wholesale merchants	502	90,477	10,263	327	4,188	5,121	5,033	88	11,363
Industrial distributors	12	1,928	317	--	87	156	155	1	482
Drop shippers or desk jobbers	3	1,035	35	1	10	18	18	--	200
All other 3/	31	625	90	36	55	41	39	2	21
MANUFACTURERS' SALES BRANCHES (With stocks)	49	12,627	1,598	--	533	666	654	12	1,232
MANUFACTURERS' SALES OFFICES (Without stocks)	10	2,365	155	--	41	81	81	--	--
BULK TANK STATIONS (PETROLEUM)	518	23,163	3,282	34	1/	1/	1/	1/	1,449
Independent stations	42	1,609	151	32	73	74	72	2	92
Chain-operated stations	199	8,471	1,180	2	508	695	675	20	686
Commission stations	277	13,083	1,951	--	1/	1/	1/	1/	671
AGENTS AND BROKERS	101	26,453	466	97	186	242	232	10	375
Brokers	58	20,981	262	54	94	124	120	4	23
Commission merchants	16	4,172	94	18	35	44	41	3	123
Manufacturers' agents	23	807	65	24	42	46	44	2	29
Selling agents	4	493	45	1	15	28	27	1	200
ASSEMBLERS	278	21,636	555	252	325	253	206	47	1,226
Country buyers of farm products	213	12,781	378	218	234	162	130	32	1,216
Cooperative marketing associations	27	7,315	74	--	29	43	33	10	1
Packers and shippers	9	1,260	95	10	49	42	37	5	8
All other 4/	29	280	8	24	13	6	6	--	1
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	548	94,065	10,705	364	4,340	5,336	5,245	91	12,066
Amusement and sporting goods	3	505	107	1	30	43	43	--	119
Automotive	37	1,979	582	20	247	352	348	4	536
Beer, wines and liquors	38	4,887	681	31	183	202	197	5	439
Chemicals and paints	5	400	84	2	33	48	43	5	47
Clothing and furnishings	9	499	76	7	28	51	51	--	145
Drugs (full line)	4	3,467	490	--	163	291	291	--	768
Drugs and drug sundries (specialty lines)	11	391	85	6	48	50	49	1	57
Dry goods (full line)	10	2,887	415	4	148	240	239	1	592
Electrical goods	8	1,143	185	4	64	98	97	1	113
Farm products - raw materials	8	3,981	148	6	46	41	35	6	170
Farm products - consumer goods	44	4,501	659	40	321	325	314	11	153
Farm supplies	16	2,200	165	13	83	99	93	6	158
Groceries (full line)	128	41,222	3,765	60	1,436	1,798	1,784	14	4,921
Groceries and foods (specialty lines)	109	10,059	872	102	441	406	399	7	544
Hardware	8	3,909	588	1	251	341	340	1	1,165
Lumber and construction materials	23	3,290	416	10	224	211	205	6	710
Machinery, equipment and supplies	28	3,089	593	14	180	301	297	4	732
Paper and its products	5	714	129	2	47	75	75	--	109
Petroleum and its products	7	371	60	5	29	34	34	--	23
Plumbing and heating eqpt. and apls.	4	416	90	2	35	52	51	1	102
Tobacco and its products (except leaf)	8	1,842	86	7	37	43	42	1	59
Waste materials	17	733	134	16	150	85	70	15	109
All other 5/	18	1,580	295	11	116	150	148	2	295
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	49	12,627	1,598	--	533	666	654	12	1,232
Groceries and foods (specialty lines)	24	3,248	697	--	279	318	313	5	398
Machinery, equipment and supplies	12	3,070	687	--	154	226	224	2	672
All other 6/	13	1,309	214	--	100	122	117	5	162
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 7/	10	2,365	155	--	41	81	81	--	--
BULK TANK STATIONS Petroleum and its products	518	23,163	3,282	34	1/	1/	1/	1/	1,449

(Continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF ARKANSAS

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales ( add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS	101	\$26,453	\$466	97	186	\$242	\$232	\$10	\$375
Farm products - raw materials	41	13,090	154	45	62	68	64	4	125
Farm products - consumer goods	8	695	18	8	5	5	4	1	--
Groceries and foods (specialty lines)	20	11,017	163	15	54	82	80	2	20
Lumber and construction materials	9	566	21	8	7	9	8	1	7
Machinery, equipment and supplies	4	54	9	4	3	5	5	--	--
Petroleum and its products	3	211	2	3	2	2	2	--	1
All other 8/	16	820	99	14	53	71	69	2	222
ASSEMBLERS	278	21,636	555	252	325	253	206	47	1,226
Farm products - raw materials	147	16,766	246	136	113	105	88	17	467
Farm products - consumer goods	118	4,757	283	99	180	128	113	15	741
Farm supplies	4	37	18	5	18	15	1	14	5
Groceries and foods (specialty lines)	3	40	5	3	9	3	2	1	--
All other	6	36	3	9	5	2	2	--	13

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$583,000.
- 3/ Includes 2 mail-order wholesalers and 29 wagon distributors.
- 4/ Includes 28 cream stations and 1 elevator (grain).
- 5/ Includes 1 establishment dealing in coal and coke; 1 in furniture and house furnishings; 2 in general merchandise; 1 in jewelry and optical goods; 1 in metals and metal work (except scrap); and 12 in all other products.
- 6/ Includes 1 establishment dealing in amusement and sporting goods; 1 in automotive products; 1 in chemicals and paints; 3 in electrical goods; 2 in farm products - consumer goods; 3 in jewelry and optical goods; and 2 in plumbing and heating equipment and supplies.
- 7/ Includes 1 establishment dealing in lumber and construction materials; 6 in machinery, equipment and supplies; and 3 in tobacco and its products (except leaf).
- 8/ Includes 2 establishments dealing in automotive products; 1 in chemicals and paints; 2 in coal and coke; 1 in electrical goods; 2 in furniture and house furnishings; 1 in metals and metal work (except scrap); 1 in paper and its products; and 6 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF CALIFORNIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>12,342</b>	<b>2,975,253</b>	<b>354,902</b>	<b>8,450</b>	<b>1/108,857</b>	<b>1/166,749</b>	<b>1/158,206</b>	<b>1/28,543</b>	<b>2/237,943</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALEERS</b>	<b>7,161</b>	<b>1,267,742</b>	<b>170,749</b>	<b>6,307</b>	<b>56,913</b>	<b>88,621</b>	<b>86,450</b>	<b>2,171</b>	<b>155,353</b>
Wholesale merchants	6,375	1,047,531	149,371	5,723	51,190	78,563	76,613	1,950	128,162
Voluntary-group wholesalers	6	2,358	478	2	208	332	331	1	891
Converters	5	2,478	104	1	24	61	61	--	202
Exporters	40	36,625	2,276	31	250	506	499	7	5,387
Importers	189	78,718	5,726	145	1,315	2,566	2,508	58	5,742
Industrial distributors	175	46,806	7,638	58	2,271	4,045	3,962	83	12,350
Drop shippers or desk jobbers	31	10,360	702	23	155	377	376	1	92
Mail-order wholesalers	9	149	40	9	14	16	15	1	25
Retailer-cooperative warehouses	10	17,212	823	--	264	466	460	6	1,667
Wagon distributors	321	20,505	3,091	315	1,222	1,689	1,625	64	835
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>1,074</b>	<b>579,546</b>	<b>73,943</b>	<b>45</b>	<b>16,412</b>	<b>31,815</b>	<b>31,313</b>	<b>502</b>	<b>59,201</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>294</b>	<b>198,729</b>	<b>15,531</b>	<b>9</b>	<b>2,148</b>	<b>4,739</b>	<b>4,666</b>	<b>73</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>1,346</b>	<b>230,243</b>	<b>36,025</b>	<b>190</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>9,101</b>
Independent stations	182	18,576	2,055	173	626	938	911	27	596
Chain-operated stations	1,014	201,936	32,041	17	7,746	14,754	14,587	167	8,047
Commission stations	150	9,531	1,919	--	1/	1/	1/	1/	458
<b>AGENTS AND BROKERS</b>	<b>1,615</b>	<b>397,489</b>	<b>15,299</b>	<b>1,428</b>	<b>4,117</b>	<b>7,413</b>	<b>7,185</b>	<b>228</b>	<b>8,660</b>
Auction companies	22	1,874	202	20	77	86	80	6	204
Brokers	236	134,389	2,795	198	629	1,346	1,315	31	1,032
Commission merchants	125	76,429	3,285	103	849	1,518	1,478	40	1,364
Export agents	42	13,521	615	30	120	224	220	4	63
Import agents	30	24,581	806	29	141	293	289	4	847
Manufacturers' agents	1,054	107,526	5,969	989	1,889	3,088	2,953	135	3,756
Selling agents	101	36,686	1,592	58	402	839	831	8	1,387
Other agents	5	1,983	35	1	10	19	19	--	7
<b>ASSEMBLERS</b>	<b>852</b>	<b>301,504</b>	<b>43,355</b>	<b>471</b>	<b>20,895</b>	<b>18,469</b>	<b>13,094</b>	<b>5,375</b>	<b>5,528</b>
Country buyers of farm products	195	12,132	848	243	417	388	301	87	299
Cooperative marketing associations	216	169,281	21,559	--	9,022	7,690	5,558	2,132	3,321
Packers and shippers	436	119,449	20,931	214	11,449	10,384	7,228	3,156	2,004
All other 3/	5	642	17	14	7	7	7	--	4
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALEERS</b>	<b>7,161</b>	<b>1,267,742</b>	<b>170,749</b>	<b>6,307</b>	<b>56,913</b>	<b>88,621</b>	<b>86,450</b>	<b>2,171</b>	<b>155,353</b>
Amusement and sporting goods	122	17,101	2,164	80	729	1,269	1,240	29	2,484
Automotive	608	84,864	12,202	496	4,984	7,745	7,575	170	11,606
Beer, wines and liquors	560	69,420	9,489	486	3,269	4,621	4,471	150	6,320
Chemicals and paints	120	12,208	2,178	97	726	1,118	1,082	36	1,812
Clothing and furnishings	241	28,576	3,737	233	1,158	1,951	1,896	55	3,817
Coal and cokes	13	1,032	157	12	91	123	116	7	122
Drugs (full line)	14	35,016	5,012	2	1,826	2,565	2,559	6	6,555
Drugs and drug sundries (specialty lines)	129	8,397	1,929	99	594	958	936	22	1,152
Dry goods (full line)	9	6,594	936	7	303	528	519	9	1,429
Dry goods (specialty lines)	158	22,852	2,813	123	862	1,496	1,454	42	3,760
Electrical goods	223	50,560	7,864	139	2,591	4,300	4,255	45	6,439
Farm products - raw materials	98	69,668	4,256	82	689	1,322	1,265	57	8,370
Farm products - consumer goods	999	150,200	20,439	1,110	7,178	10,631	10,266	365	3,395
Farm supplies	109	32,036	3,940	75	1,288	1,768	1,694	74	3,549
Furniture and house furnishings	188	16,878	2,995	170	1,112	1,525	1,484	41	3,710
General merchandise	27	32,400	2,775	14	836	1,409	1,404	5	2,643
Groceries (full line)	167	124,176	8,833	56	3,312	5,251	5,217	34	14,027
Groceries and foods (specialty lines)	981	157,041	22,269	1,206	7,044	10,945	10,666	279	11,886
Hardware	76	31,144	5,572	54	2,107	3,271	3,236	35	10,495
Jewelry and optical goods	134	15,457	2,998	106	960	1,576	1,538	38	3,261
Lumber and construction materials	211	41,000	7,667	143	2,070	3,542	3,431	111	7,912
Machinery, equipment and supplies	728	89,277	17,824	432	5,655	9,764	9,469	295	19,981
Metals and metal work (except scrap)	84	13,546	2,381	43	783	1,392	1,350	42	3,348
Paper and its products	131	18,973	3,766	93	1,392	2,394	2,371	23	4,033
Petroleum and its products	52	6,195	878	41	249	474	469	5	875
Plumbing and heating eqpt. and spls.	121	14,510	2,668	66	962	1,545	1,508	37	3,310
Tobacco and its products (except leaf)	126	76,763	6,125	91	929	1,510	1,502	8	4,586
Waste materials	228	15,942	2,856	234	1,418	1,437	1,380	57	1,549
All other	504	25,916	4,026	517	1,796	2,191	2,097	94	2,927

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>1,074</b>	<b>\$579,546</b>	<b>\$73,943</b>	<b>45</b>	<b>16,412</b>	<b>\$31,815</b>	<b>\$31,313</b>	<b>\$502</b>	<b>\$59,201</b>
Amusement and sporting goods	28	10,835	1,653	--	508	796	791	5	1,651
Automotive	72	83,211	5,993	1	1,578	3,089	3,060	29	5,553
Beer, wines and liquors	57	31,226	4,419	--	761	1,620	1,595	25	2,715
Chemicals and paints	73	21,776	4,772	2	1,322	2,505	2,425	80	3,610
Clothing and furnishings	52	18,275	2,324	12	600	1,373	1,360	13	2,773
Drugs and drug sundries (specialty lines)	30	8,043	1,878	--	397	969	968	1	930
Dry goods (specialty lines)	31	8,135	775	3	217	471	470	1	1,615
Electrical goods	44	24,662	2,551	5	691	1,488	1,468	20	2,547
Farm products - consumer goods	13	2,766	894	--	216	399	399	--	781
Furniture and house furnishings	19	4,609	584	5	157	282	277	5	670
Groceries and foods (specialty lines)	173	194,452	22,799	2	3,552	6,855	6,698	157	12,830
Hardware	9	895	171	--	65	100	99	1	148
Jewelry and optical goods	22	3,495	884	--	220	467	467	--	565
Lumber and construction materials	30	10,250	1,409	1	417	757	753	4	1,732
Machinery, equipment and supplies	247	38,327	8,795	2	2,769	5,239	5,144	95	8,522
Metals and metal work (except scrap)	35	38,130	3,030	1	842	1,593	1,576	17	4,455
Paper and its products	34	17,041	2,651	2	859	1,531	1,524	7	2,910
Petroleum and its products	13	5,465	1,084	--	189	469	464	5	679
Plumbing and heating eqpt. and spls.	34	9,050	1,656	4	543	802	773	29	1,917
Tobacco and its products (except leaf)	7	40,118	4,632	4	227	476	476	--	1,389
All other 4/	51	8,785	989	1	282	534	526	8	1,009
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>294</b>	<b>198,729</b>	<b>15,531</b>	<b>9</b>	<b>2,148</b>	<b>4,739</b>	<b>4,666</b>	<b>73</b>	<b>--</b>
Amusement and sporting goods	8	7,105	816	--	273	444	444	--	--
Beer, wines and liquors	5	3,469	487	--	57	140	140	--	--
Chemicals and paints	14	10,560	1,050	--	123	328	328	--	--
Clothing and furnishings	12	2,014	69	2	12	46	46	--	--
Drugs and drug sundries (specialty lines)	5	452	57	2	25	45	45	--	--
Dry goods (specialty lines)	14	2,369	109	1	35	75	75	--	--
Electrical goods	13	2,537	236	--	58	121	120	1	--
Furniture and house furnishings	13	3,899	320	3	44	127	127	--	--
Groceries and foods (specialty lines)	16	35,152	5,010	--	271	550	550	--	--
Jewelry and optical goods	7	292	25	--	10	21	21	--	--
Lumber and construction materials	22	8,566	662	--	175	372	372	--	--
Machinery, equipment and supplies	61	53,015	1,219	--	312	769	766	3	--
Metals and metal work (except scrap)	25	30,586	1,374	1	258	620	620	--	--
Paper and its products	24	20,425	2,357	--	104	340	279	61	--
Plumbing and heating eqpt. and spls.	7	241	72	--	18	34	30	4	--
Tobacco and its products (except leaf)	5	12,959	125	--	40	85	85	--	--
All other 5/	43	5,088	1,543	--	333	622	618	4	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,346	230,243	36,025	190	1/	1/	1/	1/	9,101

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time: Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	1,615	\$397,489	\$15,299	1,428	4,117	\$7,413	\$7,185	\$228	\$8,660
Amusement and sporting goods	35	4,117	434	34	93	152	147	5	41
Automotive	84	5,089	387	75	133	196	189	7	343
Beer, wines and liquors	17	2,275	99	16	35	55	54	1	122
Chemicals and paints	43	6,119	236	36	64	119	116	3	245
Clothing and furnishings	144	15,573	500	145	101	165	162	3	164
Coal and coke	3	72	11	2	3	4	4	--	--
Drugs and drug sundries (specialty lines)	29	4,594	384	25	138	182	180	2	104
Dry goods (full line)	1	21,324	480	130	140	212	208	4	574
Dry goods (specialty lines)	132								
Electrical goods	93	5,403	442	76	181	248	234	14	575
Farm products - raw materials	70	45,508	781	68	156	309	289	20	1,124
Farm products - consumer goods	127	61,362	3,148	108	794	1,500	1,462	38	561
Farm supplies	21	9,582	299	18	79	147	140	7	66
Furniture and house furnishings	77	13,135	629	56	195	349	332	17	893
General merchandise	10	2,601	147	8	40	79	78	1	36
Groceries (full line)	2	132,663	2,996	133	731	1,540	1,524	16	1,868
Groceries and foods (specialty lines)	164								
Hardware	54	4,071	248	47	96	137	126	11	53
Jewelry and optical goods	35	1,649	106	34	24	51	51	--	137
Lumber and construction materials	53	8,637	624	44	126	240	229	11	331
Machinery, equipment and supplies	232	15,840	1,751	207	495	972	944	28	917
Metals and metal work (except scrap)	24	2,609	125	20	49	73	71	2	115
Paper and its products	28	3,723	422	26	79	154	144	10	38
Petroleum and its products	13	6,984	189	9	49	99	98	1	1
Plumbing and heating eqpt. and spls.	47	2,990	397	37	114	210	204	6	278
All other 6/	77	21,569	464	64	202	220	199	21	74
<b>ASSEMBLERS</b>	852	301,504	43,355	471	20,895	18,469	13,094	5,375	5,628
Farm products - raw materials	32	14,980	373	36	89	161	142	19	223
Farm products - consumer goods	655	250,851	39,845	316	19,668	17,203	12,203	5,000	2,683
Farm supplies	31	2,805	325	21	143	172	150	22	135
Groceries and foods (specialty lines)	60	32,319	2,877	18	855	852	521	331	2,582
All other	74	551	135	80	140	81	78	3	5

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$13,954,000.
- 3/ Includes 3 cream stations and 2 elevators (grain).
- 4/ Includes 1 establishment dealing in coal and coke; 3 in farm supplies; and 47 in all other products.
- 5/ Includes 2 establishments dealing in automotive products; 1 in farm products - consumer goods; 1 in farm supplies; 2 in hardware; 3 in petroleum and its products; and 34 in all other products.
- 6/ Includes 1 establishment dealing in tobacco and its products (except leaf); 2 in waste materials; and 74 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF COLORADO

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  add 000.	Operating expenses including pay roll  (add 000.)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000.)			Stocks on hand, end of year  (add 000.)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,884	\$324,382	\$30,868	830	1/10,102	1/\$15,064	1/\$14,731	1/\$333	2/\$18,782
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	738	115,808	15,289	471	5,973	8,219	8,042	177	12,251
Wholesale merchants	696	110,524	14,700	440	5,741	7,879	7,712	167	11,802
Industrial distributors	6	2,046	322	--	145	204	199	5	390
Drop shippers or desk jobbers	9	1,422	102	5	17	40	39	1	--
Wagon distributors	24	1,435	150	23	66	88	84	4	50
All other 3/	3	381	15	3	4	8	8	--	9
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	135	61,817	6,925	2	1,601	3,056	3,037	19	3,547
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	47	19,973	1,434	--	304	588	587	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	482	25,659	3,983	68	1/	1/	1/	1/	1,550
Independent stations	77	5,686	664	61	239	354	346	8	373
Chain-operated stations	307	16,320	2,628	7	810	1,256	1,254	2	897
Commission stations	98	3,653	691	--	1/	1/	1/	1/	280
<b>AGENTS AND BROKERS</b>	180	80,913	2,107	142	580	1,070	1,024	46	298
Brokers	45	20,816	539	37	130	289	286	3	35
Commission merchants	35	44,546	763	26	212	377	353	24	111
Manufacturers' agents	80	9,411	265	70	90	115	108	7	43
Selling agents	15	5,626	525	4	132	278	267	11	107
Other agents 4/	5	514	15	5	16	11	10	1	2
<b>ASSEMBLERS</b>	302	20,212	1,130	147	595	521	441	80	1,136
Country buyers of farm products	81	2,643	186	81	117	84	74	10	129
Cream stations	54	296	6	31	29	4	1	3	--
Cooperative marketing associations	41	9,408	373	--	156	193	165	28	298
Elevators (grain)	113	6,900	386	26	218	181	155	26	676
Packers and shippers	13	965	179	9	75	59	46	13	33
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	738	115,808	15,289	471	5,973	8,219	8,042	177	12,251
Amusement and sporting goods	14	1,140	298	5	112	144	141	3	246
Automotive	73	6,665	1,389	48	584	767	757	10	1,077
Beer, wines and liquors	33	4,407	562	19	229	301	296	5	390
Chemicals and paints	7	324	63	6	26	37	37	--	71
Clothing and furnishings	20	2,506	346	16	116	193	193	--	185
Coal and coke	7	257	18	5	8	13	13	--	1
Drugs (full line)	7	6,610	853	--	288	421	420	1	922
Drugs and drug sundries (specialty lines)	10	544	120	9	49	80	79	1	100
Dry goods (full line)	2	884	153	4	64	88	88	--	240
Dry goods (specialty lines)	3								
Electrical goods	24	3,546	605	11	197	326	323	3	514
Farm products - raw materials	25	11,081	656	7	219	324	317	7	659
Farm products - consumer goods	136	14,300	1,555	126	797	860	831	29	342
Farm supplies	19	3,169	333	13	141	163	149	14	318
Furniture and house furnishings	10	1,788	336	6	144	165	163	2	404
Groceries (full line)	47	20,401	2,095	9	774	1,238	1,223	15	2,432
Groceries and foods (specialty lines)	83	11,191	1,221	70	461	541	524	17	301
Hardware	4	1,349	152	--	73	100	95	5	469
Jewelry and optical goods	7	450	129	3	64	88	88	--	58
Lumber and construction materials	17	3,310	585	5	164	266	264	2	437
Machinery, equipment and supplies	70	7,938	1,698	37	585	952	938	14	1,240
Paper and its products	12	2,437	473	4	180	262	261	1	289
Petroleum and its products	10	387	82	5	31	46	46	--	28
Plumbing and heating eqpt. and spls.	13	2,107	479	3	196	234	220	14	481
Tobacco and its products (except leaf)	17	4,904	293	12	108	157	153	4	249
Waste materials	28	1,099	158	27	89	82	73	9	261
All other 5/	40	3,024	637	21	274	371	350	21	537

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF COLORADOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>135</b>	<b>\$61,817</b>	<b>\$6,925</b>	<b>2</b>	<b>1,601</b>	<b>\$3,056</b>	<b>\$3,037</b>	<b>\$19</b>	<b>\$3,547</b>
Amusement and sporting goods	5	818	215	--	74	121	121	--	57
Automotive	17	16,461	1,301	--	337	653	648	5	791
Beer, wines and liquors	7	3,329	430	--	56	121	121	--	114
Electrical goods	6	6,808	470	--	102	207	207	--	524
Furniture and house furnishings	5	1,119	87	--	24	40	39	1	127
Groceries and foods (specialty lines)	41	14,652	2,145	--	412	741	732	9	539
Machinery, equipment and supplies	27	4,336	922	--	286	524	523	1	685
Metals and metal work (except scrap)	4	8,340	215	--	49	113	112	1	167
Plumbing and heating eqpt. and spls.	4	325	45	--	14	22	22	--	47
All other 6/	19	5,629	1,095	2	247	514	512	2	496
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>47</b>	<b>19,973</b>	<b>1,434</b>	<b>--</b>	<b>304</b>	<b>588</b>	<b>587</b>	<b>1</b>	<b>--</b>
Amusement and sporting goods	4	1,266	277	--	100	155	155	--	--
Groceries and foods (specialty lines)	5	6,445	576	--	85	153	153	--	--
Machinery, equipment and supplies	14	3,943	166	--	38	96	96	--	--
Metals and metal work (except scrap)	9	2,884	104	--	25	61	60	1	--
All other 7/	15	5,435	311	--	56	123	123	--	--
<b>BULK TANK STATIONS</b>	<b>482</b>	<b>25,659</b>	<b>3,983</b>	<b>68</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,550</b>
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	<b>180</b>	<b>30,913</b>	<b>2,107</b>	<b>142</b>	<b>580</b>	<b>1,070</b>	<b>1,024</b>	<b>46</b>	<b>298</b>
Amusement and sporting goods	3	13	8	3	4	3	3	--	--
Automotive	7	269	21	6	8	8	7	1	3
Chemicals and paints	3	55	1	4	1	--	--	--	1
Clothing and furnishings	5	331	25	4	6	14	14	--	1
Coal and coke	9	2,634	302	--	65	133	126	7	28
Electrical goods	8	679	33	5	11	14	14	--	1
Farm products - raw materials	32	47,194	698	28	191	357	336	21	99
Farm products - consumer goods	23	7,580	220	18	70	94	90	4	22
Furniture and house furnishings	5	753	53	5	16	31	31	--	72
Groceries and foods (specialty lines)	26	15,932	342	18	77	190	186	4	15
Hardware	5	211	9	4	2	3	3	--	--
Lumber and construction materials	6	280	35	5	11	17	16	1	3
Machinery, equipment and supplies	32	4,009	295	27	96	175	169	6	36
Metals and metal work (except scrap)	4	136	4	4	1	--	--	--	1
Paper and its products	3	66	1	3	1	1	1	--	--
All other 8/	9	771	60	8	20	30	28	2	16
<b>ASSEMBLERS</b>	<b>302</b>	<b>20,212</b>	<b>1,130</b>	<b>147</b>	<b>595</b>	<b>521</b>	<b>441</b>	<b>80</b>	<b>1,136</b>
Farm products - raw materials	138	13,458	540	42	275	258	227	31	891
Farm products - consumer goods	152	6,404	529	96	293	238	191	47	234
Farm supplies	6	184	34	4	13	13	11	2	10
All other	6	166	27	5	14	12	12	--	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$535,000.

3/ Includes 1 importer and 2 mail-order wholesalers.

4/ Includes 4 auction companies and 1 export agent.

5/ Includes 1 establishment dealing in general merchandise; 2 in metals and metal work (except scrap); and 37 in all other products.

6/ Includes 2 establishments dealing in chemicals and paints; 3 in clothing and furnishings; 3 in drugs and drug sundries (specialty lines); 3 in jewelry and optical goods; 2 in lumber and construction materials; 2 in paper and its products; 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 2 in all other products.

7/ Includes 1 establishment dealing in automotive products; 2 in chemicals and paints; 2 in electrical goods; 1 in furniture and house furnishings; 1 in lumber and construction materials; 2 in paper and its products; 2 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 3 in all other products.

8/ Includes 1 establishment dealing in beer, wines and liquors; 2 in dry goods (specialty lines); 1 in farm supplies; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 2 in all other products.

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935							
		STATE OF CONNECTICUT							
		TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS							
Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>1,481</b>	<b>\$306,078</b>	<b>\$39,481</b>	<b>766</b>	<b>1/12,727</b>	<b>2/20,353</b>	<b>1/19,959</b>	<b>1/394</b>	<b>2/29,928</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>1,095</b>	<b>172,666</b>	<b>24,400</b>	<b>700</b>	<b>8,623</b>	<b>13,232</b>	<b>12,965</b>	<b>267</b>	<b>17,702</b>
Wholesale merchants	1,033	161,306	23,221	669	8,250	12,575	12,313	262	16,775
Importers	6	1,811	110	3	36	56	56	--	69
Industrial distributors	14	2,413	484	1	159	277	276	1	348
Drop shippers or desk jobbers	5	2,884	126	--	17	92	91	1	44
Retailer-cooperative warehousees	8	2,129	206	--	80	99	99	--	315
Wagon distributors	26	1,124	106	26	51	62	59	3	19
All other 3/	3	999	147	1	30	71	71	--	132
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>161</b>	<b>61,398</b>	<b>6,811</b>	<b>3</b>	<b>2,008</b>	<b>3,582</b>	<b>3,542</b>	<b>40</b>	<b>5,421</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>31</b>	<b>10,867</b>	<b>793</b>	<b>--</b>	<b>223</b>	<b>525</b>	<b>522</b>	<b>3</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>120</b>	<b>41,691</b>	<b>6,221</b>	<b>12</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>4,139</b>
Independent stations	16	2,107	272	11	72	133	131	2	94
Chain-operated stations	82	37,211	5,383	1	1,432	2,280	2,252	28	3,766
Commission stations	22	2,373	566	--	1/	1/	1/	1/	279
<b>AGENTS AND BROKERS</b>	<b>46</b>	<b>14,096</b>	<b>815</b>	<b>33</b>	<b>134</b>	<b>366</b>	<b>357</b>	<b>9</b>	<b>212</b>
Brokers	7	7,116	87	7	14	30	28	2	4
Manufacturers' agents	26	1,370	139	20	53	83	77	6	4
Selling agents	6	2,569	82	--	19	42	42	--	--
Other agents 4/	7	3,041	507	6	48	211	210	1	204
<b>ASSEMBLERS</b>	<b>28</b>	<b>5,360</b>	<b>441</b>	<b>18</b>	<b>235</b>	<b>235</b>	<b>190</b>	<b>45</b>	<b>2,454</b>
Country buyers of farm products	16	1,698	133	16	65	53	50	3	2,424
Cooperative marketing associations	9	3,410	197	--	88	108	102	6	30
Packers and shippers	3	252	111	2	82	74	38	36	--
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>1,095</b>	<b>172,666</b>	<b>24,400</b>	<b>700</b>	<b>8,623</b>	<b>13,232</b>	<b>12,965</b>	<b>267</b>	<b>17,702</b>
Amusement and sporting goods	16	771	129	12	55	66	63	3	164
Automotive	66	8,478	1,425	43	542	886	823	3	1,171
Beer, wines and liquors	68	13,527	1,563	40	585	847	840	7	954
Chemicals and paints	25	2,186	557	13	217	315	277	38	426
Clothing and furnishings	25	1,485	181	24	60	81	79	2	230
Coal and coke	16	8,554	1,056	6	206	403	381	22	470
Drugs (full line)	5	4,808	660	--	211	360	360	--	669
Drugs and drug sundries (specialty lines)	15	1,656	350	8	130	174	166	8	265
Dry goods (full line)	4	1,224	124	5	44	64	64	--	163
Dry goods (specialty lines)	13	341	63	7	20	28	28	--	77
Electrical goods	41	6,402	1,079	13	351	621	607	14	974
Farm products - raw materials	22	4,238	1,181	13	488	545	524	21	1,028
Farm products - consumer goods	142	21,054	2,539	121	938	1,370	1,331	39	355
Farm supplies	12	5,418	582	6	101	312	309	3	323
Furniture and house furnishings	13	2,316	458	4	133	239	237	2	330
General merchandise	5	1,199	294	--	114	186	186	--	267
Groceries (full line)	32	14,211	1,389	19	461	749	745	4	1,945
Groceries and foods (specialty lines)	161	20,654	2,167	128	789	1,186	1,161	25	1,001
Hardware	11	1,095	241	5	80	116	113	3	165
Jewelry and optical goods	6	669	67	4	24	29	27	2	81
Lumber and construction materials	21	6,053	982	6	362	574	571	3	892
Machinery, equipment and supplies	79	7,732	1,669	33	591	971	958	13	1,177
Metals and metal work (except scrap)	12	1,208	233	4	99	147	145	2	354
Paper and its products	43	5,528	1,119	16	327	670	664	6	1,024
Petroleum and its products	15	2,853	468	14	147	240	239	1	49
Plumbing and heating eqpt. and spls.	46	6,280	1,319	20	441	687	681	6	1,597
Tobacco and its products (except leaf)	40	13,607	675	35	261	370	361	9	764
Waste materials	91	6,315	1,345	62	627	782	759	23	572
All other	50	2,804	465	39	219	274	266	8	215

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF CONNECTICUTTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000)	Operating expenses (including pay roll) add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	161	\$61,398	\$6,811	3	2,068	\$3,582	\$3,542	\$40	\$5,421
Amusement and sporting goods	4	772	119	--	41	69	69	--	18
Automotive	18	4,904	789	--	243	444	443	1	634
Beer, wines and liquore	6	1,559	303	--	64	140	138	2	24
Farm products - consumer goods	10	1,037	428	--	87	146	142	4	11
Furniture and house furnishings	4	690	73	--	17	39	38	1	45
Groceries and foods (specialty lines)	63	38,088	2,668	--	939	1,430	1,412	18	972
Hardware	4	6,977	743	--	120	317	317	--	2,819
Jewelry and optical goods	4	243	91	--	34	42	41	1	25
Machinery, equipment and supplies	27	2,156	599	--	206	454	451	3	223
Plumbing and heating eqpt. and sple.	5	889	197	--	49	73	73	--	182
All other 5/	16	7,113	801	3	208	428	418	10	498
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	31	10,867	753	--	223	525	522	3	--
Amusement and sporting goods	4	1,735	208	--	75	127	127	--	--
Machinery, equipment and supplies	13	1,725	171	--	52	135	132	3	--
Metals and metal work (except scrap)	5	2,429	57	--	13	36	36	--	--
All other 6/	9	4,978	357	--	83	227	227	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	120	41,691	6,221	12	1/	1/	1/	1/	4,139
<b>AGENTS AND BROKERS</b>	46	14,096	815	33	134	366	357	9	212
Coal and coke	5	2,463	72	--	13	34	34	--	--
Farm products - consumer goods	5	3,420	86	5	17	36	37	1	3
Furniture and house furnishings	4	262	24	3	10	17	14	3	--
Groceries and foods (specialty lines)	4	4,962	63	2	13	29	27	2	--
Machinery, equipment and supplies	12	2,207	501	9	46	214	213	1	4
All other 7/	16	782	69	14	35	34	32	2	200
<b>ASSEMBLERS</b>	28	5,360	441	18	235	235	190	45	2,454
Farm products - raw materials	14	1,656	126	16	60	48	46	2	2,419
Farm products - consumer goods	11	3,452	204	--	93	113	106	7	35
Groceries and foods (specialty lines)	3	252	111	2	62	74	38	36	--

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$744,000.

3/ Includes 2 voluntary-group wholesalers and 1 mail-order wholesaler.

4/ Includes 1 auction company; 5 commission merchants; and 1 export agent.

5/ Includes 2 establishments dealing in chemicals and paints; 1 in clothing and furnishings; 3 in drugs and drug sundries (specialty lines); 1 in dry goods (specialty lines); 3 in electrical goods; 1 in farm supplies; 2 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in paper and its products; and 1 in all other products.

6/ Includes 1 establishment dealing in chemicals and paints; 2 in electrical goods; 2 in jewelry and optical goods; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 2 in all other products.

7/ Includes 2 establishments dealing in amusement and sporting goods; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 2 in electrical goods; 2 in farm products - raw materials; 2 in metals and metal work (except scrap); 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; and 4 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF DELAWARE

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full time	Part-time	
<b>TOTALS, 1935:</b>	262	\$106,300	\$10,061	148	1/ 1,899	1/ \$3,175	1/ \$3,110	1/ \$65	2/ \$7,057
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	145	25,722	3,069	87	1,116	1,514	1,483	31	2,119
Wholesale merchants	133	22,973	2,805	83	1,011	1,347	1,318	29	1,819
Wagon distributors	6	240	31	4	11	13	11	2	6
All other 3/	6	2,509	233	--	94	154	154	--	294
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	23	67,864	5,672	--	520	1,347	1,336	11	4,729
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	5	2,034	378	2	20	42	42	--	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	36	6,879	764	1	1/	1/	1/	1/	188
Independent stations	5	471	70	1	22	27	27	--	21
Chain-operated stations	21	5,638	556	--	129	188	186	2	124
Commission stations	10	770	138	--	1/	1/	1/	1/	43
<b>AGENTS AND BROKERS</b>	16	2,301	100	15	50	33	25	8	3
Auction companies	3	724	32	4	22	12	8	4	--
Brokers	6	922	44	6	12	7	5	2	3
Other agents 4/	7	655	24	5	16	14	12	2	--
<b>ASSEMBLERS</b>	37	1,500	78	43	42	24	11	13	18
Country buyers of farm products	33	1,169	57	36	38	19	6	13	3
All other 5/	4	331	21	7	4	5	5	--	15
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	145	25,722	3,069	87	1,116	1,514	1,483	31	2,119
Automotive	5	745	204	2	70	111	111	--	197
Beer, wines and liquors	13	2,251	292	5	112	206	203	3	133
Chemicals and paints	3	246	54	2	23	31	31	--	40
Drugs (full line)	1	8,188	709	1	72	121	121	--	172
Drugs and drug sundries (specialty lines)	2								
Electrical goods	5	678	130	1	50	76	76	--	124
Farm products - raw materials	3	801	72	3	26	37	34	3	42
Farm products - consumer goods	26	1,792	213	29	107	87	79	8	17
Groceries (full line)	5	2,516	186	1	80	110	110	--	355
Groceries and foods (specialty lines)	26	2,373	254	19	120	150	148	2	196
Lumber and construction materials	9	1,429	257	--	115	143	139	4	187
Machinery, equipment and supplies	5	137	41	2	18	24	24	--	29
Paper and its products	5	82	31	2	19	19	17	2	17
Plumbing and heating eqpt. and spls.	6	1,439	254	1	87	172	172	--	274
Tobacco and its products (except leaf)	4	1,643	83	3	32	58	58	--	67
Waste materials	11	267	55	9	48	31	28	3	31
All other 6/	16	1,135	234	7	137	138	132	6	238
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	23	67,864	5,672	--	520	1,347	1,336	11	4,729
Groceries and foods (specialty lines)	9	4,286	476	--	187	288	284	4	107
Machinery, equipment and supplies	4	297	72	--	25	60	60	--	28
All other 7/	10	63,281	5,124	--	308	999	992	7	4,594
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 8/</b>	5	2,034	378	2	20	42	42	--	--
<b>BULK TANK STATIONS</b> Petroleum and its products	36	6,879	764	1	1/	1/	1/	1/	188
<b>AGENTS AND BROKERS</b>	16	2,301	100	15	50	33	25	8	3
Farm products - consumer goods	7	1,257	46	6	13	8	5	3	3
Farm supplies	3	52	2	3	1	--	--	--	--
All other 9/	6	992	52	6	36	25	20	5	--

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF DELAWARETABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full time	Part-time	
ASSEMBLERS	37	\$1,500	\$78	43	42	\$24	\$11	\$13	\$18
Farm products - raw materials	11	332	18	14	8	6	5	1	1
Farm products - consumer goods	22	1,096	53	24	32	16	5	11	14
All other <u>10/</u>	4	72	7	5	2	2	1	1	3

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$39,000.

3/ Includes 1 voluntary-group wholesaler; 1 industrial distributor; 2 drop shippers or desk jobbers; and 2 retailer cooperative warehouses.

4/ Includes 1 export agent and 6 manufacturers' agents.

5/ Includes 1 cooperative marketing association and 3 packers and shippers.

6/ Includes 2 establishments dealing in amusement and sporting goods; 1 in clothing and furnishings; 1 in farm supplies; 2 in furniture and house furnishings; 1 in general merchandise; 1 in hardware; 1 in jewelry and optical goods; and 7 in all other products.

7/ Includes 3 establishments dealing in automotive products; 3 in chemicals and paints; 1 in drugs and drug sundries (specialty lines); and 3 in farm products - consumer goods.

8/ Includes 1 establishment dealing in chemicals and paints; 1 in lumber and construction materials; 1 in machinery, equipment and supplies; 1 in tobacco and its products (except leaf); and 1 in all other products.

9/ Includes 2 establishments dealing in farm products - raw materials; 1 in plumbing and heating equipment and supplies; and 3 in all other products.

10/ Includes 2 establishments dealing in farm supplies and 2 in groceries and foods (specialty lines).

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## DISTRICT OF COLUMBIA

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full time	Part-time	
TOTALS, 1935:	629	\$242,729	223,993	327	8,274	\$13,819	\$13,641	\$178	1/4 13,088
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	432	130,228	16,163	270	5,982	9,419	9,305	114	10,555
Wholesale merchants	410	118,244	14,932	259	5,470	8,774	8,666	108	9,427
Retailer cooperative warehouses	3	6,800	395	--	233	269	266	3	728
Wagon distributors	14	1,885	234	9	94	161	158	3	83
All other 2/	5	3,299	602	2	185	215	215	--	317
MANUFACTURERS' SALES BRANCHES (With stocks)	77	53,853	4,658	1	1,393	2,779	2,740	39	2,044
MANUFACTURERS' SALES OFFICES (Without stocks)	43	25,898	1,452	--	367	816	813	3	--
BULK TANK STATIONS (PETROLEUM) 3/	8	10,251	836	4	291	395	379	16	280
AGENTS AND BROKERS	66	20,995	822	51	225	368	382	6	159
Brokers	19	8,724	163	17	52	86	85	1	7
Commission merchants	7	3,010	238	4	94	147	147	--	38
Manufacturers' agents	34	5,925	220	28	65	102	97	5	40
Selling agents	6	3,336	201	2	14	53	53	--	74
ASSEMBLERS 4/	3	1,504	62	1	16	22	22	--	50
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	432	130,228	16,163	270	5,982	9,419	9,305	114	10,555
Amusement and sporting goods	10	1,227	266	5	112	175	171	4	112
Automotive	30	9,337	1,148	25	459	653	653	--	596
Beer, wines and liquors	29	9,511	1,122	4	357	608	603	5	697
Chemicals and paints	10	1,141	230	7	82	136	135	1	206
Clothing and furnishings	4	249	29	7	9	13	13	--	74
Coal and coke	3	1,710	118	3	34	62	53	9	157
Drugs (full line)	2								
Drugs and drug sundries (specialty lines)	4	2,580	243	2	120	173	173	--	477
Dry goods (full line)	1	771	112	4	44	76	76	--	208
Dry goods (specialty lines)	5								
Electrical goods	17	8,658	1,533	3	574	1,058	1,058	--	1,020
Farm products - consumer goods	57	18,490	2,538	54	866	1,226	1,196	30	257
Furniture and house furnishings	3	535	49	--	12	29	29	--	21
Groceries (full line)	11	11,031	872	7	393	590	582	8	1,319
Groceries and foods (specialty lines)	60	19,060	2,333	53	920	1,420	1,409	11	1,031
Hardware	7	2,620	443	4	143	308	308	--	491
Jewelry and optical goods	9	3,864	197	5	66	126	110	16	338
Lumber and construction materials	16	5,715	1,105	10	374	522	511	11	787
Machinery, equipment and supplies	20	2,366	579	9	202	354	354	--	466
Metals and metal work (except scrap)	5	929	215	1	84	117	116	1	144
Paper and its products	24	6,162	845	16	286	496	495	1	511
Plumbing and heating eqpt. and spls.	11	5,109	562	1	193	341	339	2	511
Tobacco and its products (except leaf)	15	9,304	457	14	170	307	307	--	489
Waste materials	32	3,190	463	28	305	326	311	15	354
All other 5/	17	6,669	704	8	177	303	303	--	189
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	77	53,853	4,658	1	1,393	2,779	2,740	39	2,044
Amusement and sporting goods	5	1,690	322	--	110	189	188	1	79
Automotive	11	13,844	639	--	173	351	341	10	421
Electrical goods	4	7,018	261	--	59	115	115	--	218
Furniture and house furnishings	4	3,467	212	--	42	86	86	--	201
Groceries and foods (specialty lines)	12	16,951	1,263	--	447	710	702	8	445
Machinery, equipment and supplies	22	5,283	1,165	--	330	911	904	7	309
Plumbing and heating eqpt. and spls.	7	1,871	375	--	128	190	177	13	194
All other 5/	12	3,729	421	1	104	227	227	--	177

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
DISTRICT OF COLUMBIATABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	43	\$25,898	\$1,452	--	367	\$816	\$813	\$ 3	--
Amusement and sporting goods	5	3,464	443	--	151	242	242	--	--
Lumber and construction materials	7	592	106	--	25	62	60	2	--
Machinery, equipment and supplies	13	5,235	256	--	44	172	172	--	--
Metals and metal work (except scrap)	7	5,682	161	--	40	92	91	1	--
Plumbing and heating eqpt. and spls.	4	208	40	--	8	25	25	--	--
All other 7/	7	10,717	446	--	99	223	223	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	8	10,251	836	4	291	395	379	16	\$280
<b>AGENTS AND BROKERS</b>	66	20,995	822	51	225	388	382	6	159
Automotive	3	1,665	79	1	16	29	29	--	31
Farm products - consumer goods	10	4,618	237	7	97	147	146	1	34
Groceries and foods (specialty lines)	13	5,740	83	12	32	46	46	--	4
Lumber and construction materials	4	611	48	2	8	18	18	--	--
Machinery, equipment and supplies	12	3,843	83	9	18	44	42	2	6
Metals and metal work (except scrap)	3	587	10	2	2	3	3	--	1
Paper and its products	4	466	5	5	3	3	3	--	--
Plumbing and heating eqpt. and spls.	3	112	13	3	5	5	4	1	--
All other 8/	14	3,353	264	10	44	93	91	2	83
<b>ASSEMBLERS 9/</b>	3	1,504	62	1	16	22	22	--	50

1/ Includes stocks not owned but held on consignment valued at \$328,000.

2/ Includes 2 industrial distributors and 3 drop shippers or desk jobbers.

3/ Includes 1 independent station and 7 chain-operated stations.

4/ Includes 1 country buyer of farm products and 2 cooperative marketing associations.

5/ Includes 1 establishment dealing in farm products - raw materials; 1 in farm supplies; 1 in general merchandise; 1 in petroleum and its products; and 13 in all other products.

6/ Includes 3 establishments dealing in beer, wines and liquors; 2 in chemicals and paints; 3 in drugs and drug sundries (specialty lines); 1 in jewelry and optical goods; 1 in lumber and construction materials; 1 in metals and metal work (except scrap); and 1 in paper and its products.

7/ Includes 1 establishment dealing in chemicals and paints; 3 in electrical goods; 1 in groceries and foods (specialty lines); 1 in tobacco and its products (except leaf); and 1 in all other products.

8/ Includes 1 establishment dealing in chemicals and paints; 2 in coal and coke; 2 in drugs and drug sundries (specialty lines); 3 in electrical goods; 1 in farm supplies; 2 in furniture and house furnishings; and 3 in all other products.

9/ Includes 2 establishments dealing in farm products - consumer goods and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF FLORIDATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,239	\$399,290	\$46,521	1,005	1/18,573	1/21,845	1/21,028	1/817	2/29,135
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,096	171,462	21,235	666	8,539	11,550	11,335	215	21,593
Wholesale merchants	998	152,549	19,138	606	7,744	10,428	10,235	193	19,211
Exporters	10	7,089	260	3	100	106	98	8	720
Importers	6	744	47	5	20	19	18	1	84
Industrial distributors	15	5,835	1,134	6	404	669	667	2	1,347
Drop shippers or desk jobbers	9	1,435	134	4	30	57	54	3	--
Wagon distributors	53	2,997	430	39	208	229	221	8	126
All other 3/	5	713	92	3	33	42	42	--	105
MANUFACTURERS' SALES BRANCHES (With stocks)	157	68,137	5,865	--	1,843	2,834	2,764	70	3,675
MANUFACTURERS' SALES OFFICES (Without stocks)	20	13,914	1,126	--	125	281	281	--	--
BULK TANK STATIONS (PETROLEUM)	498	59,980	8,614	27	1/	1/	1/	1/	2,708
Independent stations	28	3,108	365	14	120	190	188	2	86
Chain-operated stations	249	44,069	5,471	13	1,507	2,474	2,430	44	1,663
Commission stations	221	12,803	2,778	--	1/	1/	1/	1/	959
AGENTS AND BROKERS	147	39,474	1,213	114	443	590	551	39	653
Brokers	62	21,038	483	51	167	269	259	10	513
Commission merchants	19	11,378	232	14	143	115	88	27	11
Export agents	7	1,373	54	4	9	24	24	--	35
Manufacturers' agents	43	1,595	135	36	73	83	82	1	69
Selling agents	11	3,818	266	7	40	83	82	1	24
Other agents 4/	5	272	23	2	11	16	16	--	1
ASSEMBLERS	321	46,323	8,468	196	5,996	3,926	3,479	447	506
Cooperative marketing associations	40	13,592	1,712	--	1,426	937	912	25	140
Packers and shippers	230	29,919	6,612	149	4,443	2,924	2,508	416	344
All other 5/	51	2,812	144	49	127	65	59	6	22
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,096	171,462	21,235	666	8,539	11,550	11,335	215	21,593
Amusement and sporting goods	6	384	82	3	24	28	28	--	80
Automotive	79	6,464	1,237	50	542	785	775	10	971
Bear, wines and liquors	44	14,445	1,617	11	519	719	708	11	2,018
Chemicals and paints	22	13,298	354	6	102	165	155	10	1,266
Clothing and furnishings	20	838	130	15	55	77	76	1	126
Drugs (full line)	9	7,841	1,098	--	351	577	575	2	1,695
Drugs and drug sundries (specialty lines)	15	368	65	11	26	32	32	--	55
Dry goods (full line)	5	1,677	210	4	71	142	142	--	238
Dry goods (specialty lines)	3	71	14	3	6	10	10	--	29
Electrical goods	44	6,040	921	8	320	545	541	4	1,005
Farm products - raw materials	11	1,258	130	12	63	57	55	2	127
Farm products - consumer goods	135	12,670	1,750	118	844	878	842	36	338
Farm supplies	31	6,342	778	19	278	385	376	9	691
Furniture and house furnishings	14	2,306	305	5	112	201	193	8	431
Groceries (full line)	69	26,326	2,618	22	1,002	1,456	1,448	8	2,951
Groceries and foods (specialty lines)	250	19,853	2,573	215	1,144	1,328	1,303	25	1,549
Hardware	12	4,369	965	2	400	580	579	1	1,110
Jewelry and optical goods	6	710	193	1	31	139	139	--	400
Lumber and construction materials	59	9,456	1,635	18	718	819	781	38	1,453
Machinery, equipment and supplies	68	6,092	1,211	31	485	714	697	17	1,475
Metals and metal work (except scrap)	3	786	122	1	29	65	63	2	52
Paper and its products	35	4,168	745	16	299	451	449	2	839
Petroleum and its products	18	3,009	358	6	131	235	234	1	249
Plumbing and heating eqpt. and spl.	16	2,235	339	2	118	189	187	2	449
Tobacco and its products (except leaf)	36	15,879	907	26	365	501	501	--	1,364
Waste materials	28	1,393	298	23	195	149	141	8	264
All other 6/	58	3,164	580	38	309	323	305	18	368

(Continued on next page)



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF FLORIDATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* add 000			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	157	\$68,137	\$5,865	--	1,843	\$2,834	\$2,764	\$ 70	\$3,675
Automotive	13	27,268	1,199	--	305	555	554	1	1,057
Beer, wines and liquors	24	1,773	437	--	110	163	163	--	47
Chemicals and paints	6	1,418	297	--	86	144	142	2	245
Electrical goods	6	663	38	--	15	19	18	1	70
Farm products - consumer goods	4	229	98	--	29	38	38	--	1
Farm supplies	10	1,835	370	--	91	165	160	5	202
Groceries and foods (specialty lines)	54	31,209	2,684	--	907	1,290	1,260	30	1,592
Jewelry and optical goods	7	259	107	--	44	68	68	--	32
Machinery, equipment and supplies	21	1,291	330	--	137	253	228	25	160
Plumbing and heating eqpt. and sple.	4	1,196	186	--	78	71	65	6	196
All other 7/	8	996	119	--	41	68	68	--	73
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 8/</b>	20	13,914	1,126	--	125	281	281	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	498	59,980	8,614	27	1/	1/	1/	1/	2,708
<b>AGENTS AND BROKERS</b>	147	38,474	1,213	114	443	590	551	39	653
Automotive	4	26	7	5	6	4	4	--	3
Chemicals and paints	8	3,059	75	3	21	46	45	1	54
Electrical goods	4	182	18	2	12	13	13	--	36
Farm products - raw materials	8	2,252	50	5	15	14	14	--	1
Farm products - consumer goods	29	10,949	245	31	159	112	79	33	16
Farm supplies	5	305	12	5	5	9	9	--	--
Groceries and foods (specialty lines)	40	17,743	408	23	136	248	246	2	460
Lumber and construction materials	20	4,524	346	14	67	116	114	2	34
Machinery, equipment and supplies	15	263	40	12	17	24	23	1	19
All other 9/	14	171	12	14	5	4	4	--	30
<b>ASSEMBLERS</b>	321	46,323	8,468	198	5,996	3,926	3,479	447	506
Farm products - raw materials	24	1,025	64	23	55	27	24	3	20
Farm products - consumer goods	251	43,615	8,036	133	5,746	3,763	3,339	424	464
Farm supplies	6	296	32	4	15	11	9	2	1
Groceries and foods (specialty lines)	37	1,352	326	37	171	119	101	18	20
All other	3	35	10	1	9	6	6	--	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$1,164,000.

3/ Includes 1 voluntary-group wholesaler; 1 converter; and 3 mail-order wholesalers.

4/ Includes 2 auction companies and 3 import agents.

5/ Includes 50 country buyers of farm products and 1 elevator (grain).

6/ Includes 2 establishments dealing in general merchandise and 56 in all other products.

7/ Includes 2 establishments dealing in amusement and sporting goods; 3 in furniture and house furnishings; 1 in metals and metal work (except scrap); and 2 in all other products.

8/ Includes 1 establishment dealing in amusement and sporting goods; 1 in beer, wines and liquors; 1 in chemicals and paints; 3 in electrical goods; 3 in farm supplies; 1 in furniture and house furnishings; 3 in groceries and foods (specialty lines); 1 in lumber and construction materials; 2 in machinery, equipment and supplies; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 1 in all other products.

9/ Includes 1 establishment dealing in beer, wines and liquors; 1 in furniture and house furnishings; 1 in general merchandise; 1 in hardware; 1 in paper and its products; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; and 7 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF GEORGIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>2,667</b>	<b>\$605,272</b>	<b>\$58,005</b>	<b>1,371</b>	<b>1/18,444</b>	<b>1/325,601</b>	<b>1/225,016</b>	<b>1/585</b>	<b>2/43,285</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	<b>1,085</b>	<b>228,731</b>	<b>26,035</b>	<b>677</b>	<b>10,533</b>	<b>13,122</b>	<b>12,866</b>	<b>256</b>	<b>25,890</b>
Wholesale merchants	966	196,148	23,665	591	9,888	12,162	11,914	248	23,500
Exporters	6	11,551	617	1	94	202	199	3	1,151
Importers	3	2,329	250	--	18	45	45	--	170
Industrial distributors	11	2,650	591	3	184	319	319	--	603
Drop shippers or desk jobbers	22	10,635	327	14	59	90	88	2	2
Wagon distributors	72	2,415	377	68	201	198	195	3	82
All other 3/	5	3,003	208	--	89	106	106	--	382
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>247</b>	<b>136,675</b>	<b>15,854</b>	<b>2</b>	<b>4,013</b>	<b>6,920</b>	<b>6,817</b>	<b>103</b>	<b>10,182</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>107</b>	<b>53,414</b>	<b>5,387</b>	<b>1</b>	<b>886</b>	<b>1,636</b>	<b>1,813</b>	<b>23</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>529</b>	<b>43,278</b>	<b>6,459</b>	<b>57</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,811</b>
Independent stations	68	5,944	626	50	245	324	317	7	211
Chain-operated stations	206	19,623	2,811	7	998	1,545	1,519	26	866
Commission stations	255	17,711	3,022	--	1/	1/	1/	1/	734
<b>AGENTS AND BROKERS</b>	<b>313</b>	<b>107,727</b>	<b>2,870</b>	<b>278</b>	<b>878</b>	<b>1,319</b>	<b>1,262</b>	<b>57</b>	<b>4,155</b>
Auction companies	17	5,167	138	18	111	76	49	27	2
Brokers	90	63,921	924	84	239	440	430	10	331
Commission merchants	51	25,330	1,067	37	272	408	401	7	3,489
Manufacturers' agents	107	9,558	497	102	184	264	254	10	96
Selling agents	44	3,247	184	35	61	96	93	3	237
Other agents 4/	4	504	60	2	11	35	35	--	--
<b>ASSEMBLERS</b>	<b>386</b>	<b>35,447</b>	<b>1,400</b>	<b>356</b>	<b>891</b>	<b>535</b>	<b>422</b>	<b>113</b>	<b>1,247</b>
Country buyers of farm products	347	28,154	1,070	337	661	356	276	80	1,075
Cooperative marketing associations	9	6,499	229	--	80	114	107	7	149
Packers and shippers	10	358	73	3	107	42	29	13	6
All other 5/	20	436	28	16	43	23	10	13	17
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	<b>1,085</b>	<b>228,731</b>	<b>26,035</b>	<b>677</b>	<b>10,533</b>	<b>13,122</b>	<b>12,866</b>	<b>256</b>	<b>25,890</b>
Amusement and sporting goods	12	1,957	435	--	120	208	206	2	265
Automotive	64	10,818	2,010	21	765	1,140	1,132	8	1,211
Beer, wines and liquors	36	2,836	449	24	261	249	247	2	192
Chemicals and paints	12	9,434	404	4	130	222	217	5	819
Clothing and furnishings	35	3,806	443	17	176	258	253	5	360
Drugs (full line)	13	7,650	997	2	332	485	485	--	1,302
Drugs and drug sundries (specialty lines)	21	1,972	622	9	178	267	264	3	154
Dry goods (full line)	21	6,373	922	17	271	509	490	19	1,149
Dry goods (specialty lines)	8	504	59	8	22	27	27	--	48
Electrical goods	25	7,356	1,121	10	340	579	577	2	1,026
Farm products - raw materials	36	32,461	2,432	21	607	597	570	27	4,560
Farm products - consumer goods	109	11,939	1,485	73	739	691	678	13	239
Farm supplies	26	7,715	628	20	166	253	246	7	637
Furniture and house furnishings	10	2,594	475	5	139	267	266	1	458
General merchandise	3	863	101	1	31	44	42	2	69
Groceries (full line)	140	46,147	3,449	84	1,473	1,904	1,894	10	4,423
Groceries and foods (specialty lines)	238	25,403	3,104	189	2,102	1,691	1,583	108	2,673
Hardware	16	7,405	1,101	5	407	671	671	--	1,759
Jewelry and optical goods	6	825	231	1	77	135	134	1	248
Lumber and construction materials	29	3,245	379	23	165	161	159	2	236
Machinery, equipment and supplies	65	6,782	1,619	38	540	891	887	4	1,372
Metals and metal work (except scrap)	6	1,331	218	2	60	112	112	--	167
Paper and its products	18	2,536	408	10	155	262	260	2	482
Petroleum and its products	11	1,695	439	7	87	188	187	1	82
Plumbing and heating eqpt. and spls.	16	2,143	458	10	149	234	233	1	287
Tobacco and its products (except leaf)	22	10,855	597	14	212	289	286	3	546
Waste materials	53	6,072	606	47	398	320	309	11	375
All other 6/	35	6,014	843	15	431	468	451	17	751

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF GEORGIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>247</b>	<b>\$136,675</b>	<b>\$15,854</b>	<b>2</b>	<b>4,013</b>	<b>\$6,920</b>	<b>\$6,817</b>	<b>\$103</b>	<b>\$10,182</b>
Amusement and sporting goods	6	2,009	411	--	135	170	170	--	142
Automotive	28	40,267	2,976	1	718	1,391	1,366	25	3,821
Beer, wines and liquors	13	1,508	292	--	32	59	59	--	5
Chemicals and paints	10	3,866	1,118	--	183	331	330	1	365
Clothing and furnishings	4	607	125	--	48	91	90	1	82
Drugs and drug sundries (specialty lines)	6	1,733	396	--	94	225	225	--	229
Electrical goods	14	10,844	1,219	--	324	627	626	1	1,130
Furniture and house furnishings	4	1,010	120	--	35	60	58	2	78
Groceries and foods (specialty lines)	69	54,616	5,220	--	1,280	1,961	1,934	27	1,862
Jewelry and optical goods	4	375	221	--	75	126	126	--	131
Lumber and construction materials	5	627	94	--	67	64	39	25	60
Machinery, equipment and supplies	57	10,569	2,170	1	692	1,245	1,230	15	1,600
Metals and metal work (except scrap)	4	2,594	321	--	65	101	100	1	119
Plumbing and heating eqpt. and spls.	7	2,859	436	--	121	189	185	4	316
All other 7/	16	3,191	735	--	144	280	279	1	242
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>107</b>	<b>53,414</b>	<b>5,387</b>	<b>1</b>	<b>886</b>	<b>1,836</b>	<b>1,813</b>	<b>23</b>	<b>--</b>
Amusement and sporting goods	4	2,627	430	--	152	221	221	--	--
Electrical goods	8	1,776	171	--	33	61	61	--	--
Farm supplies	4	2,506	204	--	42	75	73	2	--
Groceries and foods (specialty lines)	5	4,662	1,504	--	72	161	161	--	--
Lumber and construction materials	10	5,876	736	--	173	354	354	--	--
Machinery, equipment and supplies	27	4,515	485	1	124	259	239	20	--
Metals and metal work (except scrap)	14	7,726	364	--	71	202	202	--	--
Paper and its products	5	923	101	--	21	61	60	1	--
Plumbing and heating eqpt. and spls.	7	308	50	--	18	36	36	--	--
Tobacco and its products (except leaf)	5	16,747	898	--	81	157	157	--	--
All other 8/	18	5,648	444	--	99	209	209	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	529	43,278	6,459	57	1/	1/	1/	1/	1,811
<b>AGENTS AND BROKERS</b>	<b>313</b>	<b>107,727</b>	<b>2,670</b>	<b>275</b>	<b>878</b>	<b>1,319</b>	<b>1,262</b>	<b>57</b>	<b>4,155</b>
Amusement and sporting goods	3	145	11	3	4	3	1	2	--
Automotive	9	886	51	7	25	29	28	1	46
Chemicals and paints	12	5,335	373	5	67	214	214	--	41
Clothing and furnishings	3	419	6	4	1	1	1	--	--
Coal and coke	4	251	16	3	8	12	10	2	--
Dry goods (full line)	1								
Dry goods (specialty lines)	5	1,840	60	1	16	38	38	--	2
Electrical goods	17	1,967	83	19	25	36	35	1	15
Farm products - raw materials	65	32,724	921	68	265	254	222	32	3,248
Farm products - consumer goods	8	3,543	152	7	54	73	71	2	6
Farm supplies	43	3,046	59	43	30	36	34	2	27
Groceries and foods (specialty lines)	61	43,253	525	51	176	319	316	3	497
Lumber and construction materials	17	1,650	138	13	44	76	74	2	226
Machinery, equipment and supplies	29	2,210	148	27	45	66	63	3	19
Metals and metal work (except scrap)	4	315	29	3	12	12	12	--	--
Paper and its products	6	1,068	48	4	10	21	21	--	4
Plumbing and heating eqpt. and spls.	8	426	16	7	6	6	6	--	2
Waste materials	4	958	57	3	10	20	19	1	22
All other 9/	14	7,691	157	10	60	103	97	6	--

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF GEORGIATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	386	\$35,447	\$1,400	356	891	\$535	\$422	\$113	\$1,247
Farm products - raw materials	297	31,366	957	293	454	316	274	42	1,077
Farm products - consumer goods	45	1,490	114	36	68	52	49	3	4
Farm supplies	14	340	21	13	18	9	8	1	10
Groceries and foods (specialty lines)	24	2,198	304	9	343	155	90	65	155
All other	6	53	4	5	8	3	1	2	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$4,557,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; and 3 retailer-cooperative warehouses.
- 4/ Includes 1 export agent; 2 import agents; and 1 other agent.
- 5/ Includes 18 cream stations and 2 elevators (grain).
- 6/ Includes 2 establishments dealing in coal and coke and 33 in all other products.
- 7/ Includes 2 establishments dealing in dry goods (specialty lines); 2 in farm products - consumer goods; 2 in farm supplies; 3 in paper and its products; 1 in petroleum and its products; and 6 in all other products.
- 8/ Includes 2 establishments dealing in automotive products; 2 in chemicals and paints; 1 in clothing and furnishings; 3 in dry goods (specialty lines); 2 in furniture and house furnishings; 2 in hardware; 1 in petroleum and its products; and 5 in all other products.
- 9/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 1 in furniture and house furnishings; 2 in hardware; 1 in jewelry and optical goods; and 9 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF IDAHOTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
TOTAL, 1935:	954	\$82,195	\$9,380	360	$\frac{1}{3}$ 3,372	$\frac{1}{\$}$ 4,025	$\frac{1}{\$}$ 3,648	$\frac{1}{\$}$ 377	$\frac{2}{\$}$ 7,678
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALES	217	32,811	3,914	146	1,371	1,838	1,773	65	4,861
Wholesale merchants	199	30,401	3,580	131	1,224	1,646	1,586	60	4,258
Industrial distributors	4	1,960	274	--	119	161	158	3	496
All other $\frac{3}{}$	14	450	60	15	28	31	29	2	107
MANUFACTURERS' SALES BRANCHES (With stocks)	30								
MANUFACTURERS' SALES OFFICES (Without stocks)	1	4,069	494	1	125	213	205	8	399
BULK TANK STATIONS (PETROLEUM)	282	16,441	2,733	21	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	966
Independent stations	19	1,483	133	18	50	71	70	1	54
Chain-operated stations	208	11,068	2,005	3	458	716	703	13	609
Commission stations	55	3,890	595	--	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	303
AGENTS AND BROKERS	21	3,185	156	14	88	76	60	16	120
Brokers	7	1,490	49	4	14	24	24	--	38
Commission merchants	7	1,425	94	5	66	40	24	16	79
Manufacturers' agents	7	270	23	5	8	12	12	--	3
ASSEMBLERS	403	25,689	2,083	178	1,280	1,111	837	274	1,332
Country buyers of farm products	150	9,286	540	137	392	388	312	76	347
Cream stations	95	1,086	33	8	96	32	8	24	--
Cooperative marketing associations	28	3,592	349	--	186	170	139	31	244
Elevators (grain)	76	6,365	420	9	206	206	138	68	596
Packers and shippers	54	5,360	741	24	400	315	240	75	155
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALES	217	32,811	3,914	146	1,371	1,838	1,773	65	4,861
Automotive	21	1,242	272	12	101	152	151	1	317
Beer, wines and liquors	25	1,077	169	26	54	47	42	5	61
Chemicals and paints	3	330	102	2	33	48	46	2	123
Electrical goods	5	906	158	3	68	88	88	--	111
Farm products - raw materials	5	837	60	1	26	34	31	3	45
Farm products - consumer goods	45	4,110	527	37	224	265	241	24	133
Farm supplies	11	2,135	394	10	121	141	136	5	597
Groceries (full line)	22	10,133	687	2	206	349	345	4	1,646
Groceries and foods (specialty lines)	31	4,017	436	25	186	226	215	11	354
Hardware	5	3,102	437	--	180	227	227	--	754
Lumber and construction materials	3	724	41	1	15	19	17	2	88
Machinery, equipment and supplies	8	980	160	7	40	77	73	4	154
Metals and metal work (except scrap)	3	240	22	1	10	12	12	--	21
Paper and its products	3	481	51	2	10	20	20	--	55
Tobacco and its products (except leaf)	7	1,207	203	4	33	53	53	--	99
Waste materials	5	98	16	4	8	8	8	--	7
All other $\frac{4}{}$	15	1,192	179	9	56	72	68	4	296
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) and MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	31	4,069	494	1	125	213	205	8	399
Beer, wines and liquors	6	280	77	1	11	19	19	--	67
Groceries and foods (specialty lines)	12	1,728	157	--	46	70	67	3	41
Machinery, equipment and supplies	5	390	106	--	27	63	63	--	104
All other $\frac{5}{}$	8	1,671	154	--	41	61	56	5	187
BULK TANK STATIONS Petroleum and its products	282	16,441	2,733	21	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	966
AGENTS AND BROKERS	21	3,185	156	14	88	76	60	16	120
Farm products - raw materials	3	723	28	2	10	11	11	--	67
Farm products - consumer goods	8	1,440	66	7	59	31	15	16	12
Groceries and foods (specialty lines)	3	619	35	1	10	19	19	--	38
Machinery, equipment and supplies	4	230	19	3	4	9	9	--	1
All other $\frac{6}{}$	3	173	8	1	5	6	6	--	2

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF IDAHO

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	403	\$25,689	\$2,083	178	1,280	\$1,111	\$837	\$274	\$1,332
Farm products - raw materials	153	10,682	609	81	289	394	309	85	695
Farm products - consumer goods	240	13,285	1,356	96	945	669	490	179	538
Farm supplies	5	1,577	90	1	18	30	25	5	96
Groceries and foods (specialty lines)	5	145	28	--	28	18	13	5	3

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$139,000.
- 3/ Includes 1 retailer cooperative warehouse and 13 wagon distributors.
- 4/ Includes 2 establishments dealing in amusement and sporting goods; 1 in clothing and furnishings; 1 in dry goods (full line); 2 in jewelry and optical goods; 2 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 5 in all other products.
- 5/ Includes 1 manufacturer's sales branch (with stock) dealing in automotive products; 1 in chemicals and paints; 1 in electrical goods; 1 in jewelry and optical goods; 1 in plumbing and heating equipment and supplies; 1 manufacturer's sales office (without stocks) dealing in tobacco and its products (except leaf); and 2 in all other products.
- 6/ Includes 2 establishments dealing in automotive products and 1 in paper and its products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF ILLINOIS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* add 000:			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>12,009</b>	<b>\$3,937,609</b>	<b>\$355,797</b>	<b>6,611</b>	<b>1/104,740</b>	<b>1/182,989</b>	<b>1/180,093</b>	<b>1/2,896</b>	<b>2/195,190</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>6,062</b>	<b>1,319,489</b>	<b>180,210</b>	<b>4,115</b>	<b>62,292</b>	<b>98,356</b>	<b>96,523</b>	<b>1,833</b>	<b>124,745</b>
Wholesale merchants	5,466	1,192,482	165,087	3,684	57,629	90,280	88,537	1,743	114,198
Voluntary-group wholesalers	6	8,039	700	2	277	422	415	7	970
Converters	6	4,093	253	2	48	129	125	4	456
Exporters	4	318	52	3	26	31	31	--	78
Importers	92	29,630	4,030	25	1,121	1,995	1,980	15	3,931
Industrial distributors	56	15,816	3,353	17	1,135	1,920	1,915	5	3,166
Drop shippers or desk jobbers	77	40,421	2,506	32	511	1,306	1,288	18	114
Mail-order wholesalers	34	3,912	740	25	252	357	351	6	479
Retailer-cooperative warehouses	7	8,476	718	--	224	326	325	1	847
Wagon distributors	314	16,302	2,761	324	1,068	1,590	1,556	34	506
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>903</b>	<b>722,801</b>	<b>91,490</b>	<b>24</b>	<b>22,327</b>	<b>45,283</b>	<b>44,943</b>	<b>340</b>	<b>52,663</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>418</b>	<b>487,995</b>	<b>28,657</b>	<b>8</b>	<b>5,565</b>	<b>13,877</b>	<b>13,804</b>	<b>53</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>1,415</b>	<b>158,473</b>	<b>23,849</b>	<b>192</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>7,430</b>
Independent stations	194	15,268	2,023	163	724	1,061	1,030	31	754
Chain-operated stations	1,068	133,940	20,039	29	4,444	8,454	8,426	28	6,258
Commission stations	153	9,255	1,788	--	1/	1/	1/	1/	418
<b>AGENTS AND BROKERS</b>	<b>1,503</b>	<b>1,061,166</b>	<b>24,378</b>	<b>1,193</b>	<b>5,946</b>	<b>12,333</b>	<b>11,998</b>	<b>335</b>	<b>4,365</b>
Auction companies	10	18,066	336	11	80	141	114	27	20
Brokers	288	393,161	4,119	233	862	2,062	2,036	26	909
Commission merchants	291	470,644	7,636	265	2,165	4,170	4,082	88	1,827
Export agents	14	7,197	258	6	75	125	120	5	1
Import agents	17	5,457	204	9	43	102	98	4	31
Manufacturers' agents	703	86,722	5,679	595	1,559	2,839	2,708	131	713
Selling agents	158	114,540	5,855	63	1,068	2,736	2,686	50	810
Other agents	22	15,279	251	8	88	158	154	4	54
<b>ASSEMBLERS</b>	<b>1,708</b>	<b>187,665</b>	<b>7,813</b>	<b>1,079</b>	<b>3,442</b>	<b>3,625</b>	<b>3,349</b>	<b>276</b>	<b>5,987</b>
Country buyers of farm products	524	25,085	1,245	497	723	554	483	81	549
Cream stations	135	1,480	42	118	67	32	29	3	64
Cooperative marketing associations	68	56,424	2,082	--	587	1,039	1,008	31	147
Elevators (grain)	971	92,251	3,721	457	2,010	1,939	1,782	157	5,162
Packers and shippers	10	1,445	112	7	55	51	47	4	65
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>6,062</b>	<b>1,319,489</b>	<b>180,210</b>	<b>4,115</b>	<b>62,292</b>	<b>98,356</b>	<b>96,523</b>	<b>1,833</b>	<b>124,745</b>
Amusement and sporting goods	58	5,793	1,307	34	406	728	692	36	680
Automotive	433	54,564	9,845	251	3,581	5,814	5,729	85	7,314
Beer, wines and liquore	552	69,418	7,746	468	3,019	4,030	3,928	102	5,765
Chemicals and paints	116	14,283	2,704	32	721	1,434	1,423	11	1,532
Clothing and furnishings	265	35,301	5,355	197	1,519	2,669	2,644	45	3,586
Coal and coke	68	36,354	3,465	18	722	1,586	1,539	47	419
Drugs (full line)	14	22,724	2,616	--	930	1,409	1,407	2	3,031
Drugs and drug sundries (specialty lines)	104	19,278	3,832	66	834	1,388	1,372	16	1,866
Dry goods (full line)	5	52,999	6,353	1	3,562	4,798	4,798	--	7,856
Dry goods (specialty lines)	153	19,473	2,443	95	739	1,319	1,289	30	3,116
Electrical goods	174	38,157	6,912	83	2,195	3,779	3,710	69	4,041
Farm products - raw materials	87	73,966	4,093	45	1,122	2,327	2,301	26	5,400
Farm products - consumer goods	812	197,958	19,312	727	6,447	10,528	10,266	262	4,975
Farm supplies	85	15,115	2,661	75	926	1,168	1,113	55	1,978
Furniture and house furnishings	163	18,245	3,099	96	1,102	1,810	1,759	51	2,492
General merchandise	18	20,847	3,577	6	1,413	1,916	1,879	37	3,159
Groceries (full line)	167	112,954	13,020	50	5,272	7,967	7,926	41	14,311
Groceries and foods (specialty lines)	822	140,175	17,605	682	6,115	9,331	9,109	222	8,176
Hardware	68	23,107	4,343	29	1,741	2,171	2,136	35	5,051
Jewelry and optical goods	116	19,382	4,057	55	1,393	2,300	2,271	29	4,524
Lumber and construction materials	194	41,216	7,240	70	2,108	3,757	3,599	158	4,852
Machinery, equipment and supplies	440	65,080	17,356	233	5,463	9,144	9,015	129	10,693
Metals and metal work (except scrap)	59	17,392	3,378	16	1,189	2,142	2,119	23	2,862
Paper and its products	186	41,070	6,999	110	2,071	4,117	4,053	64	4,587
Petroleum and its products	38	4,749	618	21	200	347	340	7	186
Plumbing and heating eqpt. and spls.	117	16,040	3,485	47	1,175	2,046	2,008	33	3,492
Tobacco and its products (except leaf)	153	57,239	2,588	141	1,011	1,508	1,495	13	3,617
Waste materials	331	46,977	5,892	277	3,015	3,383	3,268	115	2,256
All other	264	39,503	5,921	190	2,229	3,420	3,335	85	2,918

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF ILLINOIS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>903</b>	<b>\$722,801</b>	<b>\$91,490</b>	<b>24</b>	<b>22,327</b>	<b>\$45,283</b>	<b>\$44,943</b>	<b>\$340</b>	<b>\$52,663</b>
Amusement and sporting goods	20	17,436	2,147	--	641	1,047	1,037	10	1,689
Automotive	45	73,772	5,369	--	1,491	2,948	2,925	23	5,544
Beer, wines and liquors	27	41,629	4,340	1	741	1,498	1,495	3	1,316
Chemicals and paints	56	53,502	8,182	4	1,477	3,405	3,396	9	3,711
Clothing and furnishings	38	22,139	4,533	1	994	2,287	2,262	25	2,515
Drugs and drug sundries (specialty lines)	24	16,766	4,245	--	749	1,457	1,453	4	989
Dry goods (specialty lines)	22	8,785	735	--	225	478	478	--	570
Electrical goods	45	51,410	5,329	--	1,335	3,139	3,133	6	3,808
Farm products - consumer goods	14	5,326	1,754	--	385	874	873	1	134
Furniture and house furnishings	19	9,799	1,622	1	364	786	775	11	1,097
Groceries and foods (specialty lines)	209	227,734	17,032	2	4,468	8,068	7,998	90	7,648
Hardware	9	2,766	395	--	119	225	225	--	218
Jewelry and optical goods	20	8,756	1,358	--	378	736	736	--	805
Lumber and construction materials	23	22,557	3,999	--	900	2,212	2,138	74	1,650
Machinery, equipment and supplies	198	77,420	16,842	2	4,369	9,118	9,056	62	8,980
Metals and metal work (except scrap)	29	24,170	5,081	1	1,587	2,853	2,842	11	6,015
Paper and its products	27	19,576	1,873	1	408	1,013	1,012	1	699
Plumbing and heating eqpt. and spl.	33	10,145	1,979	2	695	1,000	993	7	1,281
Tobacco and its products (except leaf)	5	4,255	604	2	139	352	352	--	202
All other 3/	40	24,758	4,071	7	862	1,767	1,764	3	3,792
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>418</b>	<b>487,995</b>	<b>28,657</b>	<b>8</b>	<b>5,565</b>	<b>13,877</b>	<b>13,824</b>	<b>53</b>	<b>--</b>
Amusement and sporting goods	4	5,093	679	--	217	359	359	--	--
Automotive	4	1,399	148	--	30	84	84	--	--
Chemicals and paints	24	18,881	1,932	--	286	797	792	5	--
Clothing and furnishings	17	4,475	190	2	46	125	125	--	--
Drugs and drug sundries (specialty lines)	5	506	34	2	7	13	13	--	--
Dry goods (specialty lines)	20	10,009	341	--	78	250	250	--	--
Electrical goods	18	6,176	515	--	120	299	298	1	--
Furniture and house furnishings	22	15,808	1,199	1	131	368	368	--	--
Groceries and foods (specialty lines)	11	35,523	3,126	--	442	848	847	1	--
Hardware	6	3,136	238	1	71	133	133	--	--
Jewelry and optical goods	11	929	77	1	17	59	59	--	--
Lumber and construction materials	28	32,994	4,184	--	1,015	2,344	2,329	15	--
Machinery, equipment and supplies	121	92,605	4,656	--	952	2,713	2,699	14	--
Metals and metal work (except scrap)	40	183,543	5,069	--	1,026	2,783	2,773	10	--
Paper and its products	25	18,803	1,009	--	200	562	562	--	--
Plumbing and heating eqpt. and spl.	15	2,130	356	1	94	188	182	6	--
Tobacco and its products (except leaf)	6	23,855	855	--	84	176	176	--	--
All other 4/	41	32,130	4,049	--	749	1,776	1,775	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,415	158,473	23,849	192	1/	1/	1/	1/	7,430

(Continued on next page)



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF ILLINOIS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	1,505	1,061,166	24,378	1,193	5,946	12,333	11,998	335	4,365
Amusement and sporting goods	23	1,116	90	24	36	46	44	2	5
Automotive	28	5,432	340	23	106	163	156	7	21
Beer, wines and liquors	6	862	57	4	19	39	39	--	--
Chemicals and paints	28	4,145	310	19	81	172	161	11	8
Clothing and furnishings	99	16,525	499	104	157	201	189	12	63
Coal and coke	36	32,186	2,607	3	401	1,088	1,063	25	455
Drugs and drug sundries (specialty lines)	16	2,640	160	11	84	107	105	2	2
Dry goods (specialty lines)	91	55,238	1,077	62	202	478	472	6	365
Electrical goods	59	6,415	392	55	117	199	194	5	195
Farm products - raw materials	253	453,089	4,502	262	1,320	2,427	2,357	70	301
Farm products - consumer goods	134	126,398	4,137	108	972	2,124	2,066	58	1,138
Farm supplies	14	6,605	159	7	36	89	88	1	1
Furniture and house furnishings	50	9,933	495	45	123	304	295	9	74
General merchandise	4	2,006	63	3	20	45	45	--	--
Groceries (full line)	1								
Groceries and foods (specialty lines)	121	201,692	2,346	89	538	1,155	1,148	7	856
Hardware	25	2,145	196	21	49	99	99	--	20
Jewelry and optical goods	12	1,530	100	11	23	45	45	--	4
Lumber and construction materials	54	7,632	591	39	143	299	265	34	155
Machinery, equipment and supplies	233	25,205	3,203	142	683	1,573	1,515	58	381
Metals and metal work (except scrap)	26	19,130	503	19	88	248	247	1	71
Paper and its products	31	7,189	267	28	68	155	153	2	6
Petroleum and its products	10	7,901	360	3	57	165	160	5	3
Plumbing and heating eqpt. and eple.	29	1,845	345	15	107	204	200	4	31
Waste materials	14	10,007	333	5	60	205	205	--	39
All other 5/	106	54,250	1,246	91	456	703	687	16	171
<b>ASSEMBLERS</b>	1,708	197,685	7,213	1,079	3,442	3,625	3,349	276	5,987
Farm products - raw materials	1,114	153,820	5,552	565	2,527	2,760	2,547	213	5,536
Farm products - consumer goods	564	32,004	1,558	484	861	818	757	61	402
Farm supplies	21	1,436	54	22	32	22	21	1	31
Groceries and foods (specialty lines)	5	302	22	4	13	17	17	--	1
All other	4	123	27	4	9	8	7	1	17

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$6,218,000.
- 3/ Includes 2 establishments dealing in farm supplies; 2 in petroleum and its products; and 36 in all other products.
- 4/ Includes 3 establishments dealing in beer, wines and liquors; 1 in farm products - consumer goods; 1 in farm supplies; 2 in petroleum and its products; and 34 in all other products.
- 5/ Includes 2 establishments dealing in dry goods (full line); 2 in tobacco and its products (except leaf); and 102 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF INDIANATABLE 1.- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	4,333	\$654,917	\$64,391	2,183	1/23,263	1/332,469	1/331,781	1/3688	2/41,874
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,839	273,439	36,149	1,285	14,635	19,578	19,144	434	30,221
Wholesale merchants	1,641	244,320	32,445	1,148	13,264	17,691	17,288	403	27,426
Voluntary-group wholesalers	4	3,762	393	--	127	172	171	1	590
Importers	7	2,138	133	3	27	44	44	--	41
Industrial distributors	30	8,697	1,748	2	658	974	967	7	1,763
Drop shippers or desk jobbers	16	3,681	200	8	47	102	94	8	1
Retailer-cooperative warehouses	3	4,749	388	--	115	173	172	1	253
Wagon distributors	134	5,476	816	121	382	406	392	14	140
All other 3/	4	116	26	3	15	16	16	--	7
MANUFACTURERS' SALES BRANCHES (With stocks)	211	80,362	8,859	2	2,640	4,371	4,320	51	4,088
MANUFACTURERS' SALES OFFICES (Without stocks)	39	19,771	1,699	--	377	725	722	3	--
BULK TANK STATIONS (PETROLEUM)	943	64,874	10,933	90	1/	1/	1/	1/	3,735
Independent stations	79	5,001	649	77	228	281	273	8	215
Chain-operated stations	752	51,005	9,719	13	2,382	4,270	4,258	12	3,152
Commission stations	112	8,868	1,565	--	1/	1/	1/	1/	368
AGENTS AND BROKERS	290	139,376	2,981	267	841	1,426	1,373	53	343
Brokers	69	40,487	645	43	180	369	363	6	85
Commission merchants	52	70,063	688	79	240	351	336	15	167
Manufacturers' agents	130	10,116	574	118	211	313	300	13	62
Selling agents	28	15,135	973	16	158	353	342	11	--
All other 4/	11	3,575	101	11	52	40	32	8	29
ASSEMBLERS	1,011	77,095	3,770	539	2,160	1,818	1,691	127	3,487
Country buyers of farm products	346	24,635	1,232	296	713	534	486	48	225
Cooperative marketing associations	39	26,161	601	--	206	283	279	4	952
Elevators (grain)	366	24,741	1,776	200	990	866	809	57	2,297
All other 5/	260	1,558	161	43	251	135	117	18	13
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,839	273,439	36,149	1,285	14,635	19,578	19,144	434	30,221
Amusement and sporting goods	19	925	275	5	88	178	174	4	78
Automotive	162	25,775	3,492	86	1,391	1,973	1,965	8	2,649
Beer, wines and liquors	124	15,042	2,247	47	706	1,018	971	47	762
Chemicals and paints	30	1,923	507	12	200	274	262	12	343
Clothing and furnishings	24	1,518	208	18	100	112	109	3	194
Coal and coke	28	3,133	333	14	129	183	170	13	64
Drugs (full line)	7	8,989	1,281	4	420	670	668	2	1,355
Drugs and drug sundries (specialty lines)	19	914	188	9	84	115	111	4	186
Dry goods (full line)	3	4,014	486	3	237	326	325	1	776
Dry goods (specialty lines)	4	175	33	2	14	19	18	1	38
Electrical goods	50	10,585	1,590	28	560	864	848	16	1,431
Farm products - raw materials	35	13,074	701	22	269	330	319	11	1,728
Farm products - consumer goods	317	29,719	3,729	314	1,627	1,822	1,771	51	745
Farm supplies	44	9,450	870	23	318	409	403	6	905
Furniture and house furnishings	22	3,080	521	12	208	276	275	1	461
General merchandise	3	363	125	3	30	50	50	--	139
Groceries (full line)	90	49,833	4,912	29	1,885	2,525	2,475	50	6,183
Groceries and foods (specialty lines)	231	14,732	1,675	215	822	890	864	26	802
Hardware	22	10,820	2,001	9	778	1,266	1,258	8	2,746
Jewelry and optical goods	13	771	235	7	104	168	168	--	97
Lumber and construction materials	73	6,928	1,369	41	586	799	757	42	1,266
Machinery, equipment and supplies	132	12,719	3,101	78	1,194	1,734	1,715	19	2,206
Metals and metal work (except scrap)	13	3,237	574	3	192	304	301	3	644
Paper and its products	38	6,515	1,364	20	503	873	862	11	1,028
Petroleum and its products	9	1,736	206	3	67	95	94	1	65
Plumbing and heating eqpt. and spls.	24	3,775	743	10	318	444	440	4	747
Tobacco and its products (except leaf)	69	19,656	1,070	57	380	566	561	5	984
Waste materials	166	8,471	1,467	161	906	812	755	57	850
All other	68	5,567	846	50	519	483	455	28	749

(continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF INDIANA

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000	Operating expenses including pay roll add 000	Active propne- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>211</b>	<b>80,362</b>	<b>8,859</b>	<b>2</b>	<b>2,640</b>	<b>4,371</b>	<b>4,380</b>	<b>51</b>	<b>4,088</b>
Amusement and sporting goods	5	1,003	222	--	70	124	124	--	50
Automotive	20	30,816	1,663	--	487	910	900	10	1,139
Chemicals and paints	6	1,056	191	--	32	71	70	1	73
Drug and drug sundries (specialty lines)	4	782	197	--	58	105	105	--	65
Electrical goods	8	1,555	122	--	36	55	54	1	126
Farm products - consumer goods	7	1,540	461	--	121	196	193	3	25
Groceries and foods (specialty lines)	75	21,133	2,022	--	647	1,022	1,012	10	458
Jewelry and optical goods	7	579	135	--	52	79	79	--	154
Lumber and construction materials	6	1,106	165	--	88	101	95	6	129
Machinery, equipment and supplies	48	15,951	2,910	1	757	1,355	1,342	13	1,365
Plumbing and heating eqpt. and spls.	8	1,794	315	--	138	135	129	6	226
All other 5/	17	3,047	456	1	154	218	217	1	278
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>39</b>	<b>19,771</b>	<b>1,699</b>	<b>--</b>	<b>377</b>	<b>725</b>	<b>722</b>	<b>3</b>	<b>--</b>
Amusement and sporting goods	4	2,148	337	--	108	169	169	--	--
Machinery, equipment and supplies	16	2,835	238	--	55	130	129	1	--
All other 7/	19	14,791	1,127	--	214	426	424	2	--
<b>BULK TANK STATIONS</b>	<b>943</b>	<b>64,874</b>	<b>10,933</b>	<b>90</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>3,755</b>
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	<b>290</b>	<b>139,376</b>	<b>2,981</b>	<b>267</b>	<b>841</b>	<b>1,426</b>	<b>1,373</b>	<b>53</b>	<b>343</b>
Automotive	11	254	22	11	8	10	10	--	17
Chemicals and paints	8	302	15	6	10	7	6	1	2
Clothing and furnishings	5	1,999	36	8	13	25	25	--	3
Coal and coke	14	13,585	808	6	126	270	260	10	--
Electrical goods	15	1,251	78	10	22	34	34	--	5
Farm products - raw materials	65	84,885	873	89	300	442	419	23	179
Farm products - consumer goods	14	3,262	91	10	39	45	43	2	8
Farm supplies	3	102	2	3	1	1	1	--	--
Furniture and house furnishings	5	193	33	4	15	14	13	1	25
Groceries (full line)	2								
Groceries and foods (specialty lines)	33	24,010	366	20	108	216	213	3	66
Hardware	7	697	53	8	16	38	38	--	--
Lumber and construction materials	15	1,033	53	15	17	20	19	1	--
Machinery, equipment and supplies	56	3,402	238	45	87	132	130	2	27
Metals and metal work (except scrap)	8	2,090	92	7	14	42	42	--	--
Plumbing and heating eqpt. and spls.	10	400	52	6	24	28	20	8	--
All other 8/	19	1,911	169	19	41	102	100	2	11
<b>ASSEMBLERS</b>	<b>1,011</b>	<b>77,095</b>	<b>3,770</b>	<b>539</b>	<b>2,160</b>	<b>1,618</b>	<b>1,691</b>	<b>127</b>	<b>3,487</b>
Farm products - raw materials	481	63,289	2,692	265	1,346	1,264	1,192	72	3,325
Farm products - consumer goods	499	12,805	923	238	717	478	435	45	121
Farm supplies	17	747	113	17	68	52	45	7	34
Groceries and foods (specialty lines)	3	33	6	6	5	3	3	--	4
All other	11	221	36	13	24	21	18	3	3

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,074,000.
- 3/ Includes 1 exporter and 3 mail-order wholesalers.
- 4/ Includes 10 auction companies and 1 other agent.
- 5/ Includes 258 cream stations and 2 packers and shippers.
- 6/ Includes 1 establishment dealing in beer, wines and liquors; 2 in clothing and furnishings; 1 in farm supplies; 3 in furniture and house furnishings; 2 in metals and metal work (except scrap); 3 in paper and its products; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 2 in all other products.
- 7/ Includes 1 establishment dealing in automotive products; 2 in chemicals and paints; 1 in coal and coke; 2 in electrical goods; 2 in groceries and foods (specialty lines); 2 in metals and metal work (except scrap); 1 in petroleum and its products; 3 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 8/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 1 in dry goods (specialty lines); 1 in paper and its products; 1 in petroleum and its products; 1 in waste materials; and 14 in all other products.

CENSUS OF BUSINESS									
WHOLESALE DISTRIBUTION: 1935									
STATE OF IOWA									
TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS									
BY TYPES OF OPERATION AND KINDS OF BUSINESS									
Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
<b>TOTALS, 1935:</b>	5,063	\$627,795	\$51,254	2,619	1/ 19,753	1/ \$25,515	1/ \$24,693	1/ \$822	2/ \$36,163
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	1,287	199,062	26,094	931	10,752	13,843	13,413	430	22,166
Wholesale merchants	1,184	186,253	24,427	837	10,065	12,965	12,553	412	20,736
Importers	6	1,456	207	4	63	97	97	--	106
Industrial distributors	6	1,695	414	1	186	235	234	1	576
Drop shippers or desk jobbers	7	2,174	100	6	22	73	71	2	5
Retailer cooperative warehouses	5	3,706	292	--	108	140	140	--	553
Wagon distributors	75	3,114	575	81	264	289	277	12	87
All other 3/	4	664	79	2	44	44	41	3	103
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	182	62,040	6,712	2	2,156	3,412	3,373	39	3,833
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	25	17,920	739	--	192	360	357	3	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	1,487	56,293	9,821	165	1/	1/	1/	1/	4,394
Independent stations	155	5,232	720	133	305	322	313	9	274
Chain-operated stations	1,196	45,395	8,080	32	2,321	3,917	3,904	13	3,806
Commission stations	136	5,666	1,021	--	1/	1/	1/	1/	314
<b>AGENTS AND BROKERS</b>	192	125,162	2,156	157	743	1,045	981	64	692
Auction companies	16	5,087	119	18	111	63	46	17	60
Brokers	47	30,792	478	20	111	233	227	6	7
Commission merchants	85	83,774	1,340	82	432	632	601	31	544
Selling agents	7	3,944	114	3	25	62	62	--	41
Other agents 4/	37	1,565	105	34	64	55	45	10	40
<b>ASSEMBLERS</b>	1,890	167,318	5,732	1,364	3,284	2,616	2,352	264	5,078
Country buyers of farm products	861	55,558	1,893	891	1,172	733	610	123	585
Cream stations	230	2,196	72	165	113	51	45	6	53
Cooperative marketing associations	113	24,791	795	--	412	386	369	17	704
Elevators (grain)	677	80,575	2,619	305	1,317	1,264	1,180	84	3,593
Packers and shippers	9	4,198	353	3	270	182	148	34	143
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	1,287	199,062	26,094	931	10,752	13,843	13,413	430	22,166
Amusement and sporting goods	12	413	101	4	40	61	60	1	111
Automotive	137	15,536	2,630	82	1,068	1,479	1,456	23	2,305
Beer, wines and liquors	114	8,191	1,336	95	482	499	478	21	244
Chemicals and paints	30	3,043	736	15	263	326	321	5	632
Clothing and furnishings	18	2,515	419	15	178	285	280	5	255
Coal and coke	9	863	162	5	68	100	96	4	38
Drugs (full line)	5	5,236	730	--	286	378	377	1	961
Drugs and drug sundries (specialty lines)	13	400	134	11	27	28	18	10	35
Dry goods (full line)	3								
Dry goods (specialty lines)	2	2,149	318	3	111	115	115	--	395
Electrical goods	36	6,750	1,122	13	348	584	582	2	933
Farm products - raw materials	32	10,109	744	17	230	324	304	20	810
Farm products - consumer goods	265	37,905	4,178	227	1,887	2,102	1,973	129	1,050
Farm supplies	51	9,611	1,305	30	513	650	636	14	1,419
Furniture and house furnishings	10	2,550	451	7	163	198	197	1	53
Groceries (full line)	56	46,656	3,917	10	1,660	2,426	2,394	32	5,452
Groceries and foods (specialty lines)	134	13,034	1,885	122	707	925	900	25	1,512
Hardware	9	3,518	662	3	284	344	318	26	970
Jewelry and optical goods	11	426	149	--	71	95	95	--	43
Lumber and construction materials	29	6,483	949	20	360	537	526	11	743
Machinery, equipment and supplies	90	5,697	1,364	56	542	797	778	19	1,084
Metals and metal work (except scrap)	10	936	129	7	147	79	41	38	296
Paper and its products	23	3,362	685	11	276	447	444	3	770
Petroleum and its products	9	449	127	6	35	58	58	--	25
Plumbing and heating equipment and supplies	13	2,582	582	3	248	349	346	3	927
Tobacco and its products (except leaf)	24	5,150	274	28	126	145	144	1	300
Waste Materials	110	3,980	691	116	424	337	312	25	539
All other	32	1,518	314	25	208	175	164	11	264

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF IOWA

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>182</b>	<b>\$ 62,040</b>	<b>\$6,712</b>	<b>2</b>	<b>2,156</b>	<b>\$3,412</b>	<b>\$3,373</b>	<b>\$ 39</b>	<b>\$3,833</b>
Amusement and sporting goods	6	800	220	--	76	124	123	1	57
Automotive	24	28,172	1,874	--	566	982	970	12	1,510
Farm products - consumer goods	28	2,059	501	1	164	205	204	1	26
Groceries and foods (specialty lines)	57	14,824	1,463	--	441	681	673	8	240
Jewelry and optical goods	10	416	158	--	77	94	94	--	31
Machinery, equipment and supplies	38	10,952	1,763	--	610	959	945	14	1,540
All other 5/	19	4,817	733	1	222	367	364	3	429
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>25</b>	<b>17,920</b>	<b>739</b>	<b>--</b>	<b>192</b>	<b>360</b>	<b>357</b>	<b>3</b>	<b>--</b>
Amusement and sporting goods	4	1,288	270	--	93	141	141	--	--
Electrical goods	5	999	52	--	12	31	31	--	--
Machinery, equipment and supplies	4	721	45	--	7	16	16	--	--
All other 6/	12	14,912	372	--	60	172	169	3	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,487	56,293	9,821	165	1/	1/	1/	1/	4,394
<b>AGENTS AND BROKERS</b>	<b>192</b>	<b>125,162</b>	<b>2,156</b>	<b>157</b>	<b>743</b>	<b>1,045</b>	<b>981</b>	<b>64</b>	<b>692</b>
Automotive	3	22	--	3	--	--	--	--	--
Coal and coke	4	1,128	59	1	15	49	49	--	41
Farm products - raw materials	108	98,431	1,550	106	557	739	688	51	614
Farm products - consumer goods	13	2,749	122	6	29	53	52	1	6
Farm supplies	3	1,112	47	1	8	13	13	--	14
Groceries and foods (specialty lines)	26	19,853	236	8	60	130	129	1	--
Lumber and construction materials	4	1,096	57	3	12	15	15	--	--
Machinery, equipment and supplies	13	168	35	13	38	22	13	9	7
Plumbing and heating eqpt. and apls.	4	257	16	2	8	11	10	1	--
All other 7/	14	346	34	14	16	13	12	1	10
<b>ASSEMBLERS</b>	<b>1,890</b>	<b>167,318</b>	<b>5,732</b>	<b>1,364</b>	<b>3,284</b>	<b>2,616</b>	<b>2,352</b>	<b>264</b>	<b>5,078</b>
Farm products - raw materials	1,045	135,395	4,002	612	1,909	1,766	1,634	132	4,572
Farm products - consumer goods	814	29,784	1,636	721	1,322	815	689	126	385
Farm supplies	24	1,952	52	24	39	28	23	5	104
Groceries and foods (specialty lines)	4	173	39	4	12	7	6	1	13
All other	3	14	3	3	2	--	--	--	4

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$1,131,000.

3/ Includes 1 voluntary-group wholesaler and 3 mail-order wholesalers.

4/ Includes 1 export agent; 35 manufacturers' agents; and 1 other agent.

5/ Includes 3 establishments dealing in beer, wines and liquors; 1 in chemicals and paints; 1 in drugs and drug sundries (specialty lines); 3 in electrical goods; 1 in farm supplies; 3 in furniture and house furnishings; 2 in lumber and construction materials; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 1 in all other products.

6/ Includes 1 establishment dealing in automotive products; 2 in chemicals and paints; 2 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in paper and its products; 2 in plumbing and heating equipment and supplies; and 3 in tobacco and its products (except leaf).

7/ Includes 2 establishments dealing in amusement and sporting goods; 2 in chemicals and paints; 1 in clothing and furnishings; 2 in electrical goods; 2 in hardware; and 5 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF KANSASTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprietors and firm members	Employees full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	4,621	\$398,387	\$34,093	2,076	1/12,726	1/16,125	1/15,634	1/491	2/28,801
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE	823	138,629	15,592	575	6,149	7,963	7,785	178	17,708
Wholesale merchants	685	119,258	13,838	500	5,540	7,064	6,900	164	14,654
Voluntary-group wholesalers	4	3,407	307	--	141	226	225	1	384
Industrial distributors	62	3,993	862	4	249	430	421	9	2,102
Drop shippers or desk jobbers	9	2,073	52	6	25	32	31	1	--
Retailer-cooperative warehouses	3	1,934	224	--	66	77	77	--	452
Warehouse distributors	61	2,288	295	59	122	126	123	3	111
All other 3/	4	676	14	6	6	8	8	--	5
MANUFACTURERS' SALES BRANCHES (With stocks)	102	37,943	3,965	--	1,286	2,014	1,990	24	3,416
MANUFACTURERS' SALES OFFICES (Without stocks)	16	14,393	1,592	--	214	388	388	--	--
BULK TANK STATIONS (PETROLEUM)	1,473	43,370	8,389	170	1/	1/	1/	1/	2,646
Independent stations	158	5,137	781	146	290	338	309	29	297
Chain-operated stations	1,116	31,934	6,298	24	1,831	3,018	3,008	10	2,005
Commission stations	199	6,299	1,310	--	1/	1/	1/	1/	344
AGENTS AND BROKERS	124	75,695	1,099	131	502	532	495	37	438
Auction companies	12	6,023	96	15	111	50	30	20	--
Brokers	29	24,733	209	17	60	100	99	1	22
Commission merchants	52	42,550	621	63	224	281	270	11	365
Selling agents	7	1,008	103	3	27	67	67	--	--
Other agents 4/	24	1,381	70	30	80	34	29	5	51
ASSEMBLERS	2,078	88,367	3,456	1,200	2,454	1,872	1,659	213	4,593
Country buyers of farm products	499	14,503	749	496	656	374	282	92	343
Cream stations	485	3,671	80	361	207	66	55	11	6
Cooperative marketing associations	71	13,492	391	--	220	218	202	16	319
Elevators (grain)	1,020	55,786	2,162	341	1,318	1,185	1,102	83	3,850
Packers and shippers	3	915	74	2	53	29	18	11	75
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE	823	138,629	15,592	575	6,149	7,963	7,785	178	17,708
Automotive	99	8,124	1,473	72	676	819	813	6	1,405
Beer, wines and liquors	57	4,220	546	55	236	236	226	10	129
Chemicals and paints	7	499	192	3	57	99	84	15	122
Coal and coke	4	263	36	3	12	10	7	3	1
Drugs (full line)	6	3,926	595	1	187	271	269	2	761
Drugs and drug sundries (specialty lines)	5	468	57	4	18	29	28	1	60
Dry goods (full line)	3								
Dry goods (specialty lines)	1	1,369	205	2	81	104	102	2	185
Electrical goods	12	3,872	638	3	208	368	367	1	497
Farm products - raw materials	26	20,121	681	18	174	293	284	9	1,710
Farm products - consumer goods	101	16,044	1,746	97	756	826	797	29	533
Farm supplies	30	3,639	434	21	151	198	155	13	315
Furniture and house furnishings	4	793	130	1	42	56	54	2	153
General merchandise	3	400	37	2	14	14	14	--	75
Groceries (full line)	60	29,801	2,771	17	1,178	1,614	1,607	7	4,736
Groceries and foods (specialty lines)	101	9,140	1,312	77	559	672	654	18	782
Hardware	13	4,980	355	2	366	517	515	2	1,469
Jewelry and optical goods	7	231	80	4	38	41	41	--	36
Lumber and construction materials	29	4,857	740	10	261	418	413	5	672
Machinery, equipment and supplies	100	10,935	1,287	34	419	629	609	20	2,556
Metals and metal work (except scrap)	3	349	53	1	20	13	13	--	11
Paper and its products	9	1,070	215	5	83	144	144	--	266
Petroleum and its products	8	304	70	7	29	39	39	--	44
Plumbing and heating eqpt. and sple.	12	1,524	297	6	115	157	151	6	400
Tobacco and its products (except leaf)	40	7,877	325	39	135	139	135	4	338
Waste materials	73	3,415	715	80	288	204	182	22	335
All other 5/	15	508	102	11	46	53	52	1	117

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF KANSASTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>102</b>	<b>\$37,943</b>	<b>\$3,965</b>	<b>--</b>	<b>1,286</b>	<b>\$2,014</b>	<b>\$1,990</b>	<b>\$24</b>	<b>\$3,416</b>
Automotive	6	8,506	449	--	106	191	183	8	397
Groceries and foods (specialty lines)	38	16,161	1,310	--	530	784	775	9	268
Jewelry and optical goods	4	205	72	--	37	44	44	--	10
Machinery, equipment and supplies	41	8,810	1,317	--	416	636	629	7	2,115
All other 6/	13	4,261	817	--	197	359	359	--	626
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>16</b>	<b>14,383</b>	<b>1,592</b>	<b>--</b>	<b>214</b>	<b>388</b>	<b>388</b>	<b>--</b>	<b>--</b>
Machinery, equipment and supplies	5	873	80	--	13	28	28	--	--
All other 7/	11	13,510	1,512	--	201	360	360	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,473	43,370	8,389	170	1/	1/	1/	1/	2,646
<b>AGENTS AND BROKERS</b>	<b>124</b>	<b>75,695</b>	<b>1,099</b>	<b>131</b>	<b>502</b>	<b>532</b>	<b>495</b>	<b>37</b>	<b>438</b>
Automotive	5	200	21	8	34	12	11	1	3
Farm products - raw materials	67	64,939	745	80	327	337	308	29	274
Farm products - consumer goods	12	1,393	81	11	45	42	39	3	12
Farm supplies	3	615	8	2	4	4	4	--	--
Groceries and foods (specialty lines)	10	6,855	95	4	19	48	48	--	--
Lumber and construction materials	5	362	47	3	11	24	24	--	--
Machinery, equipment and supplies	8	219	21	8	11	10	9	1	28
Plumbing and heating eqpt. and spls.	3	7	1	4	--	--	--	--	--
All other 8/	11	1,105	80	11	51	55	52	3	121
<b>ASSEMBLERS</b>	<b>2,078</b>	<b>88,367</b>	<b>3,456</b>	<b>1,200</b>	<b>2,454</b>	<b>1,872</b>	<b>1,659</b>	<b>213</b>	<b>4,593</b>
Farm products - raw materials	1,144	70,875	2,598	425	1,560	1,402	1,296	106	4,282
Farm products - consumer goods	912	16,794	811	754	862	450	347	103	277
Farm supplies	19	678	43	17	25	17	13	4	33
All other	3	20	4	4	7	3	3	--	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$608,000.

3/ Includes 3 exporters and 1 importer.

4/ Includes 1 export agent and 23 manufacturers' agents.

5/ Includes 2 establishments dealing in amusement and sporting goods; 1 in clothing and furnishings; and 12 in all other products.

6/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 1 in dry goods (specialty lines); 1 in electrical goods; 3 in farm products - consumer goods; 1 in furniture and house furnishings; 2 in metals and metal work (except scrap); 1 in paper and its products; and 3 in plumbing and heating equipment and supplies.

7/ Includes 1 establishment dealing in chemicals and paints; 1 in electrical goods; 3 in groceries and foods (specialty lines); 2 in lumber and construction materials; 1 in metals and metal work (except scrap); and 3 in tobacco and its products (except leaf).

8/ Includes 1 establishment dealing in coal and coke; 2 in drugs and drug sundries (specialty lines); 1 in furniture and house furnishings; 1 in petroleum and its products; and 6 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF KENTUCKYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll. (add 000)	Active propne- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	2,057	\$379,597	\$35,391	1,240	1/15,765	1/18,041	1/16,833	1/1,208	2/44,255
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	1,016	170,180	20,583	699	10,133	11,469	10,794	675	21,052
Wholesale merchants	895	150,576	18,092	632	8,533	10,112	9,693	419	18,004
Exporters	19	9,232	1,131	9	1,054	595	355	240	1,779
Industrial distributors	26	4,752	758	5	263	426	416	10	1,064
Drop shippers or desk jobbers	12	1,672	137	3	34	71	68	3	--
Wagon distributors	58	2,542	377	48	185	213	211	2	82
All other 3/	6	1,406	88	2	64	52	51	1	123
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	82	34,158	4,227	--	1,052	1,871	1,848	23	1,971
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	28	25,984	2,043	1	241	526	515	11	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	306	33,091	3,948	37	1/	1/	1/	1/	1,682
Independent stations	49	3,248	456	35	171	230	226	4	389
Chain-operated stations	201	24,072	2,719	2	1,016	1,504	1,470	34	1,126
Commission stations	56	5,771	773	--	1/	1/	1/	1/	167
<b>AGENTS AND BROKERS</b>	203	85,874	2,383	185	1,733	1,389	1,033	356	995
Auction companies	82	48,744	1,422	61	1,291	901	574	327	484
Brokers	36	13,703	259	29	102	156	154	2	143
Commission merchants	35	18,922	418	46	240	215	189	26	352
Selling agents	14	2,665	160	13	43	59	59	--	4
Other agents 4/	36	1,840	124	36	57	58	57	1	12
<b>ASSEMBLERS</b>	422	30,310	2,207	318	1,419	1,052	947	105	18,555
Country buyers of farm products	283	23,167	1,893	259	1,141	845	779	66	16,014
Cooperative marketing associations	16	4,240	167	--	151	109	74	35	2,450
Elevators (grain)	4	1,519	78	1	38	51	51	--	89
All other 5/	119	1,384	69	58	89	47	43	4	2
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	1,016	170,180	20,583	699	10,133	11,469	10,794	675	21,052
Amusement and sporting goods	6	272	94	4	30	74	72	2	31
Automotive	72	4,188	940	39	434	569	568	1	739
Beer, wines and liquors	111	19,476	1,682	77	629	878	856	22	1,237
Chemicals and paints	10	503	125	3	51	83	83	--	113
Clothing and furnishings	25	3,658	537	20	211	328	326	2	581
Coal and coke	9	1,334	114	4	23	58	56	2	--
Drugs (full line)	3	2,522	283	--	118	170	168	2	478
Drugs and drug sundries (specialty lines)	15	779	206	9	96	128	126	2	127
Dry goods (full line)	7	3,586	589	4	226	387	387	--	761
Dry goods (specialty lines)	3	90	4	3	3	3	3	--	36
Electrical goods	20	3,262	547	6	164	315	315	--	392
Farm products - raw materials	46	22,787	2,340	18	1,950	1,128	637	491	3,115
Farm products - consumer goods	152	12,614	1,728	131	854	869	835	34	214
Farm supplies	23	4,311	643	15	341	269	242	27	1,100
Furniture and house furnishings	14	1,295	227	13	98	123	123	--	463
General merchandise	6	5,817	752	3	387	518	515	3	943
Groceries (full line)	106	36,329	3,006	67	1,422	1,609	1,595	14	4,547
Groceries and foods (specialty lines)	128	11,319	1,296	111	668	683	669	14	1,099
Hardware	15	6,738	1,084	6	476	660	656	4	1,618
Jewelry and optical goods	4	250	62	1	34	47	47	--	75
Lumber and construction materials	35	6,103	1,148	23	465	604	584	20	570
Machinery, equipment and supplies	65	6,817	1,309	34	495	785	771	14	1,289
Metals and metal work (except scrap)	5	505	79	4	42	45	44	1	53
Peper and its products	15	1,896	346	7	144	225	220	5	382
Petroleum and its products	4	245	56	2	25	40	40	--	40
Plumbing and heating eqpt. and sple.	13	2,102	301	4	147	207	207	--	405
Tobacco and its products (except leaf)	24	5,415	259	21	106	170	169	1	309
Waste materials	55	5,017	592	52	369	345	337	8	235
All other	25	950	234	18	125	149	143	6	100

(continued on next page)



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF KENTUCKYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>82</b>	<b>\$34,158</b>	<b>\$4,227</b>	<b>--</b>	<b>1,052</b>	<b>\$1,871</b>	<b>\$1,848</b>	<b>\$23</b>	<b>\$1,971</b>
Automotive	7	11,319	494	--	134	228	228	--	315
Beer, wines and liquors	6	3,368	812	--	161	455	448	7	52
Chemicals and paints	4	899	375	--	62	110	110	--	403
Groceries and foods (specialty lines)	24	12,482	1,588	--	310	507	502	5	360
Machinery, equipment and supplies	20	2,660	513	--	196	339	338	1	350
All other 6/	21	3,430	445	--	189	232	222	10	491
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>28</b>	<b>25,984</b>	<b>2,043</b>	<b>1</b>	<b>241</b>	<b>526</b>	<b>515</b>	<b>11</b>	<b>--</b>
Machinery, equipment and supplies	8	1,342	82	--	23	45	35	10	--
Tobacco and its products (except leaf)	4	11,450	703	--	66	124	124	--	--
All other 7/	16	13,192	1,258	1	152	357	356	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	306	33,091	3,948	37	1/	1/	1/	1/	1,682
<b>AGENTS AND BROKERS</b>	<b>203</b>	<b>85,874</b>	<b>2,383</b>	<b>185</b>	<b>1,733</b>	<b>1,389</b>	<b>1,033</b>	<b>356</b>	<b>995</b>
Beer, wines and liquors	3	523	31	1	13	14	14	--	--
Clothing and furnishings	5	446	15	5	11	8	8	--	6
Coal and coke	4	972	59	--	22	27	27	--	--
Farm products - raw materials	111	66,799	1,770	102	1,495	1,082	730	352	808
Farm products - consumer goods	5	904	70	5	28	27	26	1	22
Groceries (full line)	1								
Groceries and foods (specialty lines)	32	13,589	230	27	91	145	143	2	147
Lumber and construction materials	11	676	69	10	30	32	32	--	3
Machinery, equipment and supplies	12	654	26	13	10	7	6	1	--
Plumbing and heating eqpt. and spls.	4	197	49	3	10	16	16	--	--
All other 8/	15	1,114	64	19	23	31	31	--	9
<b>ASSEMBLERS</b>	<b>422</b>	<b>30,310</b>	<b>2,207</b>	<b>318</b>	<b>1,419</b>	<b>1,052</b>	<b>947</b>	<b>105</b>	<b>18,555</b>
Farm products - raw materials	148	21,987	1,757	108	1,008	846	765	81	18,431
Farm products - consumer goods	257	8,078	421	196	379	187	165	22	95
Farm supplies	6	79	5	5	6	2	2	--	2
All other	11	166	24	9	26	17	15	2	27

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$617,000.

3/ Includes 2 voluntary-group wholesalers; 2 importers; 1 mail order wholesaler; and 1 retailer-cooperative warehouse.

4/ Includes 1 export agent and 35 manufacturers' agents.

5/ Includes 117 cream stations and 2 peckers and shippers.

6/ Includes 1 establishment dealing in amusement and sporting goods; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 3 in electrical goods; 1 in farm products - consumer goods; 2 in furniture and house furnishings; 3 in jewelry and optical goods; 2 in lumber and construction materials; 3 in metals and metal work (except scrap); 1 in paper and its products; 1 in plumbing and heating equipment and supplies; and 2 in all other products.

7/ Includes 2 establishments dealing in beer, wines and liquors; 1 in chemicals and paints; 1 in dry goods (specialty lines); 2 in electrical goods; 1 in groceries and foods (specialty lines); 1 in lumber and construction materials; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 5 in all other products.

8/ Includes 2 establishments dealing in automotive products; 2 in chemicals and paints; 2 in dry goods (specialty lines); 2 in electrical goods; 1 in hardware; 1 in metals and metal work (except scrap); 2 in petroleum and its products; 2 in waste materials; and 1 in all other products.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935  
STATE OF LOUISIANA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprietors and firm members	Employees full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>2,131</b>	<b>\$580,260</b>	<b>\$55,493</b>	<b>938</b>	<b>1/17,372</b>	<b>1/23,873</b>	<b>1/23,332</b>	<b>1/541</b>	<b>2/75,265</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	<b>1,042</b>	<b>257,151</b>	<b>29,485</b>	<b>577</b>	<b>11,454</b>	<b>15,267</b>	<b>14,950</b>	<b>317</b>	<b>29,915</b>
Wholesale merchants	857	182,798	23,209	480	9,642	12,163	11,917	246	19,245
Exporters	42	30,210	1,837	35	386	716	678	39	4,736
Importers	18	22,392	1,299	2	283	694	688	6	2,352
Industrial distributors	62	16,598	2,657	10	937	1,462	1,452	10	3,360
Drop shippers or desk jobbers	13	2,106	122	8	24	42	41	1	--
Wagon distributors	47	1,525	271	42	140	135	119	16	90
All other 3/	3	1,522	90	--	42	55	55	--	132
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	175	90,390	9,127	--	2,693	4,284	4,230	54	7,432
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	43	28,350	2,137	--	355	737	736	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>477</b>	<b>38,911</b>	<b>4,373</b>	<b>45</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>2,161</b>
Independent stations	61	4,583	733	44	320	387	384	3	173
Chain-operated stations	76	17,958	1,311	1	607	750	730	20	1,238
Commission stations	340	16,370	2,329	--	1/	1/	1/	1/	750
<b>AGENTS AND BROKERS</b>	<b>262</b>	<b>78,988</b>	<b>2,606</b>	<b>209</b>	<b>739</b>	<b>1,101</b>	<b>1,046</b>	<b>55</b>	<b>987</b>
Brokers	80	35,091	507	71	189	272	256	16	41
Commission merchants	33	15,990	482	26	156	229	220	9	610
Export agents	19	6,333	695	5	100	192	188	4	12
Import agents	3	2,778	49	2	13	29	29	--	28
Manufacturers' agents	110	9,735	420	100	223	245	221	24	126
Selling agents	14	8,029	432	3	53	119	119	--	169
Other agents 4/	3	1,032	21	2	5	15	13	2	1
<b>ASSEMBLERS</b>	<b>132</b>	<b>86,470</b>	<b>7,765</b>	<b>107</b>	<b>1,204</b>	<b>1,347</b>	<b>1,256</b>	<b>91</b>	<b>34,770</b>
Country buyers of farm products	61	5,374	243	62	107	79	64	15	406
Cream stations	3	19	5	3	4	1	1	--	--
Cooperative marketing associations	28	78,802	7,054	--	624	1,014	1,006	8	34,285
Packers and shippers	40	2,275	463	42	469	253	185	68	79
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	<b>1,042</b>	<b>257,151</b>	<b>29,485</b>	<b>577</b>	<b>11,454</b>	<b>15,267</b>	<b>14,950</b>	<b>317</b>	<b>29,915</b>
Amusement and sporting goods	9	544	155	2	57	92	88	4	28
Automotive	49	6,875	1,510	26	621	870	863	7	1,395
Beer, wines and liquors	59	10,530	1,325	28	557	677	665	12	990
Chemicals and paints	15	1,357	268	5	88	141	137	4	219
Clothing and furnishings	13	2,413	429	9	149	232	232	--	553
Drugs (full line)	8	6,785	1,057	2	389	581	579	2	1,317
Drugs and drug sundries (specialty lines)	7	409	67	4	43	32	31	1	37
Dry goods (full line)	12	6,597	1,029	6	296	571	571	--	1,090
Dry goods (specialty lines)	8	863	133	3	42	86	86	--	88
Electrical goods	19	5,717	1,097	--	338	565	563	2	785
Farm products - raw materials	56	40,029	2,147	48	333	764	730	34	5,705
Farm products - consumer goods	113	16,562	2,000	99	976	998	973	25	335
Farm supplies	16	2,798	313	3	148	182	175	7	196
Furniture and house furnishings	9	1,849	442	5	137	208	208	--	339
General merchandise	7	1,854	205	1	104	126	125	1	489
Groceries (full line)	134	53,566	4,044	39	1,905	2,328	2,297	31	4,572
Groceries and foods (specialty lines)	219	43,255	4,039	175	1,728	2,083	2,026	57	3,326
Hardware	12	6,674	1,290	1	431	693	690	3	1,961
Jewelry and optical goods	7	644	179	5	76	89	89	--	286
Lumber and construction materials	29	7,525	873	11	262	377	339	38	595
Machinery, equipment and supplies	105	19,593	3,382	33	1,272	1,866	1,821	45	3,705
Metals and metal work (except scrap)	15	2,616	451	5	176	272	258	14	342
Paper and its products	16	3,138	673	2	254	356	354	2	597
Petroleum and its products	9	386	99	5	41	47	47	--	27
Plumbing and heating eqpt. and spls.	13	1,760	311	3	122	171	170	1	265
Tobacco and its products (except leaf)	29	7,385	502	19	264	311	304	7	232
Waste materials	29	2,863	583	29	395	299	295	4	314
All other 5/	25	2,564	577	9	201	250	234	16	327

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF LOUISIANATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>175</b>	<b>\$90,390</b>	<b>\$9,127</b>	<b>--</b>	<b>2,693</b>	<b>\$4,284</b>	<b>\$4,230</b>	<b>\$54</b>	<b>\$7,432</b>
Amusement and sporting goods	6	874	219	--	76	114	114	--	79
Automotive	15	25,937	1,587	--	489	830	829	1	1,507
Beer, wines and liquors	11	2,065	336	--	41	100	100	--	70
Chemicals and paints	4	1,052	245	--	55	92	88	4	120
Drugs and drug sundries (specialty lines)	5	2,788	430	--	102	186	186	--	304
Electrical goods	4	1,646	95	--	23	43	43	--	103
Groceries and foods (specialty lines)	60	45,321	3,938	--	1,086	1,587	1,562	25	2,553
Jewelry and optical goods	4	202	66	--	32	37	37	--	23
Machinery, equipment and supplies	49	6,299	1,352	--	454	839	819	20	1,863
Metals and metal work (except scrap)	4	1,743	419	--	166	211	211	--	480
All other 6/	13	2,463	440	--	169	245	241	4	330
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>43</b>	<b>28,350</b>	<b>2,137</b>	<b>--</b>	<b>355</b>	<b>737</b>	<b>736</b>	<b>1</b>	<b>--</b>
Amusement and sporting goods	5	1,292	257	--	90	134	134	--	--
Electrical goods	4	1,110	76	--	20	48	48	--	--
Groceries and foods (specialty lines)	5	3,142	781	--	34	89	89	--	--
Lumber and construction materials	4	2,973	444	--	112	210	210	--	--
Machinery, equipment and supplies	8	4,700	130	--	32	73	72	1	--
Metals and metal work (except scrap)	4	9,122	100	--	17	57	57	--	--
All other 7/	13	6,011	349	--	50	126	126	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	477	38,911	4,373	45	1/	1/	1/	1/	2,161
<b>AGENTS AND BROKERS</b>	<b>262</b>	<b>78,988</b>	<b>2,606</b>	<b>209</b>	<b>739</b>	<b>1,101</b>	<b>1,046</b>	<b>55</b>	<b>987</b>
Chemicals and paints	5	1,727	269	3	52	45	41	4	166
Clothing and furnishings	4	189	1	5	--	--	--	--	--
Dry goods (specialty lines)	11	6,089	191	7	32	61	61	--	231
Electrical goods	7	319	24	5	12	13	12	1	3
Farm products - raw materials	22	13,925	259	18	105	151	148	3	349
Farm products - consumer goods	22	6,571	197	20	96	116	95	21	24
Furniture and house furnishings	5	202	18	5	6	4	3	1	1
Groceries and foods (specialty lines)	83	36,953	555	71	193	303	297	6	163
Hardware	4	340	9	4	2	4	4	--	--
Lumber and construction materials	30	7,566	731	14	113	207	195	12	12
Machinery, equipment and supplies	34	1,374	127	27	66	70	65	5	19
Metals and metal work (except scrap)	4	388	68	2	11	39	38	1	3
Paper and its products	3	185	12	6	5	3	3	--	5
Plumbing and heating eqpt. and sple.	8	225	26	8	8	13	12	1	1
All other 8/	20	2,935	119	14	38	72	72	--	10
<b>ASSEMBLERS</b>	<b>132</b>	<b>86,470</b>	<b>7,765</b>	<b>107</b>	<b>1,204</b>	<b>1,347</b>	<b>1,256</b>	<b>91</b>	<b>34,770</b>
Farm products - raw materials	52	80,609	7,063	47	610	986	977	9	34,660
Farm products - consumer goods	42	3,421	290	31	182	128	111	17	33
Groceries and foods (specialty lines)	26	2,141	353	28	376	196	133	63	55
All other 9/	12	299	59	1	36	37	35	2	22

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$2,183,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; and 1 retailer-cooperative warehouse.
- 4/ Includes 2 auction companies and 1 other agent.
- 5/ Includes 1 establishment dealing in coal and coke and 24 in all other products.
- 6/ Includes 1 establishment dealing in dry goods (specialty lines); 2 in furniture and house furnishings; 3 in lumber and construction materials; 2 in paper and its products; 2 in plumbing and heating equipment and supplies; and 3 in all other products.
- 7/ Includes 2 establishments dealing in beer, wines and liquors; 2 in chemicals and paints; 1 in furniture and house furnishings; 1 in paper and its products; 3 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 2 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 1 in automotive; 2 in beer, wines and liquors; 1 in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in farm supplies; 2 in general merchandise; 1 in petroleum and its products; 1 in waste materials; and 9 in all other products.
- 9/ Includes 10 establishments dealing in farm supplies and 2 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MAINE

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	970	\$127,840	\$17,225	504	1/6,271	1/\$8,427	1/\$8,215	1/\$212	2/\$13,208
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	476	65,559	9,959	263	3,834	5,247	5,112	135	9,190
Wholesale merchants	437	61,796	9,444	238	3,623	4,949	4,819	130	8,653
Industrial distributors	6	966	246	--	99	169	169	--	360
Drop shippers or desk jobbers	5	790	64	4	13	23	22	1	--
Warehouse distributors	23	557	74	20	32	29	27	2	17
All other 3/	5	1,450	131	1	67	77	75	2	160
MANUFACTURERS' SALES BRANCHES (With stocks)	70	21,710	2,207	3	736	1,134	1,126	8	839
MANUFACTURERS' SALES OFFICES (Without stocks)	7	4,731	152	--	44	101	101	--	--
BULK TANK STATIONS (PETROLEUM)	157	21,050	3,305	20	1/	1/	1/	1/	2,495
Independent stations	22	2,365	304	17	106	126	124	2	457
Chain-operated stations	100	15,491	2,341	3	773	1,106	1,091	15	1,862
Commission stations	35	3,194	660	--	1/	1/	1/	1/	176
AGENTS AND BROKERS	36	4,941	148	26	47	60	59	1	68
Brokers	14	2,430	67	10	16	21	20	1	--
Commission merchants	10	1,601	40	8	14	17	17	--	1
Other agents 4/	12	910	41	8	17	22	22	--	67
ASSEMBLERS	224	9,849	1,454	192	731	653	602	51	616
Country buyers of farm products	159	4,460	747	140	405	330	293	37	387
Cooperative marketing associations	6	2,645	160	--	41	53	53	--	10
Packers and shippers	59	2,744	547	52	285	270	256	14	219
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	476	65,559	9,959	263	3,834	5,247	5,112	135	9,190
Amusement and sporting goods	5	418	98	2	50	63	63	--	168
Automotive	25	2,334	582	10	202	332	327	5	445
Beer, wines and liquors	28	3,462	528	11	179	196	188	8	111
Chemicals and paints	4	124	35	1	20	20	15	5	26
Clothing and furnishings	15	1,205	198	6	74	130	128	2	260
Coal and coke	5	4,118	613	1	186	263	246	17	426
Drugs (full line)	2								
Drugs and drug sundries (specialty lines)	4	1,064	187	2	107	123	121	2	227
Dry goods (full line)	3								
Dry goods (specialty line)	1	1,140	197	--	84	118	118	--	293
Electrical goods	14	1,628	290	1	123	168	168	--	320
Farm products - raw materials	6	338	43	5	18	16	15	1	51
Farm products - consumer goods	80	9,719	1,287	68	587	632	571	61	634
Farm supplies	10	1,680	174	2	75	100	99	1	292
Furniture and house furnishings	4	120	43	1	23	22	22	--	44
Groceries (full line)	26	13,021	1,472	2	511	825	820	5	2,171
Groceries and foods (specialty lines)	99	10,105	1,414	67	491	702	691	11	712
Hardware	16	4,228	991	1	376	540	540	--	1,556
Jewelry and optical goods	4	143	46	3	22	32	32	--	18
Lumber and construction materials	19	1,521	195	12	82	101	98	3	109
Machinery, equipment and supplies	29	1,611	409	14	146	233	233	--	423
Paper and its products	13	1,707	443	7	179	281	278	3	351
Plumbing and heating eqpt. and spls.	4	266	83	1	28	46	46	--	97
Tobacco and its products (except leaf)	17	3,213	197	11	72	93	92	1	204
Waste materials	24	1,079	201	22	83	80	72	8	157
All other 5/	19	1,315	233	13	116	131	129	2	95
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	70	21,710	2,207	3	736	1,134	1,126	8	839
Automotive	5	4,653	348	--	100	169	167	2	196
Farm products - consumer goods	7	526	207	--	34	44	44	--	--
Groceries and foods (specialty lines)	40	15,420	1,290	--	464	689	684	5	503
Jewelry and optical goods	4	98	35	--	15	22	22	--	8
Machinery, equipment and supplies	10	758	265	2	103	184	183	1	84
All other 6/	4	255	62	1	20	26	26	--	46

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MAINE

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 7/	7	\$4,731	\$152	--	44	\$101	\$101	--	--
BULK TANK STATIONS Petroleum and its products	157	21,050	3,305	20	1/	1/	1/	1/	\$2,495
AGENTS AND BROKERS	36	4,941	148	26	47	60	59	\$1	68
Farm products - consumer goods	7	1,974	54	4	16	19	19	--	1
Groceries and foods (specialty lines)	10	335	11	10	4	6	6	--	--
Machinery, equipment and supplies	4	323	15	1	8	10	10	--	60
All other 8/	15	2,309	68	11	19	25	24	1	7
ASSEMBLERS	224	9,849	1,454	192	731	653	602	51	616
Farm products - raw materials	29	465	92	24	53	39	33	6	55
Farm products - consumer goods	156	7,689	1,014	131	543	426	405	21	431
Groceries and foods (specialty lines)	27	1,338	308	24	123	163	150	13	128
All other 9/	12	357	40	13	12	25	14	11	2

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$286,000.

3/ Includes 2 voluntary-group wholesalers; 1 mail-order wholesaler; and 2 retailer cooperative warehouses.

4/ Includes 11 manufacturers' agents and 1 selling agent.

5/ Includes 1 establishment dealing in metals and metal work (except scrap); 1 in petroleum and its products; and 17 in all other products.

6/ Includes 1 establishment dealing in chemicals and paints; 1 in furniture and house furnishings; 1 in plumbing and heating equipment and supplies; and 1 in all other products.

7/ Includes 1 establishment dealing in amusement and sporting goods; 1 in dry goods (specialty lines); 1 in groceries and foods (specialty lines); 3 in machinery, equipment and supplies; and 1 in tobacco and its products (except leaf).

8/ Includes 1 establishment dealing in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 2 in farm products - raw materials; 2 in farm supplies; and 2 in all other products.

9/ Includes 2 establishments dealing in farm supplies and 10 in all other products.

## WHOLESALE DISTRIBUTION: 1935

CENSUS OF  
BUSINESS

## STATE OF MARYLAND

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,316	\$496,017	\$51,880	1,744	1/19,164	1/\$25,456	1/\$24,787	1/\$669	2/\$31,981
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,459	206,804	28,088	1,203	11,360	15,236	14,917	319	21,665
Wholesale merchants	1,324	182,951	24,947	1,107	10,365	13,731	13,431	300	19,942
Importers	14	6,073	1,391	5	243	457	457	--	305
Industrial distributors	10	2,879	497	6	218	328	326	2	464
Drop shippers or desk jobbers	26	4,553	340	11	93	204	201	3	36
Retailer-cooperative warehouses	3	5,138	232	--	110	145	139	6	664
Wagon distributors	77	4,168	577	71	302	316	308	8	117
All other 3/	5	1,042	104	3	29	55	55	--	137
MANUFACTURERS' SALES BRANCHES (With stocks)	152	102,366	11,954	3	3,223	5,246	5,197	49	5,880
MANUFACTURERS' SALES OFFICES (Without stocks)	51	48,753	2,429	1	384	1,011	1,010	1	--
BULK TANK STATIONS (PETROLEUM)	148	40,808	5,259	19	1/	1/	1/	1/	3,230
Independent stations	22	4,697	376	16	112	203	198	5	239
Chain-operated stations	87	33,306	4,293	3	1,217	1,526	1,500	26	2,847
Commission stations	39	2,805	590	--	1/	1/	1/	1/	144
AGENTS AND BROKERS	265	79,755	2,357	240	775	1,243	1,216	27	876
Auction companies	5	4,370	105	3	69	80	74	6	17
Brokers	68	36,139	685	69	196	347	344	3	442
Commission merchants	73	19,459	859	68	319	457	446	11	215
Manufacturers' agents	84	7,254	276	78	107	153	146	7	49
Selling agents	31	11,865	415	18	78	197	197	--	153
Other agents 4/	4	668	17	4	6	9	9	--	--
ASSEMBLERS	241	17,531	1,793	278	2,093	991	749	242	330
Country buyers of farm products	92	4,010	185	97	118	70	51	19	187
Cooperative marketing associations	11	5,168	156	--	51	84	83	1	11
Elevators (grain)	18	1,792	95	17	55	49	43	6	88
Packers and shippers	120	6,561	1,357	164	1,869	788	572	216	44
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,459	206,804	28,088	1,203	11,360	15,236	14,917	319	21,665
Amusement and sporting goods	16	1,084	233	12	87	116	114	2	165
Automotive	61	3,670	959	44	417	574	566	8	756
Beer, wines and liquors	83	15,659	2,309	63	715	960	933	27	1,135
Chemicals and paints	24	2,269	378	18	118	173	171	2	261
Clothing and furnishings	100	8,679	1,094	104	410	586	583	3	1,063
Coal and coke	23	4,213	408	14	131	217	192	25	110
Drugs (full line)	3	3,278	279	2	123	190	190	--	142
Drugs and drug sundries (specialty lines)	23	1,684	375	18	176	243	240	3	178
Dry goods (full line)	2								
Dry goods (specialty lines)	47	7,538	1,074	42	402	613	597	16	1,268
Electrical goods	36	7,409	1,279	17	410	727	725	2	944
Farm products - raw materials	21	4,955	278	25	136	162	124	38	328
Farm products - consumer goods	174	17,972	1,782	168	790	896	870	26	523
Farm supplies	29	4,889	561	19	194	275	273	2	392
Furniture and house furnishings	22	2,358	352	19	131	179	177	2	599
General merchandise	4	12,019	2,070	1	764	942	940	2	1,899
Groceries (full line)	34	21,841	1,597	26	681	926	911	15	3,150
Groceries and foods (specialty lines)	274	28,221	3,644	249	1,760	2,102	2,065	37	1,563
Hardware	21	2,581	509	20	180	252	251	1	442
Jewelry and optical goods	19	3,257	418	24	149	204	200	4	508
Lumber and nonconstruction materials	52	7,184	1,145	30	454	690	678	12	989
Machinery, equipment and supplies	111	9,804	2,207	64	854	1,321	1,290	31	1,632
Metals and metal work (except scrap)	25	4,007	737	19	256	418	417	1	622
Paper and its products	47	6,285	1,099	28	361	568	563	5	749
Petroleum and its products	6	244	59	6	27	30	25	5	3
Plumbing and heating eqpt. and spls.	34	5,304	1,050	13	435	676	672	4	949
Tobacco and its products (except leaf)	36	12,457	813	36	310	414	410	4	760
Weta materials	80	4,946	834	76	640	464	425	39	337
All other	52	2,997	544	46	249	318	315	3	398

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MARYLAND

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>152</b>	<b>\$102,366</b>	<b>\$11,954</b>	<b>3</b>	<b>3,223</b>	<b>\$5,246</b>	<b>\$5,197</b>	<b>\$49</b>	<b>\$5,880</b>
Amusement and sporting goods	4	1,055	211	--	67	136	136	--	169
Automotive	9	21,823	1,107	--	327	597	596	1	657
Beer, wines and liquors	6	7,906	1,976	--	87	201	201	--	18
Chemicals and paints	8	1,381	228	--	48	103	102	1	139
Drugs and drug sundries (specialty lines)	5	1,885	519	--	143	256	256	--	237
Electrical goods	4	580	126	--	21	48	47	1	82
Farm products - consumer goods	6	741	240	--	67	90	89	1	5
Farm supplies	4	5,382	771	--	169	511	307	4	545
Groceries and foods (specialty lines)	41	45,229	3,583	--	908	1,504	1,501	3	1,823
Lumber and construction materials	8	2,764	503	--	217	284	254	30	460
Machinery, equipment and supplies	33	9,459	1,924	1	957	1,355	1,354	1	1,244
Plumbing and heating eqpt. and spls.	7	1,174	233	--	73	114	109	5	186
All other 5/	17	2,987	533	2	139	247	245	2	315
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>51</b>	<b>48,753</b>	<b>2,429</b>	<b>1</b>	<b>384</b>	<b>1,011</b>	<b>1,010</b>	<b>1</b>	<b>--</b>
Electrical goods	6	5,552	325	--	59	153	153	--	--
Machinery, equipment and supplies	14	13,586	431	--	76	242	242	--	--
Metals and metal work (except scrap)	8	16,696	463	--	93	214	214	--	--
All other 6/	23	12,919	1,210	1	156	402	401	1	--
<b>BULK TANK STATIONS</b>	<b>148</b>	<b>40,808</b>	<b>5,259</b>	<b>19</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>3,230</b>
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	<b>265</b>	<b>79,755</b>	<b>2,357</b>	<b>240</b>	<b>775</b>	<b>1,243</b>	<b>1,216</b>	<b>27</b>	<b>876</b>
Automotive	4	108	15	2	7	10	10	--	37
Chemicals and paints	5	2,515	63	4	22	34	34	--	1
Clothing and furnishings	12	545	24	14	10	9	9	--	--
Coal and coke	15	6,431	282	8	47	109	109	--	152
Dry goods (specialty lines)	22	5,113	51	17	13	34	34	--	6
Farm products - raw materials	23	9,569	182	24	71	88	83	5	137
Farm products - consumer goods	65	17,960	821	55	325	461	449	12	86
Farm supplies	10	2,223	50	9	16	27	27	--	--
Furniture and house furnishings	8	369	7	7	6	4	4	--	--
Groceries and foods (specialty lines)	41	28,834	549	43	157	289	287	2	437
Hardware	4	1,314	42	4	7	22	22	--	--
Lumber and construction materials	9	712	61	7	18	29	25	4	--
Machinery, equipment and supplies	22	814	68	21	24	39	36	3	5
Paper and its products	3	920	41	3	15	31	31	--	--
Plumbing and heating eqpt. and spls.	3	140	3	4	1	--	--	--	--
All other 7/	19	2,188	98	18	36	57	56	1	15
<b>ASSEMBLERS</b>	<b>241</b>	<b>17,531</b>	<b>1,793</b>	<b>278</b>	<b>2,093</b>	<b>991</b>	<b>749</b>	<b>242</b>	<b>330</b>
Farm products - raw materials	77	8,026	310	75	155	130	131	19	269
Farm products - consumer goods	47	3,872	282	48	148	120	95	25	80
Farm supplies	5	268	19	1	8	9	9	--	11
Groceries and foods (specialty lines)	109	5,316	1,176	151	1,779	710	512	198	30
All other	3	49	6	3	3	2	2	--	--

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$589,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; 2 exporters; and 1 mail-order wholesaler.
- 4/ Includes 2 export agents; 1 import agent; and 1 other agent.
- 5/ Includes 3 establishments dealing in clothing and furnishings; 3 in dry goods (specialty lines); 3 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in metals and metal work (except scrap); 2 in paper and its products; 1 in petroleum and its products; and 3 in all other products.
- 6/ Includes 2 establishments dealing in beer, wines and liquors; 2 in chemicals and paints; 2 in dry goods (specialty lines); 1 in farm supplies; 3 in groceries and foods (specialty lines); 3 in lumber and construction materials; 2 in paper and its products; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 4 in all other products.
- 7/ Includes 2 establishments dealing in amusement and sporting goods; 1 in drugs and drug sundries (specialty lines); 3 in electrical goods; 1 in general merchandise; 2 in jewelry and optical goods; 1 in metals and metal work (except scrap); 1 in tobacco and its products (except leaf); and 8 in all other products.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935  
STATE OF MASSACHUSETTS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>5,739</b>	<b>\$1,806,346</b>	<b>\$173,736</b>	<b>3,215</b>	<b>1/ 51,888</b>	<b>1/ \$90,110</b>	<b>1/ 388,480</b>	<b>1/ \$1,630</b>	<b>2/ \$122,483</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	<b>3,754</b>	<b>878,629</b>	<b>98,093</b>	<b>2,376</b>	<b>33,149</b>	<b>53,597</b>	<b>52,386</b>	<b>1,211</b>	<b>84,554</b>
Wholesale merchants	3,453	799,929	89,921	2,205	30,464	48,935	47,828	1,107	77,030
Voluntary-group wholesalers	13	10,019	1,240	8	382	657	655	2	1,432
Converters	20	7,853	766	14	188	425	424	1	998
Exporters	5	2,067	96	4	30	49	49	--	341
Importers	63	18,995	1,710	37	662	1,023	971	52	2,113
Industrial distributors	43	8,704	1,949	6	665	1,252	1,233	19	1,943
Drop shippers or desk jobbers	40	13,031	876	15	176	473	467	6	31
Mail-order wholesalers	8	593	198	5	40	34	31	3	22
Retailer-cooperative warehouses	12	5,313	336	--	131	207	207	--	409
Wagon distributors	97	6,125	1,001	82	411	542	521	21	235
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	549	351,118	39,747	13	10,205	20,750	20,589	161	25,389
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	219	110,087	9,164	7	1,877	4,469	4,457	12	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	236	111,206	14,113	22	1/	1/	1/	1/	7,214
Independent stations	26	2,913	557	15	159	251	245	6	87
Chain-operated stations	175	101,509	11,940	7	3,320	4,992	4,890	102	6,932
Commission stations	35	6,784	1,616	--	1/	1/	1/	1/	195
<b>AGENTS AND BROKERS</b>	912	317,542	9,475	754	2,259	4,747	4,665	82	4,971
Brokers	176	113,841	1,649	150	405	892	883	9	409
Commission merchants	174	113,225	3,816	141	796	1,897	1,881	16	3,461
Export agents	4	510	19	6	3	3	3	--	1
Import agents	16	8,910	168	14	41	78	78	--	236
Manufacturers' agents	452	38,206	2,066	389	690	1,107	1,064	43	337
Selling agents	84	41,998	1,711	49	307	746	733	13	450
Other agents 3/	6	852	46	5	17	24	23	1	77
<b>ASSEMBLERS</b>	69	37,764	3,144	43	919	1,304	1,248	56	355
Country buyers of farm products	32	1,067	205	33	62	78	68	10	34
Cream stations	3	286	37	1	9	12	12	--	--
Cooperative marketing associations	18	33,227	2,337	--	452	786	786	--	297
Packers and shippers	16	3,184	565	9	396	428	382	46	24
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	<b>3,754</b>	<b>878,629</b>	<b>98,093</b>	<b>2,376</b>	<b>33,149</b>	<b>53,597</b>	<b>52,386</b>	<b>1,211</b>	<b>84,554</b>
Amusement and sporting goods	44	3,204	600	30	235	334	320	14	359
Automotive	171	37,781	5,030	70	2,029	2,971	2,955	16	4,057
Beer, wines and liquors	146	42,335	5,977	64	1,839	2,910	2,799	111	3,050
Chemicals and paints	71	14,643	2,258	26	596	1,117	1,110	7	1,333
Clothing and furnishings	250	37,296	4,856	172	1,400	2,593	2,564	29	4,284
Coal and coke	35	65,189	2,888	12	773	1,413	1,365	48	2,522
Drugs (full line)	10	15,903	1,569	--	625	866	865	1	2,454
Drugs and drug sundries (specialty lines)	27	1,068	195	15	98	117	113	4	83
Dry goods (full line)	7	2,651	353	4	111	246	246	--	352
Dry goods (specialty lines)	129	17,860	2,080	97	610	1,089	1,077	12	2,116
Electrical goods	120	22,662	4,265	53	1,357	2,196	2,167	29	2,568
Farm products - raw materials	90	130,665	5,895	49	1,050	2,767	2,731	36	17,319
Farm products - consumer goods	428	91,105	8,748	354	3,117	4,777	4,580	197	2,309
Farm supplies	16	4,418	491	2	169	277	272	5	277
Furniture and house furnishings	90	12,534	2,330	61	814	1,242	1,203	39	2,570
Groceries (full line)	76	50,540	6,367	22	2,393	3,663	3,653	10	6,801
Groceries and foods (specialty lines)	550	105,362	12,739	402	4,515	7,063	6,855	208	6,127
Hardware	33	4,455	946	17	383	572	563	9	1,136
Jewelry and optical goods	65	5,519	986	53	357	576	570	6	1,616
Lumber and construction materials	75	18,225	3,140	39	918	1,584	1,511	73	2,292
Machinery, equipment and supplies	300	26,442	6,092	147	2,268	3,841	3,755	86	4,049
Metals and metal work (except scrap)	32	7,418	1,657	4	459	807	803	4	1,957
Paper and its products	182	24,022	4,620	110	1,751	2,758	2,667	91	3,023
Petroleum and its products	18	2,129	270	5	87	147	138	9	128
Plumbing and heating eqpt. and spls.	90	10,224	2,275	26	770	1,298	1,286	12	2,167
Tobacco and its products (except leaf)	102	42,436	1,824	68	663	1,081	1,071	10	1,830
Waste materials	257	30,661	4,064	223	1,841	2,279	2,197	82	2,720
All other 4/	330	51,882	5,578	251	1,921	3,013	2,950	63	5,050

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MASSACHUSETTS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales ( add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>549</b>	<b>\$351,118</b>	<b>\$39,747</b>	<b>13</b>	<b>10,205</b>	<b>\$20,750</b>	<b>\$20,589</b>	<b>\$161</b>	<b>\$25,389</b>
Amusement and sporting goods	8	3,635	624	--	207	338	337	1	185
Automotive	37	40,598	3,444	--	1,096	1,917	1,897	20	2,477
Beer, wines and liquors	6	8,588	622	--	84	202	202	--	403
Chemicals and paints	43	24,140	4,471	3	628	1,675	1,668	7	1,762
Clothing and furnishings	13	4,681	777	6	212	420	414	6	607
Drugs and drug sundries (specialty lines)	12	1,857	406	--	106	235	235	--	173
Dry goods (specialty lines)	9	4,996	350	1	112	224	224	--	409
Electrical goods	25	23,303	2,130	1	556	1,220	1,215	5	1,048
Farm products - consumer goods	25	4,549	1,357	1	263	370	369	1	68
Furniture and house furnishings	10	3,269	556	--	113	280	277	3	166
Groceries and foods (specialty lines)	136	136,955	9,558	--	2,712	4,700	4,653	42	6,039
Hardware	4	1,570	190	--	60	112	107	5	68
Jewelry and optical goods	12	1,227	472	--	160	227	227	--	197
Lumber and construction materials	7	2,437	458	--	191	282	282	20	328
Machinery, equipment and supplies	120	33,992	8,217	1	2,480	5,980	5,940	40	3,539
Metals and metal work (except scrap)	13	6,554	740	--	224	422	419	3	927
Paper and its products	10	5,017	203	--	65	113	113	--	49
Plumbing and heating eqpt. and spls.	25	5,977	1,376	--	365	616	609	7	1,216
All other 5/	34	37,723	2,896	--	571	1,417	1,416	1	5,728
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>219</b>	<b>110,087</b>	<b>9,164</b>	<b>7</b>	<b>1,877</b>	<b>4,469</b>	<b>4,457</b>	<b>12</b>	<b>--</b>
Amusement and sporting goods	5	6,020	577	--	188	299	299	--	--
Chemicals and paints	12	9,464	565	--	113	262	262	--	--
Clothing and furnishings	14	1,787	182	--	31	77	77	--	--
Dry goods (specialty lines)	13	10,008	184	3	26	78	77	1	--
Electrical goods	7	2,012	89	--	20	58	58	--	--
Furniture and house furnishings	7	3,070	169	1	29	79	79	--	--
Groceries and foods (specialty lines)	11	6,098	1,361	--	120	308	308	--	--
Lumber and construction materials	15	5,248	852	1	207	433	433	--	--
Machinery, equipment and supplies	62	10,672	1,068	1	266	672	668	4	--
Metals and metal work (except scrap)	25	25,650	1,603	1	374	921	915	6	--
Paper and its products	12	4,803	226	--	60	171	171	--	--
Plumbing and heating eqpt. and spls.	9	1,360	188	--	52	140	140	--	--
All other 6/	27	23,895	2,095	--	391	971	970	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	236	111,206	14,113	22	1/	1/	1/	1/	7,214
<b>AGENTS AND BROKERS</b>	<b>912</b>	<b>317,542</b>	<b>9,475</b>	<b>754</b>	<b>2,259</b>	<b>4,747</b>	<b>4,655</b>	<b>82</b>	<b>4,971</b>
Amusement and sporting goods	9	459	33	3	13	19	19	--	--
Automotive	10	442	33	12	13	16	15	1	17
Chemicals and paints	23	2,564	190	15	42	92	87	5	42
Clothing and furnishings	100	8,497	216	94	50	72	70	2	53
Coal and coke	9	5,114	454	3	33	94	94	--	285
Drugs and drug sundries (specialty lines)	3	51	9	3	7	5	4	1	1
Dry goods (specialty lines)	103	25,906	718	91	120	363	363	--	129
Electrical goods	35	2,346	283	34	125	180	178	2	66
Farm products - raw materials	126	111,131	1,342	130	295	755	749	6	2,939
Farm products - consumer goods	58	27,976	1,440	32	389	762	752	10	136
Farm supplies	6	6,485	85	5	17	34	34	--	--
Furniture and house furnishings	31	2,628	186	26	60	98	96	2	25
Groceries and foods (specialty lines)	103	67,399	1,311	83	338	800	793	7	180
Hardware	13	737	68	9	31	46	37	9	19
Jewelry and optical goods	3	273	25	3	8	17	17	--	--
Lumber and construction materials	26	4,523	320	16	98	152	147	5	14
Machinery, equipment and supplies	106	11,750	710	84	221	384	378	6	158
Metals and metal work (except scrap)	14	1,539	108	10	26	59	54	5	74
Paper and its products	19	4,226	263	13	78	160	158	2	1
Plumbing and heating eqpt. and spls.	17	865	73	15	25	33	32	1	2
Waste materials	14	2,523	117	9	22	38	37	1	191
All other 7/	89	30,058	991	68	248	568	551	17	639

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MASSACHUSETTSTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	69	\$37,764	\$3,144	43	919	\$1,304	\$1,248	\$56	\$355
Farm products - raw materials	15	17,561	1,056	16	101	223	222	1	110
Farm products - consumer goods	30	16,557	1,485	12	404	636	623	13	202
Groceries and foods (specialty lines)	11	2,971	522	4	380	406	364	42	21
All other <u>8/</u>	13	675	81	11	34	39	39	--	22

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$3,578,000.
- 3/ Includes 4 auction companies and 2 other agents.
- 4/ Includes 2 establishments dealing in general merchandise and 328 in all other products.
- 5/ Includes 1 establishment dealing in farm supplies; 3 in petroleum and its products; 2 in tobacco and its products (except leaf); and 28 in all other products.
- 6/ Includes 3 establishments dealing in automotive products; 1 in farm products - consumer goods; 1 in farm supplies; 1 in jewelry and optical goods; 1 in petroleum and its products; 3 in tobacco and its products (except leaf); and 17 in all other products.
- 7/ Includes 1 establishment dealing in beer, wines and liquors; 2 in general merchandise; 1 in tobacco and its products (except leaf); and 85 in all other products.
- 8/ Includes 1 establishment dealing in farm supplies and 12 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>6,065</b>	<b>\$1,410,767</b>	<b>\$132,112</b>	<b>3,580</b>	<b>1/ 41,587</b>	<b>1/ \$65,553</b>	<b>1/ \$64,182</b>	<b>1/ \$1,471</b>	<b>2/ \$75,086</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>3,328</b>	<b>521,978</b>	<b>69,024</b>	<b>2,443</b>	<b>25,963</b>	<b>37,821</b>	<b>36,936</b>	<b>885</b>	<b>48,970</b>
Wholesale merchants	2,957	474,632	63,372	2,155	23,998	34,705	33,923	782	44,802
Voluntary-group wholesalers	3	1,147	111	--	50	67	67	--	178
Importers	21	3,997	309	12	100	179	178	1	210
Industrial distributors	69	19,124	2,969	8	934	1,670	1,598	72	3,352
Drop shippers or desk jobbers	35	7,488	399	20	97	210	206	4	--
Retailer-cooperative warehouses	4	1,964	90	--	44	54	54	--	173
Wagon distributors	234	13,440	1,748	234	734	919	893	26	231
All other 3/	5	186	26	4	6	17	17	--	24
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>411</b>	<b>274,829</b>	<b>29,230</b>	<b>4</b>	<b>6,851</b>	<b>13,546</b>	<b>13,441</b>	<b>105</b>	<b>16,552</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>181</b>	<b>257,197</b>	<b>7,331</b>	<b>1</b>	<b>1,319</b>	<b>3,570</b>	<b>3,555</b>	<b>15</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>905</b>	<b>123,894</b>	<b>17,128</b>	<b>160</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>5,371</b>
Independent stations	154	24,505	3,091	136	848	1,174	1,140	34	941
Chain-operated stations	599	72,016	10,404	24	2,412	4,458	4,427	31	3,350
Commission stations	142	27,373	3,633	--	1/	1/	1/	1/	1,080
<b>AGENTS AND BROKERS</b>	<b>502</b>	<b>174,589</b>	<b>5,378</b>	<b>409</b>	<b>1,499</b>	<b>2,913</b>	<b>2,799</b>	<b>114</b>	<b>1,549</b>
Auction companies	5	5,922	137	3	92	98	89	9	2
Brokers	67	55,234	845	50	194	447	439	8	60
Commission merchants	37	30,254	768	31	290	457	446	11	169
Manufacturers' agents	348	55,698	2,373	304	642	1,303	1,237	66	385
Selling agents	45	27,481	1,255	21	281	608	588	20	933
<b>ASSEMBLERS</b>	<b>738</b>	<b>58,280</b>	<b>4,021</b>	<b>563</b>	<b>2,595</b>	<b>2,071</b>	<b>1,784</b>	<b>287</b>	<b>2,644</b>
Country buyers of farm products	317	10,800	703	363	433	279	235	43	273
Cream stations	70	852	52	59	41	27	24	3	16
Cooperative marketing associations	56	18,542	763	--	406	437	416	21	320
Elevators (grain)	266	26,895	2,367	111	1,757	1,267	1,051	216	1,844
Packers and shippers	29	1,191	136	30	58	61	57	4	191
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>3,328</b>	<b>521,978</b>	<b>69,024</b>	<b>2,443</b>	<b>25,963</b>	<b>37,821</b>	<b>36,936</b>	<b>885</b>	<b>48,970</b>
Amusement and sporting goods	23	1,556	292	14	109	169	165	4	138
Automotive	287	52,680	7,953	193	2,623	4,020	3,980	40	5,531
Beer, wines and liquors	213	26,656	2,532	192	1,069	1,273	1,228	45	982
Chemicals and paints	52	8,167	1,541	17	489	954	940	14	883
Clothing and furnishings	64	7,183	736	49	271	395	386	9	788
Coal and coke	33	8,307	1,050	14	330	525	519	6	543
Drugs (full line)	6	7,771	901	2	334	515	513	2	1,044
Drugs and drug sundries (specialty lines)	36	1,496	302	25	131	177	167	10	140
Dry goods (full line)	5	5,609	710	2	319	488	488	--	1,011
Dry goods (specialty lines)	28	4,438	335	20	99	170	169	1	297
Electrical goods	97	22,014	3,497	45	1,084	1,972	1,959	13	2,621
Farm products - raw materials	40	8,022	701	26	293	319	300	19	720
Farm products - consumer goods	484	62,808	8,243	483	3,101	4,124	4,017	107	1,241
Farm supplies	44	5,748	1,792	31	902	1,081	869	212	1,961
Furniture and house furnishings	51	4,792	720	29	263	453	448	5	904
General merchandise	6	816	99	8	52	56	55	1	152
Groceries (full line)	171	59,312	4,820	52	1,868	2,631	2,522	9	7,163
Groceries and foods (specialty lines)	499	47,850	5,503	478	2,342	3,003	2,934	69	2,272
Hardware	40	15,178	2,381	14	976	1,473	1,467	6	3,495
Jewelry and optical goods	46	2,540	913	20	456	604	599	5	462
Lumber and construction materials	99	15,212	2,304	44	761	1,245	1,225	20	2,053
Machinery, equipment and supplies	266	31,735	6,108	135	2,040	3,604	3,489	115	4,405
Metals and metal work (except scrap)	46	18,198	2,467	13	650	1,360	1,331	29	2,134
Paper and its products	88	19,160	3,679	52	1,091	2,012	2,003	9	2,399
Petroleum and its products	36	3,015	517	28	160	253	248	5	148
Plumbing and heating eqpt. and spls.	70	11,010	2,204	23	772	1,214	1,204	10	2,038
Tobacco and its products (except leaf)	133	39,593	1,890	93	671	920	914	6	1,663
Waste materials	241	22,548	3,437	240	1,925	1,868	1,790	78	1,196
All other	124	8,564	1,597	101	782	943	907	36	684

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\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MICHIGANTABLE 1.- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000.	Operating expenses (including pay roll add 000	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	411	\$274,829	\$29,230	4	6,851	\$13,546	\$13,441	\$105	\$16,552
Amusement and sporting goods	7	2,977	609	--	165	300	299	1	145
Automotive	39	100,153	10,448	--	1,767	3,819	3,792	27	6,071
Beer, wines and liquors	9	2,677	230	1	48	106	106	--	101
Chemicals and paints	21	8,139	1,499	1	256	573	567	6	1,348
Clothing and furnishings	4	2,917	375	--	99	205	205	--	326
Drugs and drug sundries (specialty lines)	7	2,400	540	--	282	333	333	--	658
Electrical goods	19	24,506	1,569	--	346	910	907	3	852
Farm products - consumer goods	16	3,414	705	--	198	328	324	4	109
Furniture and house furnishings	11	2,570	262	1	79	139	138	1	207
Groceries and foods (specialty lines)	117	62,904	6,074	--	1,587	2,765	2,742	23	1,568
Hardware	4	361	58	--	16	28	28	--	32
Jewelry and optical goods	4	348	136	1	56	69	69	--	55
Lumber and construction materials	14	18,462	652	--	256	412	411	1	591
Machinery, equipment and supplies	99	29,562	3,973	--	1,112	2,484	2,449	35	2,426
Metals and metal work (except scrap)	10	6,721	1,008	--	256	462	461	1	1,440
Paper and its products	5	1,185	191	--	69	125	125	--	153
Plumbing and heating eqpt. and spl.	10	1,667	378	--	124	160	158	2	340
Tobacco and its products (except leaf)	4	1,085	207	--	58	126	126	--	67
All other 4/	11	2,781	316	--	77	202	201	1	63
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	181	257,197	7,331	1	1,319	3,670	3,655	15	--
Amusement and sporting goods	5	3,271	428	--	130	221	221	--	--
Automotive	6	5,431	121	--	23	87	87	--	--
Chemicals and paints	9	15,322	961	--	73	286	286	--	--
Electrical goods	16	9,144	247	--	48	142	142	--	--
Groceries and foods (specialty lines)	5	2,769	467	--	46	106	106	--	--
Lumber and construction materials	8	32,503	230	--	50	111	111	--	--
Machinery, equipment and supplies	65	26,499	1,520	--	296	846	839	7	--
Metals and metal work (except scrap)	31	135,104	1,774	--	248	850	842	8	--
Plumbing and heating eqpt. and spl.	8	863	80	--	15	43	43	--	--
All other 5/	28	26,291	1,503	1	390	978	978	--	--
BULK TANK STATIONS Petroleum and its products	905	123,894	17,128	160	1/	1/	1/	1/	5,371
AGENTS AND BROKERS	502	174,589	5,378	409	1,499	2,913	2,799	114	1,549
Amusement and sporting goods	7	84	22	11	11	12	12	--	6
Automotive	44	14,921	446	38	52	216	213	3	31
Chemicals and paints	11	997	78	8	22	41	40	1	32
Clothing and furnishings	10	560	15	11	6	6	6	--	7
Coal and coke	21	18,042	836	4	188	383	377	6	883
Drugs and drug sundries (specialty lines)	3	119	18	2	6	15	15	--	1
Dry goods (specialty lines)	3	875	13	2	3	5	5	--	15
Electrical goods	16	1,823	53	16	20	18	17	1	20
Farm products - raw materials	21	21,231	424	18	196	249	236	13	19
Farm products - consumer goods	29	20,135	563	21	203	360	353	7	132
Farm supplies	3	255	25	3	5	8	8	--	19
Furniture and house furnishings	6	971	59	4	16	45	44	1	19
Groceries (full line)	1								
Groceries and foods (specialty lines)	48	47,430	612	40	152	315	306	9	52
Hardware	9	2,180	187	7	41	82	69	13	132
Lumber and construction materials	23	3,199	76	18	25	37	32	5	2
Machinery, equipment and supplies	164	22,122	1,281	148	356	777	737	40	148
Metals and metal work (except scrap)	28	12,731	308	20	63	139	132	7	--
Paper and its products	5	879	41	4	8	22	21	1	--
Plumbing and heating eqpt. and spl.	15	1,258	85	10	37	59	56	3	5
Waste materials	4	1,841	55	1	9	30	30	--	1
All other 5/	31	2,936	181	23	80	94	90	4	25

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	738	\$58,280	\$4,021	563	2,695	\$2,071	\$1,784	\$287	\$2,644
Farm products - raw materials	388	38,065	2,721	233	1,914	1,415	1,175	240	2,051
Farm products - consumer goods	279	18,055	1,019	259	625	519	481	38	366
Farm supplies	25	1,439	167	13	94	81	77	4	125
Groceries and foods (specialty lines)	22	603	81	24	39	40	38	2	101
All other	24	118	33	34	23	16	13	3	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,910,000.
- 3/ Includes 1 converter; 1 exporter; and 3 mail-order wholesalers.
- 4/ Includes 3 establishments dealing in dry goods (specialty lines); 1 in farm supplies; 2 in petroleum and its products; and 5 in all other products.
- 5/ Includes 2 establishments dealing in beer, wines and liquors; 2 in clothing and furnishings; 1 in coal and cokes; 2 in drugs and drug sundries (specialty lines); 2 in dry goods (specialty lines); 3 in furniture and house furnishings; 2 in hardware; 3 in paper and its products; 2 in tobacco and its products (except leaf); and 9 in all other products.
- 6/ Includes 2 establishments dealing in beer, wines and liquors; 1 in jewelry and optical goods; 2 in petroleum and its products; and 26 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF MINNESOTA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	5,695	\$1,188,413	\$102,970	2,585	1/32,079	1/49,564	1/48,505	1/1,059	2/112,222
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	1,687	526,066	60,745	1,096	19,823	30,172	29,686	486	86,799
Wholesale merchants	1,479	469,794	55,305	921	18,016	27,343	26,885	458	80,850
Importers	7	2,547	364	2	100	166	184	2	213
Industrial distributors	15	8,310	1,564	5	533	817	816	1	1,576
Drop shippers or desk jobbers	28	20,195	1,232	16	213	556	549	7	1,859
Mail-order wholesalers	5	720	219	4	143	84	83	1	195
Retailer-cooperative warehouses	7	13,958	878	--	327	531	531	--	1,100
Wagon distributors	142	6,014	664	146	272	355	542	13	173
All other 3/	4	4,528	519	2	199	300	296	4	833
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	276	134,838	16,330	10	4,258	7,461	7,312	149	10,571
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	87	44,272	3,525	2	663	1,422	1,407	15	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	1,252	61,476	9,171	210	1/	1/	1/	1/	4,630
Independent stations	263	16,310	1,790	186	687	877	847	30	921
Chain-operated stations	864	40,106	6,542	22	2,008	3,564	3,354	10	3,388
Commission stations	125	5,060	839	--	1/	1/	1/	1/	321
<b>AGENTS AND BROKERS</b>	453	276,262	6,978	375	1,617	3,255	3,149	106	2,283
Brokers	93	68,661	870	77	243	437	424	15	230
Commission merchants	119	174,922	3,375	74	825	1,896	1,863	33	751
Manufacturers' agents	211	16,109	898	206	315	521	491	30	196
Selling agents	27	15,604	1,782	14	199	378	365	13	1,104
Other agents 4/	3	966	53	4	35	23	6	17	2
<b>ASSEMBLERS</b>	1,940	145,499	6,221	892	3,023	3,013	2,750	263	7,939
Country buyers of farm products	677	35,085	1,384	552	855	634	524	110	466
Cream stations	293	3,559	163	181	196	140	124	16	15
Cooperative marketing associations	164	43,557	1,295	--	566	646	607	39	1,141
Elevators (grain)	796	62,256	3,247	151	1,359	1,551	1,460	91	6,275
Packers and shippers	10	1,042	132	8	47	42	35	7	42
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	1,687	526,066	60,745	1,096	19,823	30,172	29,686	486	86,799
Amusement and sporting goods	18	1,399	318	11	108	168	157	11	164
Automotive	134	25,259	4,040	77	1,630	2,431	2,418	13	3,556
Beer, wines and liquors	191	19,761	2,268	188	778	1,087	1,050	37	1,252
Chemicals and paints	29	2,464	518	12	183	298	291	7	650
Clothing and furnishings	58	7,428	899	50	296	422	383	39	607
Coal and coke	17	19,439	2,786	3	730	1,227	1,226	1	8,285
Drugs (full line)	4	9,155	1,335	--	390	614	614	--	1,219
Drugs and drug sundries (specialty lines)	27	1,120	346	16	116	203	199	4	63
Dry goods (full line)	4	9,279	1,550	2	564	882	877	5	1,150
Dry goods (specialty lines)	6	1,136	155	2	60	87	83	4	233
Electrical goods	56	11,328	1,719	27	579	983	971	12	1,313
Farm products - raw materials	54	141,432	7,741	20	946	2,039	2,010	29	32,846
Farm products - consumer goods	188	39,219	4,236	147	1,518	2,101	2,005	96	1,210
Farm supplies	34	13,101	2,164	9	702	1,009	997	12	2,710
Furniture and house furnishings	20	1,898	351	13	163	217	214	3	355
General merchandises	6	8,777	1,525	3	600	698	678	20	1,549
Groceries (full line)	61	52,077	4,959	10	1,866	2,783	2,772	11	6,973
Groceries and foods (specialty lines)	230	27,467	4,040	164	1,372	1,944	1,896	48	2,870
Hardware	17	26,467	4,678	4	1,933	2,733	2,715	18	5,896
Jewelry and optical goods	24	1,979	581	8	231	367	365	2	436
Lumber and construction materials	61	23,017	2,478	21	706	1,341	1,308	33	1,449
Machinery, equipment and supplies	112	22,764	4,326	60	1,336	2,375	2,366	9	4,881
Metals and metal work (except scrap)	10	1,269	203	4	62	115	113	2	271
Paper and its products	50	11,115	2,191	15	822	1,331	1,315	16	1,746
Petroleum and its products	27	16,134	1,628	14	390	613	612	1	754
Plumbing and heating eqpt. and spls.	31	4,581	1,065	19	402	590	580	10	1,126
Tobacco and its products (except leaf)	64	12,931	547	56	215	276	274	2	617
Waste materials	93	8,794	1,114	91	708	691	679	12	1,836
All other	61	5,286	984	50	419	547	518	29	782

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\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MINNESOTATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>276</b>	<b>\$134,838</b>	<b>\$16,330</b>	<b>10</b>	<b>4,258</b>	<b>\$7,461</b>	<b>\$7,312</b>	<b>\$149</b>	<b>\$10,571</b>
Amusement and sporting goods	10	2,176	566	--	181	291	290	1	233
Automotive	23	30,576	2,115	--	514	997	980	17	1,843
Beer, wine and liquors	23	4,032	764	--	213	316	316	--	171
Chemicals and paints	9	2,757	559	--	88	215	214	1	209
Clothing and furnishings	7	1,597	282	1	81	134	129	5	242
Drugs and drug sundries (specialty lines)	5	651	185	--	45	79	79	--	84
Electrical goods	9	5,647	483	--	121	247	246	1	378
Farm products - consumer goods	9	1,058	160	--	60	81	73	8	16
Furniture and house furnishings	6	1,829	204	--	53	100	99	1	197
Groceries and foods (specialty lines)	70	55,614	5,825	9	1,245	2,204	2,141	63	1,876
Lumber and construction materials	6	1,843	303	--	126	211	211	--	173
Machinery, equipment and supplies	68	18,285	3,699	--	1,151	1,972	1,928	44	4,020
Metals and metal work (except scrap)	5	1,290	206	--	73	96	96	--	328
Paper and its products	5	742	137	--	58	94	94	--	96
Plumbing and heating eqpt. and sple.	7	2,845	527	--	170	284	280	4	554
All other 5/	14	3,896	315	--	79	140	136	4	151
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>87</b>	<b>44,272</b>	<b>3,525</b>	<b>2</b>	<b>663</b>	<b>1,422</b>	<b>1,407</b>	<b>15</b>	<b>--</b>
Amusement and sporting goods	4	2,139	424	--	149	226	226	--	--
Chemicals and paints	5	1,112	170	--	21	55	55	--	--
Electrical goods	8	1,174	77	--	15	40	40	--	--
Groceries and foods (specialty lines)	9	14,496	1,277	--	139	303	303	--	--
Lumber and construction materials	8	4,663	535	--	119	279	279	--	--
Machinery, equipment and supplies	24	4,266	315	--	77	172	166	6	--
Metals and metal work (except scrap)	11	8,619	308	--	68	171	170	1	--
Paper and its products	4	612	77	--	4	14	13	1	--
All other 6/	14	7,191	342	2	71	162	155	7	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,252	61,476	9,171	210	1/	1/	1/	1/	4,630
<b>AGENTS AND BROKERS</b>	<b>453</b>	<b>276,262</b>	<b>6,978</b>	<b>375</b>	<b>1,617</b>	<b>3,255</b>	<b>3,149</b>	<b>106</b>	<b>2,283</b>
Amusement and sporting goods	6	200	50	8	15	17	17	--	8
Automotive	7	460	34	8	11	13	13	--	12
Chemicals and paints	9	509	82	9	23	46	45	1	17
Clothing and furnishings	15	1,649	56	13	16	25	25	--	12
Coal and coke	12	12,973	1,716	1	184	351	338	13	1,104
Drugs and drug sundries (specialty lines)	5	143	1	5	--	--	--	--	--
Dry goods (specialty lines)	17	5,669	144	17	26	67	63	4	138
Electrical goods	20	650	58	23	39	38	35	3	43
Farm products - raw materials	131	186,936	3,379	86	844	1,908	1,862	46	634
Farm products - consumer goods	18	7,497	254	15	87	124	114	10	37
Farm supplies	12	5,815	136	11	26	44	42	2	4
Furniture and house furnishings	10	738	35	9	10	21	20	1	--
Groceries and foods (specialty lines)	41	42,934	405	34	117	239	235	4	174
Hardware	9	276	10	10	4	3	2	1	--
Lumber and construction materials	16	1,117	134	15	34	87	82	5	1
Machinery, equipment and supplies	65	3,023	230	58	101	140	134	6	88
Metals and metal work (except scrap)	10	1,880	48	11	11	21	20	1	--
Paper and its products	9	1,028	24	7	9	13	13	--	--
Petroleum and its products	4	1,084	49	1	10	17	17	--	--
Plumbing and heating eqpt. and sple.	22	990	92	18	34	58	50	8	6
All other 7/	15	691	41	16	16	23	22	1	5

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION 1935

STATE OF MINNESOTA

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full time and part time: Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	<b>1,940</b>	<b>\$145,499</b>	<b>\$6,221</b>	<b>892</b>	<b>3,023</b>	<b>\$3,013</b>	<b>\$2,750</b>	<b>\$283</b>	<b>\$7,939</b>
Farm products - raw materials	1,160	123,878	4,935	397	2,010	2,258	2,119	139	7,456
Farm products - consumer goods	753	20,250	1,186	476	974	705	590	115	429
Farm supplies	18	839	47	13	26	20	14	6	30
All other B/	9	532	53	6	13	30	27	3	24

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$3,213,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; and 2 exporters.
- 4/ Includes 1 auction company and 2 export agents.
- 5/ Includes 2 establishments dealing in dry goods (specialty lines); 3 in farm supplies; 3 in jewelry and optical goods; 2 in petroleum and its products; 2 in tobacco and its products (except leaf); and 2 in all other products.
- 6/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 1 in clothing and furnishings; 3 in furniture and house furnishings; 1 in plumbing and heating equipment and supplies; 3 in tobacco and its products (except leaf); and 3 in all other products.
- 7/ Includes 2 establishments dealing in beer, wines and liquors; 1 in jewelry and optical goods; and 12 in all other products.
- 8/ Includes 1 establishment dealing in groceries and foods (specialty lines) and 8 in all other products.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MISSISSIPPITABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,243	\$179,902	\$14,037	633	1/5,076	1/\$5,877	1/\$5,717	1/\$160	2/\$12,426
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	427	67,617	7,397	270	3,252	3,646	3,573	73	9,566
Wholesale merchants	380	65,276	7,036	234	3,088	3,454	3,388	66	9,200
Industrial distributors	5	1,101	208	2	85	118	114	4	341
Drop shippers or desk jobbers	8	572	46	6	13	24	24	--	--
Wagon distributors	34	668	107	28	66	50	47	3	25
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	43	10,142	1,013	--	320	443	430	13	540
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	5	2,526	259	--	37	84	83	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	425	23,479	3,643	53	1/	1/	1/	1/	1,276
Independent stations	52	2,452	252	50	118	116	113	3	153
Chain-operated stations	154	9,044	1,434	3	509	855	841	14	512
Commission stations	219	11,983	1,957	--	1/	1/	1/	1/	611
<b>AGENTS AND BROKERS</b>	80	33,130	573	80	166	173	167	6	407
Auction companies	3	719	15	6	32	5	4	1	--
Brokers	48	19,139	191	44	72	78	75	3	93
Commission merchants	20	12,908	329	22	49	69	67	2	314
Selling agents	4	243	8	3	4	3	3	--	--
Other agents 3/	5	121	30	5	9	18	18	--	--
<b>ASSEMBLERS</b>	263	43,008	1,152	230	674	560	510	50	637
Country buyers of farm products	226	25,694	676	212	369	261	246	15	621
Cooperative marketing associations	13	16,631	376	--	164	242	232	10	16
Peckers and shippers	7	537	96	8	127	54	30	24	--
All other 4/	17	146	4	10	14	3	2	1	--
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	427	67,617	7,397	270	3,252	3,646	3,573	73	9,566
Automotive	28	2,204	506	19	209	293	291	2	393
Beer, wines and liquors	26	1,091	231	16	100	83	81	2	45
Clothing and furnishings	7	247	31	6	19	15	14	1	43
Drugs (full line)	4	1,597	236	--	74	143	143	--	391
Drugs and drug sundries (specialty lines)	4	139	38	1	17	25	25	--	44
Dry goods (full line)	8	1,351	180	5	93	86	78	8	188
Dry goods (specialty lines)	3	56	10	1	5	7	7	--	11
Farm products - raw materials	7	6,264	364	8	36	54	53	1	1,995
Farm products - consumer goods	44	2,052	333	39	188	151	147	4	154
Farm supplies	9	1,068	106	9	44	46	45	1	37
General merchandise	3	2,024	228	2	118	126	123	3	303
Groceries (full line)	106	35,455	3,193	37	1,350	1,625	1,613	12	4,062
Groceries and foods (specialty lines)	79	4,768	563	64	308	293	287	6	346
Hardware	10	2,406	442	2	162	222	220	2	804
Lumber and construction materials	22	1,528	257	16	158	127	119	8	161
Machinery, equipment and supplies	13	975	201	7	79	112	109	3	203
Paper and its products	4	175	30	1	16	21	21	--	48
Petroleum and its products	6	281	54	2	28	32	29	3	29
Plumbing and heating eqpt. and sps.	4	236	43	2	28	26	21	5	61
Tobacco and its products (except leaf)	10	2,329	132	6	73	71	70	1	135
Waste materials	17	490	78	22	102	44	35	9	36
All other 5/	13	882	141	5	45	44	42	2	77
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	43	10,142	1,013	--	320	443	430	13	540
Groceries and foods (specialty lines)	29	8,852	732	--	239	319	308	11	392
Machinery, equipment and supplies	8	409	116	--	49	80	80	--	107
All other 6/	6	881	165	--	32	44	42	2	41
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 7/</b>	5	2,526	259	--	37	84	83	1	--
<b>BULK TANK STATIONS</b> Petroleum and its products	425	23,479	3,643	53	1/	1/	1/	1/	1,276

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MISSISSIPPITABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll * (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	80	\$33,130	\$573	80	166	\$173	\$167	\$ 6	\$407
Farm products - raw materials	43	22,558	430	51	111	113	108	5	342
Groceries (full line)	1)								
Groceries and foods (specialty lines)	25	9,765	93	19	39	36	35	1	65
Lumber and construction materials	4	322	14	4	4	3	3	--	--
All other 8/	7	485	36	6	12	21	21	--	--
<b>ASSEMBLERS</b>	263	43,008	1,152	230	674	560	510	50	637
Farm products - raw materials	205	40,572	883	189	392	427	415	12	607
Farm products - consumer goods	41	2,056	185	25	188	100	71	29	9
Farm supplies	5	139	29	--	9	8	5	3	5
Groceries and foods (specialty lines)	4	111	32	7	79	19	13	6	--
All other	8	130	23	9	6	6	6	--	16

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$253,000.
- 3/ Includes 1 import agent and 4 manufacturers' agents.
- 4/ Includes 16 cream stations and 1 elevator (grain).
- 5/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals and paints; 3 in electrical goods; and 8 in all other products.
- 6/ Includes 1 establishment dealing in chemicals and paints; 1 in farm products - consumer goods; 1 in farm supplies; 2 in jewelry and optical goods; and 1 in plumbing and heating equipment and supplies.
- 7/ Includes 1 establishment dealing in clothing and furnishings; 1 in farm supplies; 1 in machinery, equipment and supplies; 1 in plumbing and heating equipment and supplies; and 1 in tobacco and its products (except leaf).
- 8/ Includes 1 establishment dealing in chemicals and paints; 2 in farm supplies; 2 in machinery, equipment and supplies; 1 in paper and its products; and 1 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF MISSOURI

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	6,691	\$1,811,544	\$179,001	3,740	1/56,576	1/37,798	1/86,477	1/31,321	2/144,979
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	2,938	689,344	91,934	1,933	34,549	50,081	49,355	726	94,006
Wholesale merchants	2,674	627,225	86,204	1,751	32,493	46,887	46,246	641	88,747
Converters	3	1,754	126	--	56	89	87	2	115
Exporters	4	12,208	424	2	87	193	191	2	755
Importers	18	8,734	902	6	328	487	487	--	1,334
Industrial distributors	30	8,962	1,935	10	808	1,224	1,213	11	2,003
Drop shippers or desk jobbers	52	14,544	836	24	201	463	409	54	36
Retailer-cooperative warehouses	9	7,170	401	--	130	194	194	--	452
Wagon distributors	136	5,794	788	131	333	407	394	13	235
All other 3/	12	2,953	318	9	113	137	134	3	329
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	465	435,595	54,363	9	12,190	22,644	22,402	242	42,339
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	205	99,874	8,302	2	1,624	3,676	3,657	19	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	1,173	65,131	11,202	188	1/	1/	1/	1/	3,193
Independent stations	197	10,527	1,545	161	586	725	708	17	485
Chain-operated stations	774	46,948	8,021	27	2,209	3,657	3,645	12	2,368
Commission stations	202	7,656	1,636	--	1/	1/	1/	1/	340
<b>AGENTS AND BROKERS</b>	1,011	434,738	9,267	884	2,930	5,114	4,954	160	2,218
Auction companies	12	5,183	262	12	89	143	142	1	38
Brokers	208	107,848	2,088	157	508	1,170	1,156	14	535
Commission merchants	314	252,260	3,700	316	1,256	1,903	1,854	49	1,119
Manufacturers' agents	408	38,679	1,780	369	715	985	893	92	286
Selling agents	66	30,299	1,388	29	350	681	677	4	235
Other agents 4/	3	469	49	1	12	32	32	--	5
<b>ASSEMBLERS</b>	899	86,862	5,933	724	2,488	1,901	1,756	145	3,223
Country buyers of farm products	561	23,456	1,436	564	1,236	735	648	87	659
Cooperative marketing associations	105	49,382	1,912	--	824	881	854	27	1,949
Elevators (grain)	145	12,732	544	79	378	263	235	28	600
All other 5/	88	1,292	41	81	50	22	19	3	15
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	2,938	689,344	91,934	1,933	34,549	50,081	49,355	726	94,006
Amusement and sporting goods	35	2,817	707	22	241	360	350	10	407
Automotive	222	23,221	4,643	175	1,898	2,677	2,645	32	3,670
Beer, wines and liquors	160	24,334	2,790	135	891	1,339	1,306	33	2,318
Chemicals and paints	52	6,486	1,194	25	409	728	719	9	902
Clothing and furnishings	147	50,563	7,590	87	2,317	3,683	3,675	8	5,445
Coal and coke	36	8,369	809	14	244	419	388	31	130
Drugs (full line)	12	22,080	2,420	--	1,018	1,344	1,343	1	3,157
Drugs and drug sundries (specialty lines)	38	2,828	870	23	353	418	407	11	309
Dry goods (full line)	12	49,792	6,785	5	2,437	3,796	3,796	--	10,692
Dry goods (specialty lines)	29	3,047	406	18	169	249	243	6	453
Electrical goods	76	22,433	4,453	28	1,283	2,262	2,241	21	2,845
Farm products - raw materials	66	74,885	4,633	25	968	1,881	1,829	52	17,303
Farm products - consumer goods	462	76,187	6,983	413	3,167	3,722	3,598	124	1,561
Farm supplies	95	19,082	1,662	62	651	822	805	17	2,172
Furniture and house furnishings	47	10,325	1,963	30	778	1,178	1,160	18	2,380
General merchandise	7	15,035	2,442	7	892	1,150	1,149	1	2,606
Groceries (full line)	116	59,657	5,585	32	2,309	3,428	3,407	21	8,779
Groceries and foods (specialty lines)	376	64,504	8,770	282	3,439	4,847	4,776	71	7,207
Hardware	32	29,976	6,191	4	2,725	3,774	3,767	7	4,825
Jewelry and optical goods	35	3,184	961	16	373	527	525	2	1,044
Lumber and construction materials	110	18,290	2,894	33	1,190	1,676	1,614	62	2,015
Machinery, equipment and supplies	227	22,577	5,585	131	2,010	3,294	3,237	57	4,112
Metals and metal work (except scrap)	24	6,712	1,484	3	484	832	813	19	1,216
Paper and its products	79	14,274	2,437	39	917	1,496	1,472	24	2,012
Petroleum and its products	32	5,482	735	15	189	374	368	6	185
Plumbing and heating eqpt. and spls.	44	7,149	1,390	18	564	788	781	7	1,533
Tobacco and its products (except leaf)	84	20,989	1,299	81	488	737	733	4	1,186
Waste materials	144	6,555	1,402	131	978	756	726	30	765
All other	139	16,511	2,851	79	1,167	1,524	1,482	42	2,777

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MISSOURITABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>465</b>	<b>\$435,595</b>	<b>\$54,363</b>	<b>9</b>	<b>12,190</b>	<b>\$22,644</b>	<b>\$22,402</b>	<b>\$242</b>	<b>\$42,339</b>
Amusement and sporting goods	13	3,639	887	--	278	460	460	--	305
Automotive	46	67,782	5,234	1	1,416	2,626	2,592	34	4,246
Beer, wines and liquors	9	7,179	752	--	137	272	272	--	119
Chemicals and paints	28	14,190	2,870	1	538	1,054	1,040	14	1,112
Clothing and furnishings	16	84,039	8,060	--	2,025	4,328	4,326	2	9,693
Drugs and drug sundries (specialty lines)	18	8,733	2,254	--	497	1,095	1,094	1	869
Dry goods (specialty lines)	7	3,740	311	--	96	192	192	--	198
Electrical goods	25	17,687	1,801	--	439	911	907	4	1,198
Farm products - consumer goods	6	2,908	484	--	171	245	245	--	59
Furniture and house furnishings	14	3,340	369	--	118	186	184	2	339
Groceries and foods (specialty lines)	76	67,819	7,920	--	1,674	3,078	3,059	19	1,383
Jewelry and optical goods	6	1,079	497	--	173	253	253	--	238
Lumber and construction materials	10	4,080	1,273	1	235	464	421	43	442
Machinery, equipment and supplies	122	44,826	9,353	--	2,608	4,514	4,441	73	13,853
Metals and metal work (except scrap)	14	7,039	884	--	275	392	384	8	1,163
Paper and its products	12	5,055	853	2	448	561	561	--	800
Plumbing and heating eqpt. and spls.	16	4,059	877	--	261	449	417	32	735
Tobacco and its products (except leaf)	5	81,578	8,649	--	462	966	966	--	4,021
All other 6/	22	6,823	1,035	4	317	598	588	10	1,566
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>205</b>	<b>99,874</b>	<b>8,302</b>	<b>2</b>	<b>1,624</b>	<b>3,676</b>	<b>3,657</b>	<b>19</b>	<b>--</b>
Amusement and sporting goods	8	4,313	875	--	283	449	448	1	--
Chemicals and paints	11	3,560	579	--	80	175	175	--	--
Electrical goods	11	922	83	--	23	44	44	--	--
Groceries and foods (specialty lines)	14	4,030	826	--	98	211	211	--	--
Lumber and construction materials	18	7,903	1,202	--	308	635	634	1	--
Machinery, equipment and supplies	57	12,343	1,090	--	274	684	670	14	--
Metals and metal work (except scrap)	29	34,427	1,643	--	263	745	742	3	--
Paper and its products	6	2,161	114	--	16	48	48	--	--
Plumbing and heating eqpt. and spls.	11	1,286	160	--	29	55	55	--	--
Tobacco and its products (except leaf)	6	15,830	696	--	79	143	143	--	--
All other 7/	34	13,099	1,034	2	171	487	487	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,173	65,131	11,202	188	1/	1/	1/	1/	3,193
<b>AGENTS AND BROKERS</b>	<b>1,011</b>	<b>434,738</b>	<b>9,267</b>	<b>884</b>	<b>2,930</b>	<b>5,114</b>	<b>4,954</b>	<b>160</b>	<b>2,218</b>
Amusement and sporting goods	5	180	42	2	17	27	26	1	10
Automotive	24	855	51	27	44	33	27	6	9
Beer, wines and liquors	3	314	16	3	4	11	11	--	2
Chemicals and paints	17	838	59	15	19	28	27	1	--
Clothing and furnishings	45	3,081	117	46	47	47	46	1	15
Coal and coke	28	14,556	804	5	166	464	461	3	47
Drugs and drug sundries (specialty lines)	3	286	11	2	4	4	4	--	--
Dry goods (specialty lines)	60	18,456	385	48	108	175	172	3	361
Electrical goods	37	2,771	143	34	48	60	58	2	34
Farm products - raw materials	338	258,201	3,322	350	1,108	1,739	1,696	43	514
Farm products - consumer goods	51	24,040	841	27	247	437	428	9	243
Farm supplies	29	4,682	164	26	39	67	66	1	4
Furniture and house furnishings	15	1,229	113	16	37	59	57	2	33
Groceries and foods (specialty lines)	85	68,321	1,193	64	332	744	735	9	277
Hardware	11	1,013	33	13	10	13	13	--	4
Lumber and construction materials	41	5,453	346	33	134	243	240	3	28
Machinery, equipment and supplies	120	8,104	784	89	265	488	423	65	538
Metals and metal work (except scrap)	15	4,460	215	10	44	127	126	1	72
Paper and its products	4	1,641	74	3	24	54	53	1	--
Petroleum and its products	5	1,439	79	3	21	39	39	--	1
Plumbing and heating eqpt. and spls.	22	828	81	20	38	51	46	5	18
Waste materials	3	757	46	1	10	28	28	--	--
All other 8/	50	13,233	348	47	164	176	172	4	8

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF MISSOURITABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	899	\$86,862	\$3,933	724	2,488	\$1,901	\$1,756	\$145	\$3,223
Farm products - raw materials	245	52,786	2,090	160	852	861	815	46	2,440
Farm products - consumer goods	502	31,212	1,630	530	1,455	910	817	93	630
Farm supplies	35	2,208	109	24	105	64	58	6	89
Groceries and foods (specialty lines)	3	140	8	2	14	4	4	--	15
All other	14	516	96	8	62	62	62	--	49

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$6,677,000.
- 3/ Includes 2 voluntary-group wholesalers and 10 mail-order wholesalers.
- 4/ Includes 1 export agent and 2 import agents.
- 5/ Includes 87 cream stations and 1 packer and shipper.
- 6/ Includes 1 establishment dealing in farm supplies; 1 in hardware; 3 in petroleum and its products; and 17 in all other products.
- 7/ Includes 2 establishments dealing in automotive products; 1 in beer, wines and liquors; 3 in clothing and furnishings; 3 in dry goods (specialty lines); 1 in farm supplies; 3 in furniture and house furnishings; 1 in hardware; 2 in jewelry and optical goods; 3 in petroleum and its products; and 15 in all other products.
- 8/ Includes 1 establishment dealing in jewelry and optical goods; 1 in tobacco and its products (except leaf); and 48 in all other products.

Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,254	\$121,641	\$11,988	225	1/ 4,040	1/ \$5,904	1/ \$5,724	1/ \$180	24 13,172
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	241	51,058	6,362	88	2,158	3,273	3,199	74	8,540
Wholesale merchants	223	47,656	5,985	76	2,060	3,099	3,026	73	7,845
Industrial distributors	7	2,328	294	2	79	129	128	1	677
Wagon distributors	8	178	30	9	12	16	16	--	1
All other 3/	3	896	53	1	7	29	29	--	17
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	50	10,786	1,685	--	416	736	714	22	1,129
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	4	1,378	58	--	15	30	30	--	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	442	17,252	2,188	52	1/	1/	1/	1/	1,260
Independent stations	86	4,338	372	44	142	165	153	12	236
Chain-operated stations	347	12,348	1,725	8	663	942	933	9	975
Commission stations	9	566	91	--	1/	1/	1/	1/	49
<b>AGENTS AND BROKERS</b>	37	16,348	329	14	91	174	170	4	28
Brokers	13	8,871	172	2	39	88	87	1	14
Commission merchants	5	2,388	19	4	5	6	5	1	9
Manufacturers' agents	13	4,490	86	6	27	53	52	1	5
Other agents 4/	6	599	52	2	20	27	26	1	--
<b>ASSEMBLERS</b>	480	24,819	1,366	71	555	584	525	59	2,215
Country buyers of farm products	30	1,144	57	29	31	27	20	7	81
Cream stations	25	139	8	20	15	7	7	--	2
Cooperative marketing associations	15	1,477	106	--	63	47	45	2	39
Elevators (grain)	410	22,059	1,195	22	446	503	453	50	2,093
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	241	51,058	6,362	88	2,158	3,273	3,199	74	8,540
Automotive	30	4,401	709	2	207	356	348	8	732
Beer, wines and liquors	17	888	166	20	23	42	35	7	18
Drugs (full line)	4	1,663	162	--	62	90	90	--	508
Electrical goods	6	1,745	235	1	73	128	127	1	230
Farm products - raw materials	11	616	95	7	43	47	40	7	91
Farm products - consumer goods	35	6,623	799	12	310	453	445	8	208
Farm supplies	11	947	142	3	115	88	87	1	211
Groceries (full line)	27	13,111	1,143	1	362	573	568	5	2,219
Groceries and foods (specialty lines)	30	4,820	533	18	175	248	244	4	456
Hardware	6	3,551	579	--	174	265	262	3	1,097
Jewelry and optical goods	3	102	43	--	13	22	22	--	18
Lumber and construction materials	6	1,353	135	1	35	80	75	5	475
Machinery, equipment and supplies	21	3,409	488	5	120	240	228	12	796
Paper and its products	5	1,039	197	2	45	98	97	1	215
Tobacco and its products (except leaf)	13	2,576	240	10	68	109	106	3	132
Waste materials	4	121	25	4	15	15	12	3	44
All other 5/	12	4,093	671	2	318	419	413	6	1,090
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	50	10,786	1,685	--	416	736	714	22	1,129
Groceries and foods (specialty lines)	26	3,970	406	--	111	191	183	8	125
Machinery, equipment and supplies	14	2,533	640	--	144	258	245	13	522
All other 6/	10	4,283	639	--	161	287	286	1	482
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 7/</b>	4	1,378	58	--	15	30	30	--	--
<b>BULK TANK STATIONS (Petroleum and its products)</b>	442	17,252	2,188	52	1/	1/	1/	1/	1,260
<b>AGENTS AND BROKERS</b>	37	16,348	329	14	91	174	170	4	28
Coal and coks	3	490	41	--	6	17	17	--	--
Farm products - raw materials	6	2,488	22	5	15	8	6	2	9
Farm products - consumer goods	5	1,758	72	--	15	27	26	1	6
Groceries and foods (specialty lines)	10	9,187	95	3	33	70	70	1	8
Machinery, equipment and supplies	5	126	27	2	8	17	17	--	1
All other 8/	8	2,299	72	4	14	34	34	--	4

(Continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF MONTANA

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	<b>480</b>	<b>\$24,819</b>	<b>\$1,366</b>	<b>71</b>	<b>555</b>	<b>\$584</b>	<b>\$525</b>	<b>\$59</b>	<b>\$2,215</b>
Farm products - raw materials	436	23,662	1,254	44	483	526	472	54	2,198
Farm products - consumer goods	40	981	101	24	65	50	48	2	4
All other 9/	4	176	11	3	7	8	5	3	13

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$311,000.
- 3/ Includes 2 drop shippers or desk jobbers and 1 retailer cooperative warehouse.
- 4/ Includes 1 auction company and 5 selling agents.
- 5/ Includes 2 establishments dealing in amusement and sporting goods; 2 in chemicals and paints; 1 in furniture and house furnishings; 1 in general merchandise; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 3 in all other products.
- 6/ Includes 2 establishments dealing in automotive products; 2 in chemicals and paints; 2 in electrical goods; 2 in jewelry and optical goods; 1 in lumber and construction materials; and 1 in plumbing and heating equipment and supplies.
- 7/ Includes 1 establishment dealing in amusement and sporting goods; 1 in groceries and foods (specialty lines); 1 in metals and metal work (except scrap); and 1 in tobacco and its products (except leaf).
- 8/ Includes 1 establishment dealing in farm supplies; 2 in groceries (full line); 1 in hardware; 1 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; and 1 in all other products.
- 9/ Includes 3 establishments dealing in farm supplies and 1 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF NEBRASKA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>3,122</b>	<b>\$527,719</b>	<b>\$57,672</b>	<b>1,603</b>	<b>1/13,672</b>	<b>1/17,892</b>	<b>1/17,399</b>	<b>1/493</b>	<b>2/29,167</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	<b>614</b>	<b>135,180</b>	<b>17,870</b>	<b>355</b>	<b>6,718</b>	<b>9,211</b>	<b>9,036</b>	<b>175</b>	<b>17,443</b>
Wholesale merchants	557	126,238	17,000	307	6,434	8,781	8,615	166	16,810
Industrial distributors	4	1,502	241	--	90	125	122	3	379
Drop shippers or desk jobbers	12	4,116	271	5	65	146	145	1	--
Wagon distributors	36	1,952	218	40	76	83	79	4	53
All other 3/	5	1,372	140	3	53	76	75	1	199
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>121</b>	<b>65,459</b>	<b>8,702</b>	<b>--</b>	<b>2,067</b>	<b>3,460</b>	<b>3,401</b>	<b>59</b>	<b>5,260</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>18</b>	<b>12,777</b>	<b>930</b>	<b>1</b>	<b>223</b>	<b>390</b>	<b>388</b>	<b>2</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>733</b>	<b>25,526</b>	<b>3,937</b>	<b>110</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,970</b>
Indepndent stations	95	4,244	541	81	235	265	257	8	191
Chain-operated stations	538	17,070	2,586	29	1,119	1,463	1,457	6	1,518
Commission stations	100	4,212	810	--	1/	1/	1/	1/	261
<b>AGENTS AND BROKERS</b>	<b>247</b>	<b>209,542</b>	<b>2,816</b>	<b>247</b>	<b>1,111</b>	<b>1,490</b>	<b>1,387</b>	<b>103</b>	<b>220</b>
Auction companies	24	5,678	101	27	223	57	30	27	4
Brokers	37	37,945	447	25	151	244	236	8	34
Commission merchants	139	162,361	1,970	155	669	1,039	976	63	127
Manufacturers' agents	37	833	97	37	47	49	44	5	32
Selling agents	10	2,725	201	3	41	101	101	--	23
<b>ASSEMBLERS</b>	<b>1,389</b>	<b>79,235</b>	<b>3,417</b>	<b>890</b>	<b>2,199</b>	<b>1,613</b>	<b>1,473</b>	<b>140</b>	<b>4,274</b>
Country buyers of farm products	368	23,132	1,343	366	956	549	491	58	744
Cream stations	350	2,558	80	278	158	64	56	8	15
Cooperative marketing associations	54	14,446	531	--	229	250	234	16	608
Elevators (grain)	592	38,791	1,439	243	839	736	680	56	2,877
Packers and shippers	5	308	24	3	17	14	12	2	30
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	<b>614</b>	<b>135,180</b>	<b>17,870</b>	<b>355</b>	<b>6,718</b>	<b>9,211</b>	<b>9,036</b>	<b>175</b>	<b>17,443</b>
Amusement and sporting goods	12	849	270	7	92	168	163	5	78
Automotive	72	10,672	1,864	35	709	1,010	1,002	8	1,781
Beer, wines and liquors	70	7,410	983	69	403	375	362	13	795
Chemicals and paints	12	911	273	3	85	141	140	1	199
Clothing and furnishings	8	854	107	4	37	55	54	1	72
Coal and coals	8	2,490	205	3	48	115	114	1	10
Drugs (full line)	2								
Drugs and drug sundries (specialty lines)	7	4,308	651	5	199	343	340	3	641
Electrical goods	21	4,907	877	10	264	457	453	4	598
Farm products - raw materials	16	10,334	681	5	230	324	306	18	816
Farm products - consumer goods	84	18,089	1,513	65	760	842	799	43	248
Farm supplies	22	3,202	518	6	176	245	240	5	507
Furniture and house furnishings	9	2,362	349	8	135	190	189	1	763
Groceries (full line)	37	32,515	3,535	8	1,370	1,818	1,801	17	5,304
Groceries and foods (specialty lines)	58	4,852	739	40	277	354	342	12	436
Hardware	6	3,217	600	1	250	353	353	--	1,184
Jewelry and optical goods	10	761	228	1	97	130	129	1	167
Lumber and construction materials	13	3,472	397	5	113	174	170	4	290
Machinery, equipment and supplies	50	5,708	1,335	21	471	720	705	15	1,196
Metals and metal work (except scrap)	6	1,881	224	3	102	136	136	--	169
Paper and its products	17	4,034	924	9	313	517	505	12	917
Petroleum and its products	12	2,426	343	6	100	168	166	2	179
Plumbing and heating eqpt. and spls.	7	1,272	295	--	113	170	169	1	345
Tobacco and its products (except leaf)	15	5,192	282	10	78	80	60	--	217
Waste materials	25	1,860	310	24	149	137	130	7	133
All other 4/	15	1,602	367	7	147	189	188	1	318

(Continued on next page)



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NEBRASKATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	121	\$65,459	\$8,702	--	2,067	\$3,460	\$3,401	\$59	\$5,260
Amusement and sporting goods	6	793	256	--	84	139	139	--	87
Automotive	16	18,906	1,482	--	385	723	715	8	1,057
Chemicals and paints	4	551	151	--	29	49	47	2	95
Electrical goods	4	5,590	267	--	60	110	108	2	205
Farm products - consumer goods	4	586	80	--	33	45	45	--	13
Groceries and foods (specialty lines)	33	17,853	2,319	--	423	737	730	7	291
Machinery, equipment and supplies	37	16,617	3,230	--	867	1,349	1,318	31	3,127
Plumbing and heating eqpt. and spls.	4	743	160	--	61	68	67	1	119
All other 5/	13	3,820	757	--	125	240	232	8	266
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	18	12,777	930	1	223	390	388	2	--
Amusement and sporting goods	4	1,012	264	--	88	138	138	--	--
Machinery, equipment and supplies	5	470	107	1	28	42	40	2	--
All other 6/	9	11,295	559	--	107	210	210	--	--
<b>BULK TANK STATIONS</b>	733	25,526	3,937	110	1/	1/	1/	1/	1,970
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	247	209,542	2,816	247	1,111	1,490	1,387	103	220
Automotive	5	71	13	6	9	8	8	--	5
Coal and coke	6	2,051	124	2	27	54	54	--	--
Electrical goods	6	180	10	6	6	5	4	1	--
Farm products - raw materials	166	174,527	2,089	183	886	1,100	1,011	89	129
Farm products - consumer goods	11	4,400	129	8	43	67	61	6	24
Groceries and foods (specialty lines)	17	25,840	266	8	77	158	156	2	10
Lumber and construction materials	5	1,134	61	5	11	30	30	--	--
Machinery, equipment and supplies	16	596	65	14	24	37	34	3	47
Plumbing and heating eqpt. and spls.	3	48	3	2	1	2	2	--	1
All other 7/	12	695	56	13	27	29	27	2	4
<b>ASSEMBLERS</b>	1,389	79,235	3,417	890	2,199	1,613	1,473	140	4,274
Farm products - raw materials	719	57,939	2,252	339	1,164	1,064	969	95	3,894
Farm products - consumer goods	647	19,967	1,099	533	995	517	479	38	302
Farm supplies	21	1,329	66	18	40	32	25	7	78
All other	2								

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$2,135,000.

3/ Includes 4 importers and 1 mail-order wholesaler.

4/ Includes 1 establishment dealing in dry goods (full line); 1 in dry goods (specialty lines); and 13 in all other products.

5/ Includes 1 establishment dealing in beer, wines and liquors; 1 in drugs and drug sundries (specialty lines); 3 in furniture and house furnishings; 2 in jewelry and optical goods; 2 in lumber and construction materials; 2 in metals and metal work (except scrap); 1 in petroleum and its products; and 1 in all other products.

6/ Includes 1 establishment dealing in beer, wines and liquors; 1 in electrical goods; 2 in groceries and foods (specialty lines); 2 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; and 1 in tobacco and its products (except leaf).

7/ Includes 1 establishment dealing in amusement and sporting goods; 1 in beer, wines and liquors; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 2 in farm supplies; 1 in waste materials; and 5 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF NEVADA

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	158	\$15,300	\$2,375	48	1/ 649	1/ \$1,060	1/ \$1,033	1/ \$27	2/ \$1,151
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	71	8,687	1,283	38	392	633	609	24	891
Wholesale merchants	67	8,617	1,273	36	387	628	605	23	891
Wagon distributors	4	70	10	2	5	5	4	1	--
MANUFACTURERS' SALES BRANCHES (With stocks)	7	815	86	--	22	34	34	--	42
BULK TANK STATIONS (PETROLEUM)	73	5,698	998	8	1/	1/	1/	1/	209
Independent stations	4	316	22	5	9	9	9	--	6
Chain-operated stations	50	4,156	812	3	218	381	379	2	138
Commission stations	19	1,226	164	--	1/	1/	1/	1/	65
AGENTS AND BROKERS	3	18	4	1	3	2	2	--	2
Manufacturers' agents	3	18	4	1	3	2	2	--	2
ASSEMBLERS <u>3/</u>	4	82	4	1	5	1	--	1	7
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	71	8,687	1,283	38	392	633	609	24	891
Automotive	4	258	60	2	16	33	33	--	43
Beer, wines and liquors	22	1,398	213	18	66	89	84	5	151
Farm products - raw materials	4	432	82	--	22	42	41	1	81
Farm products - consumer goods	10	1,495	268	2	89	134	129	5	44
Groceries (full line)	4	1,577	118	3	37	74	70	4	215
Groceries and foods (specialty lines)	7	1,061	123	6	44	60	59	1	44
Machinery, equipment and supplies	3	21	7	2	3	4	3	1	21
Metals and metal work (except scrap)	3	76	18	1	9	8	4	4	18
Tobacco and its products (except leaf)	4	1,069	99	1	28	53	53	--	73
All other <u>4/</u>	10	1,300	295	3	78	136	133	3	201
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	7	815	86	--	22	34	34	--	42
Groceries and foods (specialty lines)	4	495	39	--	12	19	19	--	20
All other <u>5/</u>	3	320	47	--	10	15	15	--	22
BULK TANK STATIONS Petroleum and its products	73	5,698	998	8	1/	1/	1/	1/	209
AGENTS AND BROKERS <u>6/</u>	3	18	4	1	3	2	2	--	2
ASSEMBLERS <u>7/</u>	4	82	4	1	5	1	--	1	7

\*Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.2/ Includes stocks not owned but held on consignment valued at \$29,000.3/ Includes 1 country buyer of farm products and 3 cooperative marketing associations.4/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals and paints; 1 in electrical goods; 2 in hardware; 2 in lumber and construction materials; and 3 in all other products.5/ Includes 1 establishment dealing in machinery and supplies; 1 in paper and its products; and 1 in plumbing and heating equipment and supplies.6/ Includes 1 establishment dealing in chemicals and paints; 1 in machinery, equipment and supplies; and 1 in plumbing and heating equipment and supplies.7/ Includes 1 establishment dealing in farm products - raw materials and 3 in farm products - consumer goods.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NEW HAMPSHIRETABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll * (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
TOTALS, 1935:	363	\$54,069	\$6,562	172	1/ 2,149	1/ 33,044	1/ 22,979	1/ 265	2/ 34,686
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	201	26,940	3,647	143	1,387	1,909	1,864	45	3,292
Wholesale merchants	180	23,463	3,301	132	1,271	1,743	1,703	40	2,794
Voluntary-group wholesalers	4	2,184	221	--	73	108	105	3	384
Drop shippers or desk jobbers	3	239	21	1	6	12	10	2	--
Retailer cooperative warehouses	4	672	39	--	12	15	15	--	84
All other 3/	10	382	65	10	25	31	31	--	30
MANUFACTURERS' SALES BRANCHES (With stocks)	42	13,620	1,214	--	344	578	575	3	600
BULK TANK STATIONS (PETROLEUM)	94	12,234	1,596	6	1/	1/	1/	1/	759
Independent stations	8	986	133	4	36	64	63	1	49
Chain-operated stations	58	8,306	917	2	316	442	433	9	557
Commission stations	28	2,942	546	--	1/	1/	1/	1/	153
AGENTS AND BROKERS	8	532	39	6	33	24	24	--	12
Manufacturers' agents	5	194	26	4	26	16	16	--	6
Other agents 4/	3	338	13	2	7	8	8	--	6
ASSEMBLERS	18	743	66	17	33	27	20	7	23
Country buyers of farm products	15	578	45	16	27	21	17	4	23
All other 5/	3	165	21	1	6	6	3	3	--
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	201	26,940	3,647	143	1,387	1,909	1,864	45	3,292
Automotive	14	1,112	202	6	73	116	115	1	181
Beer, wines and liquors	18	1,325	213	14	95	104	101	3	45
Drugs (full line)	1	400	84	1	29	57	53	4	29
Drugs and drug sundries (specialty lines)	3								
Electrical goods	5	285	36	4	15	19	19	--	56
Farm products - consumer goods	36	2,561	396	32	142	169	155	14	37
Groceries (full line)	16	7,296	834	1	268	438	436	2	1,164
Groceries and foods (specialty lines)	28	3,628	376	29	150	193	187	6	222
Hardware	3	2,579	578	4	242	313	313	--	740
Lumber and construction materials	14	1,349	176	14	64	78	77	1	159
Machinery, equipment and supplies	4	125	24	2	8	12	12	--	20
Paper and its products	4	225	40	3	15	18	17	1	49
Plumbing and heating eqpt. and apls.	8	1,126	207	1	65	111	111	--	119
Tobacco and its products (except leaf)	15	3,298	231	10	110	132	123	9	333
Waste materials	12	126	38	10	24	25	25	--	18
All other 6/	20	1,505	212	12	87	124	120	4	120
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	42	13,620	1,214	--	344	578	575	3	600
Farm products - consumer goods	7	627	216	--	38	50	50	--	4
Groceries and foods (specialty lines)	27	8,742	656	--	240	339	336	3	214
All other 7/	8	4,251	342	--	66	189	189	--	382
BULK TANK STATIONS	94	12,234	1,596	6	1/	1/	1/	1/	759
Petroleum and its products	94	12,234	1,596	6	1/	1/	1/	1/	759
AGENTS AND BROKERS 8/	8	532	39	6	33	24	24	--	12
ASSEMBLERS	18	743	66	17	33	27	20	7	23
Farm products - consumer goods	9	483	47	8	19	15	8	7	15
All other 9/	9	260	19	9	14	12	12	--	8

\*Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$44,000.

3/ Includes 1 importer; 1 industrial distributor; and 8 wagon distributors.

4/ Includes 2 auction companies and 1 other agent.

5/ Includes 1 cream station and 2 cooperative marketing associations.

6/ Includes 1 establishment dealing in chemicals and paints; 2 in clothing and furnishings; 1 in coal and coke; 1 in dry goods (full line); 1 in farm products - raw materials; 2 in farm supplies; 1 in general merchandise; 1 in jewelry and optical goods; 1 in petroleum and its products; and 9 in all other products.

7/ Includes 1 establishment dealing in automotive products; 3 in clothing and furnishings; and 4 in machinery, equipment and supplies.

8/ Includes 1 establishment dealing in chemicals and paints; 1 in clothing and furnishings; 1 in farm products - raw materials; 1 in farm products - consumer goods; 1 in lumber and construction materials; 2 in machinery, equipment and supplies; and 1 in all other products.

9/ Includes 7 establishments dealing in farm products - raw materials; 1 in farm supplies; and 1 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF NEW JERSEY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>3,025</b>	<b>\$708,645</b>	<b>\$90,195</b>	<b>1,570</b>	<b>1/26,386</b>	<b>1/443,225</b>	<b>1/442,537</b>	<b>1/688</b>	<b>2/51,624</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESALE</b>	<b>2,279</b>	<b>387,047</b>	<b>54,195</b>	<b>1,371</b>	<b>17,662</b>	<b>28,228</b>	<b>27,795</b>	<b>433</b>	<b>34,297</b>
Wholesale merchants	2,103	346,992	49,179	1,253	16,358	25,708	25,296	412	31,073
Importers	11	5,245	688	8	212	258	257	1	514
Industrial distributors	29	4,655	1,081	6	332	566	563	3	1,136
Drop shippers or desk jobbers	8	9,616	772	4	125	348	347	1	5
Mail-order wholesalers	3	171	51	2	19	17	17	--	31
Retailer-cooperative warehouses	5	9,220	596	--	170	340	339	1	740
Wagon distributors	117	8,891	1,614	96	559	825	810	15	460
All other 3/	3	2,257	214	2	87	166	166	--	338
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	<b>251</b>	<b>143,941</b>	<b>16,450</b>	<b>2</b>	<b>4,637</b>	<b>8,324</b>	<b>8,207</b>	<b>117</b>	<b>8,535</b>
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	<b>47</b>	<b>29,471</b>	<b>4,228</b>	<b>2</b>	<b>399</b>	<b>1,020</b>	<b>1,000</b>	<b>20</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>223</b>	<b>108,658</b>	<b>13,373</b>	<b>20</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>8,023</b>
Independent stations	38	5,991	880	20	198	372	366	6	116
Chain-operated stations	137	95,935	10,995	--	2,473	4,213	4,171	42	7,607
Commission stations	48	6,732	1,498	--	1/	1/	1/	1/	300
<b>AGENTS AND BROKERS</b>	<b>119</b>	<b>30,382</b>	<b>1,296</b>	<b>85</b>	<b>502</b>	<b>747</b>	<b>701</b>	<b>46</b>	<b>663</b>
Auction companies	6	1,636	85	7	44	47	33	14	27
Brokers	10	2,018	40	9	8	15	15	--	1
Commission merchants	34	9,737	584	29	213	345	324	21	60
Import agents	3	176	29	1	10	17	17	--	--
Manufacturers' agents	55	2,512	288	37	130	182	174	8	53
Selling agents	11	14,303	270	2	97	141	138	3	522
<b>ASSEMBLERS</b>	<b>106</b>	<b>9,146</b>	<b>653</b>	<b>90</b>	<b>315</b>	<b>321</b>	<b>297</b>	<b>24</b>	<b>106</b>
Country buyers of farm products	75	2,940	245	76	135	109	92	17	57
Cooperative marketing associations	12	4,749	200	--	75	88	83	5	33
All other 4/	19	1,457	208	14	105	124	122	2	16
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESALE</b>	<b>2,279</b>	<b>387,047</b>	<b>54,195</b>	<b>1,371</b>	<b>17,662</b>	<b>28,228</b>	<b>27,795</b>	<b>433</b>	<b>34,297</b>
Amusement and sporting goods	23	8,990	571	15	118	228	228	--	391
Automotive	130	25,948	3,222	51	1,076	1,785	1,771	14	4,381
Beer, wines and liquors	148	31,094	5,046	86	1,568	2,430	2,396	34	2,661
Chemicals and paints	47	7,907	999	19	292	608	601	7	799
Clothing and furnishings	22	1,515	237	18	109	119	112	7	209
Coal and coke	24	2,468	463	8	174	227	207	20	171
Drugs (full line)	4	6,028	692	--	267	401	401	--	706
Drugs and drug sundries (specialty lines)	26	2,191	541	8	234	334	333	1	310
Dry goods (full line)	4	495	70	1	22	33	33	--	94
Dry goods (specialty lines)	28	1,932	387	20	125	231	228	3	216
Electrical goods	67	15,559	2,957	21	827	1,524	1,521	3	1,690
Farm products - raw materials	12	3,318	314	5	122	188	182	6	214
Farm products - consumer goods	337	59,147	8,019	268	2,437	3,898	3,835	63	1,321
Farm supplies	28	5,550	892	8	258	380	358	22	456
Furniture and house furnishings	13	1,141	226	7	72	120	116	4	151
General merchandise	4	9,365	1,908	1	658	889	888	1	1,414
Groceries (full line)	32	29,341	2,271	11	725	1,389	1,387	2	2,611
Groceries and foods (specialty lines)	340	47,465	5,790	247	2,077	3,008	2,955	53	3,061
Hardware	27	5,043	1,095	13	325	532	529	3	1,165
Jewelry and optical goods	9	601	189	3	82	126	126	--	67
Lumber and construction materials	70	19,544	2,723	13	751	1,412	1,389	23	1,801
Machinery, equipment and supplies	152	8,897	2,316	89	807	1,328	1,298	30	1,610
Metals and metal work (except scrap)	31	6,325	1,322	9	507	765	761	4	1,063
Paper and its products	105	7,931	1,662	61	625	1,016	1,009	7	1,073
Petroleum and its products	26	6,551	1,179	12	275	591	581	10	457
Plumbing and heating eqpt. and spls.	123	13,384	2,500	35	814	1,322	1,308	14	3,150
Tobacco and its products (except leaf)	83	33,884	1,769	63	685	991	983	8	1,147
Waste materials	229	9,843	1,987	196	996	1,047	985	62	647
All other	135	15,590	2,848	83	834	1,306	1,274	32	1,241

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF NEW JERSEY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>251</b>	<b>\$143,941</b>	<b>\$16,450</b>	<b>2</b>	<b>4,637</b>	<b>\$8,324</b>	<b>\$8,207</b>	<b>\$117</b>	<b>\$8,535</b>
Automotive	19	10,131	1,646	--	506	966	966	--	1,048
Beer, wines and liquors	6	7,052	351	--	96	156	131	5	130
Chemicals and paints	8	8,077	908	--	158	372	371	1	540
Drugs and drug sundries (specialty lines)	11	4,888	700	--	102	228	223	5	88
Electrical goods	4	5,306	295	--	110	199	199	--	301
Farm products - consumer goods	15	1,881	731	--	173	283	280	3	13
Furniture and house furnishings	4	4,567	997	--	125	247	245	2	685
Groceries and foods (specialty lines)	83	74,704	5,669	--	1,719	2,979	2,965	14	1,744
Lumber and construction materials	6	3,226	601	--	186	323	286	37	685
Machinery, equipment and supplies	36	5,382	1,386	--	454	919	916	3	698
Metals and metal work (except scrap)	7	5,068	1,168	--	404	663	662	1	1,623
Plumbing and heating eqpt. and spls.	13	4,087	900	--	330	508	470	38	565
Tobacco and its products (except leaf)	5	2,889	374	--	95	170	170	--	119
All other 5/	34	6,683	744	2	179	331	323	8	298
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>47</b>	<b>29,471</b>	<b>4,228</b>	<b>2</b>	<b>399</b>	<b>1,020</b>	<b>1,000</b>	<b>20</b>	<b>--</b>
Chemicals and paints	5	2,710	413	--	55	141	141	--	--
Groceries and foods (specialty lines)	4	7,634	2,492	1	78	214	214	--	--
Machinery, equipment and supplies	16	1,880	362	--	93	234	218	16	--
Metals and metal work (except scrap)	4	2,206	89	1	19	48	48	--	--
All other 6/	18	15,041	872	--	154	383	379	4	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	223	108,658	13,373	20	1/	1/	1/	1/	8,023
<b>AGENTS AND BROKERS</b>	<b>119</b>	<b>30,382</b>	<b>1,296</b>	<b>85</b>	<b>302</b>	<b>747</b>	<b>701</b>	<b>46</b>	<b>663</b>
Automotive	3	11	6	3	3	3	3	--	7
Chemicals and paints	5	4,951	56	2	11	14	14	--	252
Coal and coke	4	7,511	171	1	68	93	93	--	178
Farm products - consumer goods	33	10,213	553	31	213	330	300	30	62
Groceries and foods (specialty lines)	6	1,953	47	6	15	26	26	--	7
Lumber and construction materials	8	670	73	4	23	47	47	--	9
Machinery, equipment and supplies	28	1,112	94	22	44	64	58	6	26
Metals and metal work (except scrap)	4	557	37	2	11	15	15	--	56
Plumbing and heating eqpt. and spls.	4	272	23	2	9	13	13	--	2
All other 7/	24	3,132	236	12	105	142	132	10	64
<b>ASSEMBLERS</b>	<b>106</b>	<b>9,146</b>	<b>653</b>	<b>90</b>	<b>315</b>	<b>321</b>	<b>297</b>	<b>24</b>	<b>106</b>
Farm products - raw materials	25	756	75	22	32	27	23	4	16
Farm products - consumer goods	54	7,298	401	44	177	194	178	16	69
Farm supplies	3	18	5	3	4	2	2	--	10
Groceries and foods (specialty lines)	16	1,033	156	13	88	88	86	2	--
All other	8	41	16	8	14	10	8	2	11

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,690,000.
- 3/ Includes 2 voluntary-group wholesalers and 1 exporter.
- 4/ Includes 1 elevator (grain) and 18 packers and shippers.
- 5/ Includes 2 establishments dealing in clothing and furnishings; 1 in dry goods (specialty lines); 1 in farm supplies; 1 in hardware; 1 in jewelry and optical goods; 1 in paper and its products; and 27 in all other products.
- 6/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in electrical goods; 1 in farm supplies; 1 in hardware; 1 in jewelry and optical goods; 1 in lumber and construction materials; 1 in paper and its products; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 7/ Includes 1 establishment dealing in amusement and sporting goods; 1 in beer, wines and liquors; 2 in electrical goods; 1 in farm products - raw materials; 1 in farm supplies; 1 in furniture and house furnishings; 1 in hardware; 2 in paper and its products; 1 in petroleum and its products; 1 in waste materials; and 12 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NEW MEXICOTABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	397	\$45,579	\$4,585	141	1/1,433	1/2,065	1/2,029	1/136	2/3,355
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	137	28,306	2,692	88	979	1,423	1,408	15	4,463
Wholesale merchants 3/	126	25,414	2,548	84	939	1,359	1,346	13	3,934
Industrial distributors	7	2,626	111	--	30	52	50	2	522
Wagon distributors	4	266	33	4	10	12	12	--	7
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	13	1,446	132	--	48	74	72	2	214
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	4	40	13	1	3	3	2	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	194	8,781	1,519	19	1/	1/	1/	1/	558
Independent stations	15	855	141	12	65	78	74	4	164
Chain-operated stations	101	3,966	683	7	258	351	350	1	149
Commission stations	78	3,960	695	--	1/	1/	1/	1/	245
<b>AGENTS AND BROKERS</b>	12	4,114	87	9	21	41	40	1	2
Brokers	7	1,814	43	5	11	19	18	1	--
Other agents 4/	5	2,300	44	4	10	22	22	--	2
<b>ASSEMBLERS</b>	37	2,892	142	24	59	95	83	12	118
Country buyers of farm products	15	562	51	13	26	31	24	7	74
Cream stations	9	13	1	9	--	--	--	--	--
Elevators (grain)	10	1,231	53	2	24	36	31	5	41
All other 5/	3	1,086	37	--	9	28	28	--	3
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	137	28,306	2,692	88	979	1,423	1,408	15	4,463
Automotive	18	1,255	170	10	88	149	149	--	300
Beer, wines and liquors	11	1,694	271	7	71	67	67	--	205
Farm products - raw materials	7	470	38	5	15	16	16	--	27
Farm products - consumer goods	14	793	117	19	54	52	50	2	100
General merchandises	3	2,216	283	5	62	133	133	--	305
Groceries (full line)	26	15,303	1,228	4	420	684	680	4	2,269
Groceries and foods (specialty lines)	23	1,354	111	19	60	53	51	2	74
Machinery, equipment and supplies	12	2,768	141	4	42	70	68	2	542
Tobacco and its products (except leaf)	5	531	11	4	5	8	8	--	46
All other 6/	18	1,922	322	11	142	191	106	5	595
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	13	1,446	132	--	48	74	72	2	214
Groceries and foods (specialty lines)	5	744	46	--	15	21	19	2	6
Machinery, equipment and supplies	5	641	70	--	23	42	42	--	205
All other 7/	3	61	16	--	10	11	11	--	3
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 8/</b>	4	40	13	1	3	3	2	1	--
<b>BULK TANK STATIONS</b>	194	8,781	1,519	19	1/	1/	1/	1/	558
Petroleum and its products	194	8,781	1,519	19	1/	1/	1/	1/	558
<b>AGENTS AND BROKERS</b>	12	4,114	87	9	21	41	40	1	2
Groceries (full line)	4	1,424	32	4	8	13	13	--	--
All other 9/	8	2,690	55	5	13	28	27	1	2
<b>ASSEMBLERS</b>	37	2,892	142	24	59	95	83	12	118
Farm products - raw materials	19	2,295	125	9	48	85	74	11	110
All other 10/	18	607	17	15	11	10	9	1	8

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$94,000.
- 3/ Includes 1 drop shipper or desk jobber.
- 4/ Includes 1 commission merchant and 4 manufacturers' agents.
- 5/ Includes 2 cooperative marketing associations and 1 packer and shipper.
- 6/ Includes 1 establishment dealing in amusement and sporting goods; 1 in chemicals and paints; 1 in clothing and furnishings; 1 in coal and coke; 2 in farm supplies; 2 in furniture and house furnishings; 1 in hardware; 2 in jewelry and optical goods; 2 in lumber and construction materials; 1 in paper and its products; 2 in plumbing and heating equipment and supplies; and 2 in all other products.
- 7/ Includes 1 establishment dealing in electrical goods; 1 in jewelry and optical goods; and 1 in paper and its products.
- 8/ Includes 1 establishment dealing in groceries and foods (specialty lines); 1 in lumber and construction materials; and 2 in machinery, equipment and supplies.
- 9/ Includes 1 establishment dealing in automotive products; 2 in farm products - raw materials; 2 in groceries and foods (specialty lines); 1 in lumber and construction materials; and 2 in machinery, equipment and supplies.
- 10/ Includes 16 establishments dealing in farm products - consumer goods and 2 in farm supplies.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales add 000.	Operating expenses (including pay roll) (add 000.)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	26,915	\$10,846,966	\$1,005,722	16,626	$\frac{1}{243,120}$	$\frac{1}{\$487,139}$	$\frac{1}{\$481,271}$	$\frac{1}{\$5,868}$	$\frac{2}{\$752,525}$
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	19,070	4,491,530	552,724	12,969	151,677	282,124	278,106	4,018	525,483
Wholesale merchants	16,128	3,102,508	418,977	11,239	123,031	219,589	216,176	3,413	331,829
Voluntary-group wholesalers	9	5,384	454	8	151	287	287	--	653
Converters	442	263,098	22,998	205	5,215	11,405	11,271	134	44,302
Exporters	242	171,751	20,053	139	3,237	7,260	7,233	27	14,143
Importers	1,604	832,453	75,836	973	15,788	35,706	35,358	348	125,703
Industrial distributors	128	26,912	5,907	27	1,936	3,643	3,605	38	5,826
Drop shippers or desk jobbers	121	53,587	3,819	44	739	1,935	1,921	14	514
Mail-order wholesalers	52	4,115	816	40	254	374	368	6	465
Retail-cooperative warehouses	15	9,166	579	--	254	363	360	3	1,369
Wagon distributors	329	22,546	3,285	294	1,072	1,562	1,527	35	679
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	1,649	1,897,024	235,649	112	46,929	99,702	99,176	526	174,846
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	890	1,132,727	83,385	82	14,627	40,005	39,753	252	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	827	237,665	33,577	114	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	18,713
Independent stations	146	22,190	3,130	91	834	1,521	1,491	30	1,010
Chain-operated stations	512	199,141	27,370	23	7,179	12,414	12,266	128	16,099
Commission stations	169	16,334	3,077	--	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	$\frac{1}{}$	1,604
<b>AGENTS AND BROKERS</b>	4,100	2,992,337	94,411	3,149	19,903	49,026	48,299	727	31,699
Auction companies	62	77,419	1,706	51	440	854	822	32	214
Brokers	702	848,775	8,567	625	2,015	4,728	4,663	65	2,209
Commission merchants	503	550,566	21,048	378	4,235	10,840	10,669	171	7,068
Export agents	294	165,879	8,475	178	1,488	3,827	3,777	50	3,527
Import agents	229	165,736	8,877	130	952	2,473	2,412	61	4,324
Manufacturers' agents	1,487	191,627	12,512	1,222	3,528	7,168	6,992	176	3,108
Selling agents	482	740,387	26,954	294	5,080	14,890	14,738	152	11,198
Other agents	341	251,948	6,272	271	2,165	4,246	4,226	20	51
<b>ASSEMBLERS</b>	379	95,683	5,976	200	1,971	2,347	2,160	187	1,784
Country buyers of farm products	209	9,157	1,335	172	749	671	560	111	562
Cooperative marketing associations	130	81,014	4,035	--	829	1,357	1,316	41	548
Elevators (grain)	23	3,493	246	14	136	141	121	20	521
Packers and shippers	17	2,019	360	14	257	178	163	15	153
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	19,070	4,491,530	552,724	12,969	151,677	282,124	278,106	4,018	525,483
Amusement and sporting goods	306	41,808	7,546	189	2,243	4,410	4,356	54	4,760
Automotive	519	105,825	18,562	251	5,431	10,055	9,977	78	11,592
Beer, wines and liquors	471	125,082	18,147	249	4,273	8,746	8,626	120	14,067
Chemicals and paints	337	123,451	21,604	125	3,110	7,453	7,389	64	12,233
Clothing and furnishings	1,773	348,002	45,414	1,413	12,060	24,230	24,004	226	37,659
Coal and coke	158	83,705	8,091	52	1,642	3,284	3,164	120	2,934
Drugs (full line)	22	30,342	3,439	3	1,196	1,964	1,960	4	4,753
Drugs and drug sundries (specialty lines)	412	53,204	11,621	201	3,212	5,636	5,574	62	5,847
Dry goods (full line)	32	26,421	3,506	22	1,312	1,954	1,943	11	3,942
Dry goods (specialty lines)	2,371	617,954	69,237	1,770	18,348	36,476	36,144	331	102,760
Electrical goods	490	37,227	17,974	215	5,489	9,884	9,802	82	12,518
Farm products - raw materials	725	264,824	17,391	567	3,307	7,592	7,266	326	40,652
Farm products - consumer goods	1,723	483,386	47,876	1,516	12,876	22,948	22,617	331	10,295
Farm supplies	92	35,572	4,463	41	1,142	1,360	1,826	34	3,882
Furniture and house furnishings	875	108,543	19,892	590	5,530	10,416	10,285	131	23,301
General merchandise	42	217,193	7,580	20	1,489	3,393	3,374	19	12,500
Groceries (full line)	158	162,674	18,703	103	6,090	10,583	10,555	28	20,662
Groceries and foods (specialty lines)	1,796	407,661	47,039	1,352	13,015	23,293	23,011	282	35,426
Hardware	249	47,840	9,963	124	3,666	5,805	5,762	43	10,934
Jewelry and optical goods	922	92,241	16,031	787	3,936	7,940	7,862	78	27,106
Lumber and construction materials	430	68,504	14,039	125	4,357	7,904	7,249	655	11,734
Machinery, equipment and supplies	1,391	142,562	33,754	739	10,307	16,368	16,114	254	25,340
Metals and metal work (except scrap)	192	135,286	12,346	71	2,345	5,265	5,252	33	15,129
Paper and its products	791	118,370	19,838	470	6,400	11,565	11,447	118	13,715
Petroleum and its products	71	13,994	2,423	24	565	1,251	1,242	9	976

(Continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF NEW YORK

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Plumbing and heating eqpt. and apls.	382	53,613	10,915	131	3,474	6,006	5,901	105	10,567
Tobacco and its products (except leaf)	318	139,619	6,213	263	2,201	3,592	3,561	31	6,477
Waste materials	861	63,541	10,599	782	4,276	5,404	5,252	152	5,439
All other	1,161	262,086	28,498	774	7,664	14,828	14,591	237	38,283
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	1,649	1,897,024	235,649	112	46,929	99,702	99,176	526	174,846
Amusement and sporting goods	27	32,160	6,503	--	1,331	2,710	2,710	--	5,205
Automotive	94	136,543	9,335	--	2,844	5,329	5,298	31	7,073
Beer, wines and liquors	54	100,831	14,463	--	1,778	4,344	4,327	17	7,837
Chemicals and paints	76	115,912	18,074	--	2,731	7,297	7,277	20	9,200
Clothing and furnishings	154	116,513	13,312	51	2,814	7,145	7,116	29	17,682
Coal and coke	4	4,103	1,235	--	301	577	577	--	241
Drugs and drug sundries (specialty lines)	69	64,280	18,197	1	3,693	6,704	6,696	8	6,338
Dry goods (specialty lines)	97	140,130	16,286	22	3,746	8,258	8,221	37	32,453
Electrical goods	53	58,730	5,340	--	1,335	3,370	3,338	32	3,140
Farm products - consumer goods	35	20,378	3,471	--	756	1,341	1,317	24	852
Furniture and house furnishings	42	18,114	3,150	5	617	1,438	1,430	8	2,655
Groceries and foods (specialty lines)	309	386,100	32,357	11	7,766	14,292	14,199	93	14,552
Hardware	14	3,312	708	--	177	382	378	4	352
Jewelry and optical goods	40	63,726	3,330	8	712	1,583	1,582	1	7,554
Lumber and construction materials	36	10,323	2,160	--	542	1,154	1,092	62	2,122
Machinery, equipment and supplies	317	124,805	29,018	8	8,689	17,907	17,784	123	20,923
Metals and metal work (except scrap)	37	74,366	4,136	--	963	2,268	2,263	5	14,562
Paper and its products	37	74,404	8,350	--	1,263	3,322	3,314	8	6,178
Petroleum and its products	7	6,432	1,403	--	292	710	710	--	850
Plumbing and heating eqpt. and spls.	58	20,014	4,491	1	1,132	2,079	2,063	16	3,197
Tobacco and its products (except leaf)	17	266,835	34,222	1	2,025	4,199	4,199	--	5,410
All other 3/	72	59,013	6,108	4	1,422	3,293	3,285	8	6,470
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
	890	1,132,727	83,385	82	14,627	40,005	39,753	252	--
Amusement and sporting goods	19	50,343	8,668	1	1,997	4,699	4,699	--	--
Automotive	6	25,950	2,344	--	422	1,027	1,027	--	--
Beer, wines and liquors	9	40,829	5,194	--	487	1,221	1,221	--	--
Chemicals and paints	51	85,318	8,330	1	1,120	3,537	3,505	32	--
Clothing and furnishings	137	87,381	6,646	41	1,070	3,239	3,207	32	--
Drugs and drug sundries (specialty lines)	13	4,903	1,066	--	111	227	225	2	--
Dry goods (specialty lines)	39	158,932	6,304	3	1,364	3,475	3,457	18	--
Electrical goods	43	35,547	2,724	--	604	1,783	1,772	11	--
Furniture and house furnishings	34	17,380	1,664	11	218	595	587	8	--
Groceries and foods (specialty lines)	32	36,100	2,925	1	416	1,028	1,028	--	--
Hardware	9	4,338	524	--	109	298	297	1	--
Jewelry and optical goods	13	2,364	191	6	49	124	122	2	--
Lumber and construction materials	46	34,438	5,396	--	1,133	2,836	2,797	39	--
Machinery, equipment and supplies	196	157,561	11,581	8	2,208	6,263	6,237	26	--
Metals and metal work (except scrap)	87	180,974	5,018	1	922	2,974	2,953	21	--
Paper and its products	45	58,218	2,527	3	439	1,390	1,387	3	--
Petroleum and its products	5	27,456	4,421	--	431	1,295	1,295	--	--
Plumbing and heating eqpt. and spls.	27	8,423	1,060	1	170	466	465	1	--
Tobacco and its products (except leaf)	8	51,340	1,412	--	225	618	618	--	--
All other 4/	71	64,832	5,390	5	1,082	2,910	2,854	56	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	827	237,665	33,577	114	1/	1/	1/	1/	18,713

(Continued on next page)



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS	4,100	\$2,992,337	\$94,411	3,149	19,903	\$49,026	\$48,299	\$727	\$31,699
Amusement and sporting goods	116	16,616	2,472	90	560	1,193	1,184	9	242
Automotive	64	29,205	1,884	38	276	602	598	4	1,404
Beer, wines and liquors	4	957	68	2	19	52	52	--	--
Chemicals and paints	117	53,873	7,206	74	404	1,255	1,230	25	481
Clothing and furnishings	676	358,391	11,185	598	3,214	7,105	7,041	64	410
Coal and coke	53	90,942	4,292	6	492	1,421	1,399	22	5,234
Drugs (full line)	1	16,994	1,064	55	353	668	666	2	84
Drugs and drug sundries (specialty lines)	57								
Dry goods (full line)	9	21,995	234	8	61	144	143	1	1
Dry goods (specialty lines)	407	843,493	24,709	364	5,034	14,067	13,994	73	10,575
Electrical goods	141	12,439	985	104	311	532	522	10	409
Farm products - raw materials	232	234,087	3,762	182	823	1,939	1,916	23	1,758
Farm products - consumer goods	249	232,125	8,125	176	1,709	4,283	4,148	135	1,166
Farm supplies	23	14,570	406	12	70	195	194	1	136
Furniture and house furnishings	127	33,793	1,620	96	457	967	946	21	149
General merchandise	42	57,415	2,061	31	534	1,259	1,239	20	164
Groceries and foods (specialty lines)	384	478,682	5,781	326	1,380	3,232	3,204	28	1,711
Hardware	69	10,471	892	56	260	463	456	7	146
Jewelry and optical goods	55	2,553	147	53	46	80	78	2	146
Lumber and construction materials	108	15,523	1,410	57	354	775	725	50	78
Machinery, equipment and supplies	497	60,732	6,466	321	1,473	3,628	3,538	90	1,459
Metals and metal work (except scrap)	98	89,835	1,981	64	394	1,234	1,162	72	405
Paper and its products	83	14,365	696	79	182	412	404	8	85
Petroleum and its products	22	41,774	583	7	87	321	305	16	7
Plumbing and heating eqpt. and spls.	76	5,984	625	49	204	349	345	4	76
Tobacco and its products (except leaf)	3	155	1	4	1	1	1	--	--
Waste materials	38	15,087	799	20	113	355	354	1	262
All other	349	240,181	4,957	277	1,092	2,594	2,555	39	5,111
ASSEMBLERS	379	95,583	5,976	200	1,971	2,347	2,160	187	1,784
Farm products - raw materials	120	17,803	838	118	333	268	225	43	944
Farm products - consumer goods	192	74,253	4,635	50	1,168	1,796	1,730	66	457
Farm supplies	13	396	59	9	26	20	14	6	15
Groceries and foods (specialty lines)	41	3,164	426	12	429	251	179	72	359
All other	13	67	18	11	15	12	12	--	9

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$30,423,000.
- 3/ Includes one establishment dealing in dry goods (full line); 3 in farm supplies; and 68 in all other products.
- 4/ Includes 1 establishment dealing in coal and coke; 1 in farm products - raw materials; 1 in farm products - consumer goods; 1 in farm supplies; and 67 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NORTH CAROLINATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,458	\$555,396	\$43,795	1,460	1/ 16,980	1/ \$20,456	1/ \$19,212	1/ \$1,244	2/ \$61,499
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,147	181,167	20,093	868	8,870	10,414	9,894	520	20,588
Wholesale merchants	1,056	157,831	17,897	804	7,997	9,406	8,992	414	19,393
Exporters	5	7,179	834	1	501	319	258	61	522
Importers	4	1,495	95	--	16	51	50	1	22
Industrial distributors	17	3,038	595	1	180	323	321	2	565
Drop shippers or desk jobbers	19	9,564	387	11	67	198	166	32	13
Wagon distributors	42	1,874	264	45	100	111	102	9	61
All other 3/	4	186	21	6	9	6	5	1	12
MANUFACTURERS' SALES BRANCHES (With stocks)	162	76,485	6,761	--	1,782	3,183	3,152	31	4,472
MANUFACTURERS' SALES OFFICES (Without stocks)	45	34,375	1,706	--	330	665	657	8	--
BULK TANK STATIONS (PETROLEUM)	540	52,277	7,115	63	1/	1/	1/	1/	3,052
Independent stations	78	6,929	819	59	289	380	365	15	261
Chain-operated stations	233	23,686	2,901	4	761	1,346	1,332	14	1,780
Commission stations	229	21,662	3,395	--	1/	1/	1/	1/	1,011
AGENTS AND BROKERS	304	156,457	4,317	317	2,320	2,324	1,904	420	1,350
Auction companies	94	85,644	2,403	130	1,143	1,414	1,050	364	205
Brokers	87	38,997	506	78	157	216	203	13	368
Commission merchants	36	13,975	397	31	257	205	172	33	634
Export agents	7	5,218	421	2	552	198	198	--	5
Manufacturers' agents	57	4,491	297	54	117	121	113	8	120
Selling agents	23	8,132	293	22	94	170	168	2	18
ASSEMBLERS	260	54,635	3,803	212	2,628	2,144	1,908	236	32,037
Country buyers of farm products	206	49,197	3,364	185	2,288	1,885	1,680	205	31,980
Cooperative marketing associations	33	4,778	270	--	163	164	155	9	56
All other 4/	21	660	169	27	177	95	73	22	1
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,147	181,167	20,093	868	8,870	10,414	9,894	520	20,588
Amusement and sporting goods	12	922	238	6	133	160	140	20	56
Automotive	95	10,649	1,810	72	749	1,032	1,024	8	1,537
Beer, wines and liquors	30	2,002	384	20	145	148	140	8	106
Chemicals and paints	16	1,565	300	8	73	127	123	4	166
Clothing and furnishings	18	1,270	183	17	80	106	102	4	127
Coal and coke	4	2,250	115	1	26	52	52	--	24
Drugs (full line)	8	4,346	600	1	203	364	362	2	982
Drugs and drug sundries (specialty lines)	13	710	92	11	38	51	50	1	126
Dry goods (full line)	15	4,162	517	10	167	297	293	4	594
Dry goods (specialty lines)	7	145	23	9	12	11	11	--	22
Electrical goods	31	7,153	952	15	286	445	438	7	830
Farm products - raw materials	40	26,333	2,192	21	1,502	967	661	306	3,832
Farm products - consumer goods	98	11,313	1,574	95	674	761	747	14	395
Farm supplies	45	3,984	352	48	198	184	180	4	330
Furniture and house furnishings	9	1,124	145	7	40	54	54	--	116
Groceries (full line)	162	40,763	3,003	117	1,248	1,568	1,554	14	3,966
Groceries and foods (specialty lines)	256	24,545	2,258	239	1,161	1,106	1,067	39	2,150
Hardware	24	7,787	1,064	9	384	652	652	--	1,649
Jewelry and optical goods	3	154	58	4	21	25	25	--	15
Lumber and construction materials	65	6,998	840	49	388	458	409	49	547
Machinery, equipment and supplies	67	6,689	1,370	29	445	761	752	9	1,133
Paper and its products	19	3,107	506	7	164	290	287	3	492
Petroleum and its products	5	227	51	3	23	24	23	1	8
Plumbing and heating eqpt. and spls.	16	2,622	446	4	140	202	196	6	433
Tobacco and its products (except leaf)	28	6,251	389	19	153	207	206	1	299
Waste materials	36	1,930	299	28	246	186	177	9	281
All other 5/	25	2,126	332	19	151	176	169	7	372

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NORTH CAROLINATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	162	\$76,485	\$6,761	--	1,782	\$3,183	\$3,152	\$31	\$4,472
Automotive	17	27,303	1,485	--	401	758	754	4	1,218
Chemicals and paints	8	8,180	960	--	136	329	329	--	624
Farm products - consumer goods	5	209	86	--	23	29	29	--	--
Farm supplies	9	3,408	504	--	78	192	192	--	276
Furniture and house furnishings	4	605	35	--	10	18	17	1	35
Groceries and foods (specialty lines)	68	25,858	2,181	--	693	983	964	19	1,246
Jewelry and optical goods	4	261	91	--	35	52	52	--	21
Machinery, equipment and supplies	31	6,062	906	--	257	524	522	2	651
All other 6/	16	4,599	513	--	149	298	293	5	401
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	45	34,375	1,706	--	330	665	657	8	--
Amusement and sporting goods	4	1,603	301	--	102	143	143	--	--
Chemicals and paints	5	3,318	266	--	51	90	90	--	--
Machinery, equipment and supplies	7	1,059	91	--	23	65	64	1	--
Plumbing and heating eqpt. and spls.	4	235	30	--	8	17	17	--	--
Tobacco and its products (except leaf)	5	7,146	119	--	38	81	81	--	--
All other 7/	20	21,014	899	--	108	269	262	7	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	540	52,277	7,115	63	1/	1/	1/	1/	3,052
<b>AGENTS AND BROKERS</b>	304	156,457	4,317	317	2,320	2,324	1,904	420	1,350
Chemicals and paints	5	325	6	6	3	3	3	--	--
Clothing and furnishings	5	710	38	4	6	6	6	--	2
Farm products - raw materials	152	119,026	3,273	179	1,956	1,820	1,427	393	1,006
Farm products - consumer goods	16	2,004	58	16	27	28	19	9	1
Farm supplies	30	1,674	80	34	30	33	29	4	20
Groceries and foods (specialty lines)	34	13,761	250	28	94	114	109	5	201
Lumber and construction materials	9	1,071	60	6	18	27	26	1	51
Machinery, equipment and supplies	17	867	75	15	22	32	31	1	12
Plumbing and heating eqpt. and spls.	3	122	11	3	5	5	5	--	6
Waste materials	3	370	41	1	13	21	21	--	12
All other 8/	50	10,527	425	25	148	235	228	7	39
<b>ASSEMBLERS</b>	260	54,635	3,803	212	2,628	2,144	1,908	236	32,037
Farm products - raw materials	150	47,395	3,151	132	1,998	1,786	1,650	136	31,890
Farm products - consumer goods	66	2,761	244	46	147	115	108	7	5
Farm supplies	14	2,030	84	6	54	44	36	8	62
Groceries and foods (specialty lines)	25	2,353	316	23	422	195	111	84	78
All other	5	106	8	5	7	4	3	1	2

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,418,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; and 2 mail-order wholesalers.
- 4/ Includes 2 cream stations and 19 packers and shippers.
- 5/ Includes 2 establishments dealing in general merchandises; 2 in metals and metal work (except scrap); and 21 in all other products.
- 6/ Includes 2 establishments dealing in amusement and sporting goods; 3 in electrical goods; 3 in lumber and construction materials; 1 in paper and its products; 2 in plumbing and heating equipment and supplies; and 5 in all other products.
- 7/ Includes 3 establishments dealing in dry goods (specialty lines); 2 in electrical goods; 3 in farm supplies; 1 in furniture and house furnishings; 3 in groceries and foods (specialty lines); 2 in metals and metal work (except scrap); 1 in paper and its products; and 5 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 1 in automotive products; 1 in coal and coke; 2 in dry goods (specialty lines); 3 in electrical goods; 2 in furniture and house furnishings; 2 in groceries (full line); 2 in metals and metal work (except scrap); 1 in paper and its products; 2 in petroleum and its products; and 13 in all other products.

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935							
		STATE OF NORTH DAKOTA							
		TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS							
Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,435	\$133,808	\$14,334	588	1/4,935	1/\$6,395	1/\$6,194	1/\$201	2/\$12,635
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	224	38,964	5,225	130	1,795	2,406	2,346	60	5,127
Wholesale merchants	207	38,290	5,137	111	1,769	2,376	2,317	59	5,108
All other 3/	17	674	88	19	26	30	29	1	19
MANUFACTURERS' SALES BRANCHES (With stocks)	43	25,102	3,588	--	719	1,183	1,149	34	2,043
MANUFACTURERS' SALES OFFICES (Without stocks)	4	1,298	44	--	13	22	22	--	--
BULK TANK STATIONS (PETROLEUM)	634	16,685	2,434	53	1/	1/	1/	1/	1,622
Independent stations	95	2,828	318	46	165	196	187	9	234
Chain-operated stations	463	11,199	1,735	7	555	1,028	1,026	2	1,147
Commission stations	76	2,658	381	--	1/	1/	1/	1/	241
AGENTS AND BROKERS	15	3,057	94	12	27	38	36	2	1
Brokers	5	1,890	59	2	15	24	22	2	--
Commission merchants	4	820	20	--	6	10	10	--	--
Other agents 4/	6	347	15	10	6	4	4	--	1
ASSEMBLERS	1,515	48,702	2,949	393	1,661	1,522	1,428	94	3,842
Country buyers of farm products	76	3,916	243	70	128	87	75	12	127
Cream stations	200	1,353	35	155	64	27	23	4	--
Cooperative marketing associations	31	1,055	76	--	63	47	42	5	9
Elevators (grain)	1,202	42,073	2,572	165	1,380	1,350	1,277	73	3,691
Peckers and shippers	6	305	23	3	26	11	11	--	15
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	224	38,964	5,225	130	1,795	2,406	2,346	60	5,127
Automotive	39	5,020	952	15	267	386	385	1	976
Beer, wines and liquors	35	2,424	432	30	115	148	143	5	92
Chemicals and paints	5	765	195	4	63	89	79	10	231
Farm products - raw materials	4	779	86	8	25	25	21	4	67
Farm products - consumer goods	25	2,049	250	21	155	132	127	5	37
Farm supplies	9	2,041	336	9	81	142	137	5	488
Groceries (full line)	24	14,039	1,285	--	459	636	623	13	1,675
Groceries and foods (specialty lines)	28	5,585	666	13	222	312	309	3	638
Jewelry and optical goods	5	222	70	--	33	47	47	--	18
Lumber and construction materials	4	748	66	2	28	35	32	3	144
Machinery, equipment and supplies	14	1,303	252	9	81	143	141	2	196
Tobacco and its products (except leaf)	3	534	72	1	25	34	33	1	36
Waste materials	13	1,372	192	11	94	79	75	4	118
All other 5/	16	2,083	371	7	147	198	194	4	411
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	43	25,102	3,588	--	719	1,183	1,149	34	2,043
Automotive	7	14,547	824	--	194	348	338	10	614
Groceries and foods (specialty lines)	14	2,438	198	--	64	99	96	3	69
Machinery, equipment and supplies	15	6,495	2,404	--	394	653	632	21	1,250
All other 6/	7	1,622	162	--	67	83	83	--	110
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) 7/	4	1,298	44	--	13	22	22	--	--
BULK TANK STATIONS Petroleum and its products	634	16,685	2,434	53	1/	1/	1/	1/	1,622
AGENTS AND BROKERS	15	3,057	94	12	27	38	36	2	1
Farm products - raw materials	3	836	17	1	7	6	6	--	--
Groceries and foods (specialty lines)	4	1,317	42	2	11	19	18	1	--
All other 8/	8	904	35	9	9	13	12	1	1

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF NORTH DAKOTATABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	1,515	\$48,702	\$2,949	393	1,661	\$1,522	\$1,428	\$94	\$3,842
Farm products - raw materials	1,251	45,360	2,755	198	1,430	1,406	1,325	81	3,713
Farm products - consumer goods	259	3,231	187	193	226	111	98	13	113
Farm supplies	5	111	7	2	5	5	5	--	16

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$364,000.
- 3/ Includes 1 drop shipper or desk jobber and 16 wagon distributors.
- 4/ Includes 2 manufacturers' agents and 4 selling agents.
- 5/ Includes 1 establishment dealing in coal and coke; 1 in drugs (full line); 2 in dry goods (full line); 3 in electrical goods; 1 in metals and metal work (except scrap); 1 in paper and its products; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; and 5 in all other products.
- 6/ Includes 1 establishment dealing in electrical goods; 3 in farm products - consumer goods; 1 in metals and metal work (except scrap); and 2 in plumbing and heating equipment and supplies.
- 7/ Includes 1 establishment dealing in groceries and foods (specialty lines); 1 in machinery, equipment and supplies; and 2 in tobacco and its products (except leaf).
- 8/ Includes 2 establishments dealing in automotive products; 1 in electrical goods; 1 in farm products - consumer goods; 1 in farm supplies; 1 in lumber and construction materials; and 2 in machinery, equipment and supplies.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	9,086	\$2,028,552	\$211,260	5,323	1/68,834	1/109,535	1/107,237	1/2,298	2/134,047
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	5,074	861,503	117,482	3,493	42,986	64,219	62,907	1,312	92,345
Wholesale merchants	4,519	756,853	105,117	3,124	38,527	56,803	55,613	1,190	82,240
Voluntary-group wholesalers	11	11,653	1,189	--	412	737	736	1	1,737
Importers	20	7,547	689	14	170	311	305	6	685
Industrial distributors	98	31,920	5,747	17	2,206	3,715	3,689	26	6,644
Drop shippers or desk jobbers	98	30,154	1,960	41	490	1,175	1,152	23	35
Mail-order wholesalers	24	1,381	361	18	162	162	142	20	139
Retailer-cooperative warehouses	5	8,484	452	--	176	284	284	--	474
Wagon distributors	294	12,952	1,923	277	825	1,004	958	46	369
All other 3/	5	559	44	2	18	28	28	--	22
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	692	346,737	45,415	12	12,195	23,190	22,987	203	24,990
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	349	222,006	13,191	11	2,374	6,157	6,035	122	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	808	139,927	17,235	156	1/	1/	1/	1/	5,950
Independent stations	180	18,554	2,521	131	810	1,174	1,150	24	675
Chain-operated stations	523	111,516	12,545	25	3,561	5,603	5,565	38	4,872
Commission stations	105	9,857	2,169	--	1/	1/	1/	1/	403
<b>AGENTS AND BROKERS</b>	950	350,225	12,369	724	3,368	6,486	6,170	316	2,264
Auction companies	33	15,058	435	17	384	296	184	112	31
Brokers	145	106,775	1,681	113	342	908	894	14	384
Commission merchants	131	66,838	1,887	132	694	1,034	1,003	31	303
Export agents	8	528	115	4	23	19	17	2	--
Manufacturers' agents	484	59,308	2,110	410	739	1,139	1,058	81	258
Selling agents	139	120,086	6,055	44	1,151	3,031	2,958	73	1,288
Other agents 4/	10	1,632	86	4	35	59	56	3	--
<b>ASSEMBLERS</b>	1,213	108,154	5,568	927	3,100	2,706	2,423	283	8,498
Country buyers of farm products	546	28,304	1,390	584	885	570	444	126	431
Cream stations	181	1,769	162	125	115	84	77	7	5
Cooperatives marketing associations	78	38,489	1,361	--	607	699	662	37	5,682
Elevators (grain)	402	38,381	2,414	215	1,377	1,275	1,188	87	2,252
Packers and shippers	6	1,211	241	3	116	78	52	26	128
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	5,074	861,503	117,482	3,493	42,986	64,219	62,907	1,312	92,345
Amusement and sporting goods	52	4,183	975	35	376	560	546	14	401
Automotive	403	54,614	8,118	247	3,337	4,947	4,912	35	6,210
Beer, wines and liquors	167	18,464	2,962	110	996	1,304	1,255	49	522
Chemicals and paints	101	12,899	2,296	47	728	1,360	1,334	26	1,458
Clothing and furnishings	162	23,821	3,872	125	1,013	1,916	1,871	45	2,482
Coal and coke	74	22,388	1,747	20	469	1,044	1,018	26	104
Drugs (full line)	16	16,317	2,018	--	824	1,270	1,263	7	2,476
Drugs and drug sundries (specialty lines)	76	4,269	1,002	58	455	600	582	18	513
Dry goods (full line)	14	8,142	1,226	10	436	707	706	1	1,332
Dry goods (specialty lines)	62	3,407	555	52	199	295	289	6	484
Electrical goods	166	49,255	9,572	56	2,596	4,636	4,519	117	13,265
Farm products - raw materials	66	34,859	1,825	55	601	774	721	53	3,576
Farm products - consumer goods	722	89,600	10,597	732	4,225	5,514	5,361	153	937
Farm supplies	51	14,502	1,618	36	624	777	760	17	1,111
Furniture and house furnishings	78	8,973	1,491	58	452	672	658	14	2,289
General merchandise	7	2,903	532	6	218	336	336	--	380
Groceries (full line)	187	95,428	9,316	46	3,559	5,336	5,313	23	13,489
Groceries and foods (specialty lines)	812	85,000	11,579	717	5,013	6,461	6,267	194	5,842
Hardware	45	27,095	4,405	20	1,887	3,239	3,231	8	5,913
Jewelry and optical goods	68	7,270	2,017	32	714	1,150	1,146	4	1,367
Lumber and construction materials	207	30,523	6,192	74	1,925	3,015	2,868	147	4,028
Machinery, equipment and supplies	439	37,643	8,794	240	3,270	5,115	5,001	114	7,632
Metals and metal work (except scrap)	65	22,285	2,942	23	783	1,462	1,436	26	2,643
Paper and its products	126	26,733	4,708	57	1,619	2,981	2,954	27	3,619
Petroleum and its products	52	29,371	1,765	23	438	876	866	10	513
Plumbing and heating eqpt. and spls.	110	12,734	2,609	36	943	1,402	1,383	19	2,425
Tobacco and its products (except leaf)	121	47,269	2,880	86	1,057	1,537	1,519	18	2,428
Waste materials	426	50,547	6,948	359	2,891	3,207	3,096	111	3,518
All other	199	21,009	2,921	133	1,338	1,726	1,696	30	1,388

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>692</b>	<b>\$345,737</b>	<b>\$45,415</b>	<b>12</b>	<b>12,195</b>	<b>\$23,190</b>	<b>\$22,987</b>	<b>\$203</b>	<b>\$24,990</b>
Amusement and sporting goods	17	5,410	1,180	--	423	635	635	--	642
Automotive	61	99,211	7,107	--	1,816	3,855	3,842	13	4,769
Beer, wines and liquors	20	5,341	542	1	130	284	283	1	812
Chemicals and paints	44	19,970	2,732	--	477	1,080	1,061	19	1,665
Clothing and furnishings	5	2,360	367	--	126	228	225	3	391
Coal and coke	4	4,049	205	--	47	99	97	2	10
Drugs and drug sundries (specialty lines)	17	1,284	446	3	84	223	220	3	95
Dry goods (specialty lines)	8	1,353	125	--	38	62	62	--	43
Electrical goods	30	19,726	2,089	--	537	1,179	1,163	16	1,094
Farm products - consumer goods	28	6,820	1,892	1	451	742	742	--	127
Farm supplies	5	1,893	292	--	54	103	103	--	130
Furniture and house furnishings	24	5,318	588	--	168	304	299	5	737
Groceries and foods (specialty lines)	129	73,708	8,430	5	1,853	3,178	3,160	18	1,710
Hardware	4	1,007	250	--	62	132	132	--	102
Jewelry and optical goods	11	865	258	--	98	127	127	--	99
Lumber and construction materials	36	12,659	2,752	--	747	1,512	1,470	42	1,628
Machinery, equipment and supplies	175	51,122	10,948	2	3,569	6,625	6,565	60	6,455
Metals and metal work (except scrap)	21	18,545	1,367	--	404	729	725	4	1,652
Paper and its products	12	7,142	1,540	--	478	963	963	--	1,026
Petroleum and its products	4	211	74	--	30	48	48	--	22
Plumbing and heating eqpt. and spls.	13	4,620	854	--	256	412	402	10	655
All other 5/	24	5,123	1,376	--	357	670	663	7	1,128
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>349</b>	<b>222,006</b>	<b>13,191</b>	<b>11</b>	<b>2,374</b>	<b>6,157</b>	<b>6,035</b>	<b>122</b>	<b>--</b>
Amusement and sporting goods	9	5,463	868	--	278	440	440	--	--
Chemicals and paints	13	6,703	468	--	69	182	182	--	--
Clothing and furnishings	7	1,813	182	3	42	126	126	--	--
Dry goods (specialty lines)	5	1,654	56	1	6	21	21	--	--
Electrical goods	40	50,327	1,529	--	208	443	367	76	--
Groceries and foods (specialty lines)	12	6,200	1,835	--	91	227	226	1	--
Lumber and construction materials	22	6,292	666	--	147	357	356	1	--
Machinery, equipment and supplies	117	27,843	2,142	5	498	1,304	1,277	27	--
Metals and metal work (except scrap)	55	95,329	3,541	--	592	2,039	2,029	10	--
Paper and its products	11	16,506	470	--	86	288	288	--	--
Plumbing and heating eqpt. and spls.	15	670	81	--	25	59	59	--	--
Tobacco and its products (except leaf)	5	13,389	126	--	45	90	90	--	--
All other 6/	38	9,817	1,227	2	287	581	574	7	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	808	139,927	17,235	156	1/	1/	1/	1/	5,950
<b>AGENTS AND BROKERS</b>	<b>950</b>	<b>350,225</b>	<b>12,369</b>	<b>724</b>	<b>3,368</b>	<b>6,486</b>	<b>6,170</b>	<b>316</b>	<b>2,264</b>
Amusement and sporting goods	6	100	16	5	4	9	9	--	2
Automotive	35	937	103	38	43	44	38	6	40
Beer, wines and liquors	16	12,522	466	5	80	217	213	2	180
Chemicals and paints	37	6,056	339	23	79	176	156	20	97
Clothing and furnishings	16	1,435	60	20	19	17	16	1	4
Coal and coke	76	96,226	4,775	12	894	2,404	2,347	57	1,034
Dry goods (specialty lines)	19	8,320	112	17	21	48	45	3	3
Electrical goods	43	1,990	129	39	51	64	60	4	25
Farm products - raw materials	98	67,251	945	94	509	512	405	107	75
Farm products - consumer goods	75	30,748	1,332	68	495	782	749	33	208
Farm supplies	7	2,462	29	9	6	7	7	--	--
Furniture and house furnishings	18	2,741	262	15	74	146	138	8	13
Groceries (full line)	1								
Groceries and foods (specialty lines)	85	68,132	841	69	207	471	463	8	225
Hardware	12	558	53	9	24	27	27	--	3
Jewelry and optical goods	3	30	3	2	3	3	3	--	3
Lumber and construction materials	60	5,773	625	36	174	309	288	21	42
Machinery, equipment and supplies	191	9,718	914	147	310	534	308	26	98
Metals and metal work (except scrap)	41	16,409	377	30	115	251	243	8	81
Paper and its products	8	687	14	9	5	4	3	1	--
Petroleum and its products	6	335	4	6	4	3	3	--	--
Plumbing and heating eqpt. and spls.	31	1,974	159	21	56	91	85	6	11
Waste materials	8	3,042	127	1	20	76	75	1	7
All other 7/	58	17,779	484	49	175	291	287	4	115

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF OHIOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	1,213	\$108,154	\$5,568	927	3,100	\$2,706	\$2,425	\$283	\$8,498
Farm products - raw materials	662	80,740	3,642	468	2,001	1,801	1,666	135	8,100
Farm products - consumer goods	473	25,440	1,628	397	905	769	644	125	328
Farm supplies	61	1,704	238	57	147	94	73	21	58
Groceries and foods (specialty lines)	4	195	39	2	30	30	29	1	7
All other	13	75	21	15	17	12	11	1	5

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$12,718,000.
- 3/ Includes 2 converters and 3 exporters.
- 4/ Includes 2 import agents and 8 other agents.
- 5/ Includes 3 establishments dealing in tobacco and its products (except leaf) and 21 in all other products.
- 6/ Includes 3 establishments dealing in automotive products; 1 in beer, wines and liquors; 2 in coal and coke; 1 in drugs and drug sundries (specialty lines); 2 in farm supplies; 3 in furniture and house furnishings; 3 in hardware; 1 in jewelry and optical goods; and 22 in all other products.
- 7/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 2 in general merchandise; and 55 in all other products.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF OKLAHOMA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>3,668</b>	<b>\$404,465</b>	<b>\$36,221</b>	<b>1,792</b>	<b>1/ 12,809</b>	<b>1/ \$17,603</b>	<b>1/ \$17,121</b>	<b>1/ \$482</b>	<b>2/ \$31,296</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>									
<b>WHOLESALE</b>	<b>1,074</b>	<b>159,311</b>	<b>18,666</b>	<b>628</b>	<b>7,187</b>	<b>9,985</b>	<b>9,765</b>	<b>220</b>	<b>21,933</b>
Wholesale merchants	844	123,135	14,573	525	5,897	7,931	7,769	162	15,618
Industrial distributors	140	29,321	3,471	24	1,042	1,780	1,737	43	6,057
Drop shippers or desk jobbers	6	2,374	62	3	16	19	19	--	--
Wagon distributors	79	3,151	486	75	198	221	206	15	138
All other 3/	5	1,330	74	1	34	34	34	--	120
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	135	54,880	5,739	2	1,665	2,827	2,784	43	5,521
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	39	18,302	981	2	251	463	459	4	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>1,004</b>	<b>43,621</b>	<b>7,007</b>	<b>179</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,954</b>
Independent stations	181	11,060	910	167	333	410	399	11	240
Chain-operated stations	545	22,171	4,135	12	1,388	2,137	2,135	2	1,145
Commission stations	278	10,390	1,962	--	1/	1/	1/	1/	569
<b>AGENTS AND BROKERS</b>	<b>137</b>	<b>68,578</b>	<b>1,798</b>	<b>128</b>	<b>606</b>	<b>776</b>	<b>721</b>	<b>55</b>	<b>116</b>
Auction companies	15	4,380	142	23	202	63	39	24	--
Brokers	42	25,697	495	31	122	250	241	9	21
Commission merchants	40	35,808	963	44	207	326	316	10	71
Selling agents	10	788	116	1	40	89	89	--	15
Other agents 4/	30	1,905	82	29	35	48	36	12	9
<b>ASSEMBLERS</b>	<b>1,279</b>	<b>59,773</b>	<b>2,030</b>	<b>853</b>	<b>1,379</b>	<b>1,005</b>	<b>858</b>	<b>147</b>	<b>1,772</b>
Country buyers of farm products	451	12,745	551	485	486	236	188	48	333
Cooperative marketing associations	181	21,463	612	--	266	285	247	38	590
Elevators (grain)	356	23,657	785	110	501	435	382	53	837
All other 5/	291	1,908	82	258	126	49	41	8	12
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	<b>1,074</b>	<b>159,311</b>	<b>18,666</b>	<b>628</b>	<b>7,187</b>	<b>9,985</b>	<b>9,765</b>	<b>220</b>	<b>21,933</b>
Amusement and sporting goods	14	425	82	5	51	52	51	1	54
Automotive	115	7,994	1,705	75	711	1,005	998	7	1,571
Beer, wines and liquors	44	3,129	516	31	160	194	181	13	91
Chemicals and paints	11	319	53	5	23	33	33	--	45
Clothing and furnishings	5	658	82	2	29	49	49	--	44
Drugs (full line)	4	2,911	329	--	140	212	212	--	516
Drugs and drug sundries (specialty lines)	12	396	69	8	32	37	36	1	55
Dry goods (full line)	4	1,063	150	1	60	80	78	2	296
Electrical goods	23	4,814	818	6	244	395	386	9	813
Farm products - raw materials	18	3,550	217	15	95	138	129	9	1,210
Farm products - consumer goods	132	11,423	1,312	111	645	728	704	24	188
Farm supplies	36	3,982	274	35	141	134	119	15	341
Furniture and house furnishings	5	295	39	6	19	18	18	--	45
Groceries (full line)	96	44,035	3,832	11	1,426	2,058	2,029	29	5,379
Groceries and foods (specialty lines)	145	9,335	1,206	137	601	605	589	16	802
Hardware	7	3,550	586	--	234	383	383	--	1,023
Jewelry and optical goods	3	158	45	--	21	24	24	--	12
Lumber and construction materials	32	3,146	475	14	250	245	233	12	658
Machinery, equipment and supplies	223	35,179	4,613	65	1,433	2,380	2,326	54	6,613
Metals and metal work (except scrap)	13	2,163	321	5	109	205	202	3	230
Paper and its products	10	1,773	398	2	153	263	263	--	254
Petroleum and its products	15	6,437	236	16	48	76	74	2	326
Plumbing and heating eqpt. and spls.	14	2,017	389	2	136	193	188	5	477
Tobacco and its products (except leaf)	30	7,255	345	21	130	154	152	2	217
Waste materials	38	801	147	39	148	104	93	11	57
All other 6/	25	2,503	427	16	148	220	215	5	616

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF OKLAHOMA

TABLE 1.- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>135</b>	<b>\$54,880</b>	<b>\$5,739</b>	<b>2</b>	<b>1,665</b>	<b>\$2,827</b>	<b>\$2,784</b>	<b>\$ 43</b>	<b>\$5,521</b>
Automotive	8	22,265	1,124	--	289	559	554	5	749
Electrical goods	5	1,109	104	--	23	48	48	--	92
Groceries and foods (specialty lines)	37	15,476	1,576	--	522	793	785	8	430
Jewelry and optical goods	4	206	66	--	31	42	42	--	14
Machinery, equipment and supplies	61	11,428	1,946	2	568	984	955	29	3,465
Plumbing and heating eqpt. and spls.	6	1,872	343	--	78	111	110	1	424
All other 7/	14	2,524	580	--	154	290	290	--	347
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>39</b>	<b>18,302</b>	<b>981</b>	<b>2</b>	<b>251</b>	<b>463</b>	<b>459</b>	<b>4</b>	<b>--</b>
Amusement and sporting goods	4	1,146	242	--	94	133	132	1	--
Lumber and construction materials	6	1,688	70	--	15	36	35	1	--
Machinery, equipment and supplies	12	1,057	115	1	25	56	56	--	--
Metals and metal work (except scrap)	7	4,803	94	--	13	39	39	--	--
All other 8/	10	9,608	460	1	104	199	197	2	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	1,004	43,621	7,007	179	1/	1/	1/	1/	1,954
<b>AGENTS AND BROKERS</b>	<b>137</b>	<b>68,578</b>	<b>1,798</b>	<b>128</b>	<b>606</b>	<b>776</b>	<b>721</b>	<b>55</b>	<b>116</b>
Coal and coke	3	143	41	--	18	31	31	--	--
Farm products - raw materials	57	42,128	1,074	74	409	371	337	34	65
Farm products - consumer goods	6	2,228	110	1	36	51	45	6	15
Farm supplies	3	495	7	1	4	3	3	--	2
Groceries and foods (specialty lines)	19	17,866	229	10	59	126	126	--	6
Lumber and construction materials	10	1,073	50	7	19	32	31	1	1
Machinery, equipment and supplies	18	1,196	63	18	20	37	33	4	5
Petroleum and its products	8	2,405	121	6	15	58	57	1	--
All other 9/	13	1,044	103	11	26	67	58	9	22
<b>ASSEMBLERS</b>	<b>1,279</b>	<b>59,773</b>	<b>2,030</b>	<b>853</b>	<b>1,379</b>	<b>1,005</b>	<b>858</b>	<b>147</b>	<b>1,772</b>
Farm products - raw materials	695	50,318	1,560	297	844	746	638	108	1,624
Farm products - consumer goods	556	8,454	412	529	494	229	196	33	56
Farm supplies	14	590	44	11	26	24	20	4	88
Groceries and foods (specialty lines)	11	382	8	12	12	4	2	2	3
All other	3	29	6	4	3	2	2	--	1

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,557,000.
- 3/ Includes 2 importers; 2 mail-order wholesalers; and 1 retailer-cooperative warehouse.
- 4/ Includes 1 import agent and 29 manufacturers' agents.
- 5/ Includes 290 cream stations and 1 pecker and shipper.
- 6/ Includes 2 establishments dealing in coal and coke and 23 in all other products.
- 7/ Includes 3 establishments dealing in amusement and sporting goods; 3 in chemicals and paints; 2 in furniture and house furnishings; 3 in metals and metal work (except scrap); 2 in paper and its products; and 1 in all other products.
- 8/ Includes 1 establishment dealing in chemicals and paints; 2 in electrical goods; 1 in groceries and foods (specialty lines); 1 in petroleum and its products; 3 in plumbing and heating equipment and supplies; and 2 in tobacco and its products (except leaf).
- 9/ Includes 1 establishment dealing in amusement and sporting goods; 2 in automotive; 2 in chemicals and paints; 2 in electrical goods; 2 in furniture and house furnishings; 1 in hardware; 1 in jewelry and optical goods; 1 in waste materials; and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF OREGONTABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>1,615</b>	<b>\$343,443</b>	<b>\$36,550</b>	<b>674</b>	<b>1/ 11,316</b>	<b>1/ \$17,625</b>	<b>1/ \$17,075</b>	<b>1/ \$550</b>	<b>2/ \$31,202</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>767</b>	<b>140,414</b>	<b>18,457</b>	<b>478</b>	<b>6,087</b>	<b>9,289</b>	<b>9,075</b>	<b>214</b>	<b>20,431</b>
Wholesale merchants	672	114,898	15,827	421	5,291	8,027	7,850	177	17,386
Importers	6	557	121	4	41	53	52	1	46
Industrial distributors	17	6,204	1,123	8	339	534	532	2	1,639
Drop shippers or desk jobbers	29	6,472	524	15	129	246	228	18	71
Retailer cooperative warehouses	3	3,895	296	--	76	138	138	--	735
Wagon distributors	34	2,356	273	29	105	128	121	7	110
All other 3/	6	6,032	293	1	106	163	154	9	444
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>151</b>	<b>63,741</b>	<b>6,958</b>	<b>2</b>	<b>1,900</b>	<b>3,276</b>	<b>3,225</b>	<b>51</b>	<b>6,372</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>32</b>	<b>15,988</b>	<b>639</b>	<b>--</b>	<b>166</b>	<b>342</b>	<b>323</b>	<b>19</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>364</b>	<b>44,584</b>	<b>6,784</b>	<b>28</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>3,077</b>
Independent stations	26	1,618	140	21	56	74	70	4	45
Chain-operated stations	278	40,089	6,117	7	1,492	2,794	2,741	53	2,857
Commission stations	60	2,877	527	--	1/	1/	1/	1/	175
<b>AGENTS AND BROKERS</b>	<b>173</b>	<b>50,406</b>	<b>1,406</b>	<b>109</b>	<b>413</b>	<b>756</b>	<b>740</b>	<b>16</b>	<b>413</b>
Brokers	43	12,137	339	29	104	199	196	3	71
Commission merchants	22	16,393	200	11	84	126	121	5	24
Export agents	10	9,868	367	3	54	134	133	1	--
Manufacturers' agents	83	9,231	325	58	110	170	164	6	255
Selling agents	10	2,022	155	6	55	114	113	1	62
Other agents 4/	5	755	20	2	6	13	13	--	1
<b>ASSEMBLERS</b>	<b>128</b>	<b>28,310</b>	<b>2,306</b>	<b>57</b>	<b>1,202</b>	<b>1,094</b>	<b>901</b>	<b>193</b>	<b>909</b>
Country buyers of farm products	39	2,079	141	40	83	50	37	13	86
Cream stations	13	249	13	10	10	10	10	--	--
Cooperative marketing associations	34	20,550	1,273	--	597	630	569	61	574
Elevators (grain)	20	1,204	75	1	39	39	32	7	135
Packers and shippers	22	4,228	804	6	473	365	253	112	114
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>767</b>	<b>140,414</b>	<b>18,457</b>	<b>478</b>	<b>6,087</b>	<b>9,289</b>	<b>9,075</b>	<b>214</b>	<b>20,431</b>
Amusement and sporting goods	14	503	112	7	55	65	61	4	77
Automotive	84	10,882	1,740	34	638	996	986	10	1,733
Beer, wines and liquors	34	3,032	467	31	144	202	196	6	246
Chemicals and paints	15	841	143	10	42	74	72	2	72
Clothing and furnishings	27	1,975	280	22	100	147	145	2	167
Coal and coke	3	61	11	2	15	9	7	2	4
Drugs (full line)	3	4,185	721	--	243	386	384	2	1,020
Drugs and drug sundries (specialty lines)	8	187	19	6	12	10	10	--	40
Dry goods (full line)	2)								
Dry goods (specialty lines)	6)	1,166	156	4	49	86	85	1	176
Electrical goods	27	6,482	1,089	10	335	612	609	3	972
Farm products - raw materials	18	18,415	1,868	14	191	332	318	14	3,220
Farm products - consumer goods	100	14,590	1,798	63	786	1,025	995	30	469
Farm supplies	27	4,199	431	19	160	199	188	11	527
Furniture and house furnishings	13	1,779	223	7	72	105	103	2	303
Groceries (full line)	30	19,143	1,639	11	576	875	862	13	3,211
Groceries and foods (specialty lines)	99	9,642	1,364	75	508	765	736	29	722
Hardware	17	5,468	984	9	329	464	461	3	1,178
Jewelry and optical goods	8	775	159	3	57	85	85	--	90
Lumber and construction materials	51	8,919	955	25	287	501	463	38	501
Machinery, equipment and supplies	90	10,373	1,840	54	592	1,056	1,035	21	2,526
Metals and metal work (except scrap)	12	2,645	591	8	183	266	266	--	1,052
Paper and its products	12	2,116	419	7	146	240	239	1	425
Petroleum and its products	4	183	27	3	10	18	18	--	20
Plumbing and heating eqpt. and spls.	10	1,962	350	5	123	190	189	1	772
Tobacco and its products (except leaf)	18	6,033	296	22	93	164	160	4	283
Waste materials	11	1,065	160	11	84	94	90	4	138
All other 5/	24	3,793	595	16	257	323	312	11	487

(continued on next page)

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935							STATE OF OREGON	
TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS										
Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)	
						Total	Full-time	Part-time		
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>151</b>	<b>\$63,741</b>	<b>\$6,958</b>	<b>2</b>	<b>1,900</b>	<b>\$3,276</b>	<b>\$3,225</b>	<b>51</b>	<b>\$6,372</b>	
Amusement and sporting goods	5	921	220	--	69	100	100	--	134	
Automotive	20	22,458	1,305	1	344	641	627	14	1,227	
Beer, wine and liquors	6	1,014	257	1	39	68	67	1	23	
Chemicals and paints	8	2,849	678	--	205	339	326	13	797	
Electrical goods	9	5,687	580	--	124	260	260	--	579	
Groceries and foods (specialty lines)	37	16,252	1,623	--	424	721	706	15	708	
Machinery, equipment and supplies	31	4,284	895	--	276	476	473	3	929	
Metals and metal work (except scrap)	7	4,214	321	--	99	160	159	1	913	
Paper and its products	4	1,518	201	--	70	122	122	--	260	
Plumbing and heating eqpt. and spls.	5	1,297	327	--	90	110	108	2	410	
All other 6/	19	3,247	551	--	160	279	277	2	392	
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>32</b>	<b>15,988</b>	<b>639</b>	<b>--</b>	<b>166</b>	<b>342</b>	<b>323</b>	<b>19</b>	<b>--</b>	
Amusement and sporting goods	4	799	195	--	62	106	106	--	--	
Machinery, equipment and supplies	7	8,809	106	--	36	70	70	--	--	
All other 7/	21	6,380	338	--	68	166	147	19	--	
<b>BULK TANK STATIONS</b>										
Petroleum and its products	364	44,584	6,784	28	1/	1/	1/	1/	3,077	
<b>AGENTS AND BROKERS</b>	<b>173</b>	<b>50,406</b>	<b>1,406</b>	<b>109</b>	<b>413</b>	<b>756</b>	<b>740</b>	<b>16</b>	<b>413</b>	
Automotive	5	372	21	4	9	9	9	--	1	
Beer, wine and liquors	3	649	41	2	10	17	17	--	--	
Chemicals and paints	3	56	4	2	2	2	1	1	6	
Clothing and furnishings	5	190	14	5	3	5	5	--	2	
Dry goods (specialty lines)	3	58	1	3	1	--	--	1	1	
Electrical goods	8	340	18	8	10	11	11	--	30	
Farm products - raw materials	18	15,874	153	10	50	105	102	3	--	
Farm products - consumer goods	18	6,047	204	8	77	112	111	1	60	
Groceries and foods (specialty lines)	34	14,519	293	17	92	180	176	4	169	
Hardware	14	745	39	10	13	22	22	--	1	
Lumber and construction materials	15	9,377	447	10	92	208	208	--	--	
Machinery, equipment and supplies	25	822	80	17	25	37	37	--	53	
Plumbing and heating eqpt. and spls.	7	172	23	3	10	13	11	2	2	
All other 8/	15	1,185	68	10	19	35	30	5	88	
<b>ASSEMBLERS</b>	<b>128</b>	<b>28,310</b>	<b>2,306</b>	<b>57</b>	<b>1,202</b>	<b>1,094</b>	<b>901</b>	<b>193</b>	<b>909</b>	
Farm products - raw materials	45	15,987	612	19	232	300	235	65	316	
Farm products - consumer goods	60	10,030	1,384	26	753	648	527	121	170	
Groceries and foods (specialty lines)	14	1,989	260	6	191	124	119	5	406	
All other 9/	9	304	50	6	26	22	20	2	17	

\*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/Inasmuch as it was impracticable to obtain employment and payroll for commission bulk tank stations, these data are not included.

2/Includes stocks not owned but held on consignment valued at \$2,529,000.

3/Includes 4 voluntary-group wholesalers and 2 exporters.

4/Includes 1 auction company and 4 import agents.

5/Includes 2 establishments dealing in general merchandise and 22 in all other products.

6/Includes 3 establishments dealing in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in farm products-consumer goods; 2 in farm supplies; 3 in furniture and house furnishings; 1 in hardware; 1 in jewelry and optical goods; 3 in lumber and construction materials; 1 in petroleum and its products; and 3 in all other products.

7/Includes 1 establishment dealing in chemicals and paints; 1 in dry goods (specialty lines); 2 in electrical goods; 2 in farm supplies; 3 in groceries and foods (specialty lines); 3 in lumber and construction materials; 2 in metals and metal work (except scrap); 3 in paper and its products; 1 in tobacco and its products (except leaf); and 3 in all other products.

8/Includes 1 establishment dealing in amusement and sporting goods; 1 in coal and coke; 2 in farm supplies; 2 in furniture and house furnishings; 1 in metals and metal work (except scrap); and 8 in all other products.

9/Includes 7 establishments dealing in farm supplies and 2 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	10,452	2,741,012	269,053	7,240	82,049	132,372	129,912	22,460	170,066
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	7,053	1,091,583	142,067	5,933	50,923	74,256	72,683	1,573	117,734
Wholesale merchants	6,121	936,097	125,308	5,223	45,099	64,990	63,664	1,326	104,295
Voluntary-group wholesalers	21	11,971	1,100	7	418	584	581	3	1,473
Converters	10	2,304	186	4	60	96	95	1	255
Exporters	3	454	60	2	3	6	6	--	116
Importers	60	19,271	1,906	36	507	958	947	11	2,116
Industrial distributors	105	24,613	5,028	30	1,847	2,974	2,949	25	5,697
Drop shippers or desk jobbers	125	41,569	3,301	61	663	1,839	1,713	126	77
Mail-order wholesalers	7	744	220	4	65	65	62	3	386
Retailer-cooperative warehouses	25	30,383	1,692	--	774	1,025	1,019	6	2,662
Wagon distributors	576	24,177	3,266	566	1,487	1,719	1,647	72	657
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	853	586,929	62,442	28	16,398	30,484	30,239	245	36,956
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	412	436,262	22,288	5	4,344	10,637	10,531	106	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	756	162,327	24,793	93	1/	1/	1/	1/	6,366
Independent stations	111	13,023	1,807	78	572	808	775	33	624
Chain-operated stations	528	140,561	21,512	15	5,492	9,996	7,843	153	5,274
Commission stations	117	8,743	1,674	--	1/	1/	1/	1/	468
<b>AGENTS AND BROKERS</b>	1,072	407,859	15,727	916	3,640	7,494	7,234	260	7,270
Auction companies	22	23,485	657	20	230	357	332	25	264
Brokers	223	126,022	2,039	206	557	1,150	1,111	39	689
Commission merchants	230	88,584	3,549	233	1,086	1,826	1,740	86	2,846
Import agents	9	2,120	35	7	10	24	24	--	--
Manufacturers' agents	461	38,921	2,794	386	953	1,576	1,484	92	571
Selling agents	117	127,191	6,564	52	773	2,521	2,504	17	2,899
Other agents 3/	10	1,536	89	12	31	40	39	1	1
<b>ASSEMBLERS</b>	306	56,052	1,736	265	680	697	607	90	1,840
Country buyers of farm products	217	5,193	381	232	226	128	96	32	1,537
Cream stations	12	323	76	6	27	33	32	1	--
Cooperative marketing associations	48	49,035	1,134	--	334	450	397	53	147
Elevators (grain)	26	1,432	138	23	87	82	79	3	155
Packers and shippers	3	69	7	4	6	4	3	1	1
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	7,053	1,091,583	142,067	5,933	50,923	74,256	72,683	1,573	117,734
Amusement and sporting goods	71	8,153	1,645	59	549	964	942	22	1,370
Automotive	352	51,237	9,096	218	3,522	5,129	5,100	29	8,110
Beer, wines and liquors	861	33,907	3,962	878	1,899	1,811	1,702	109	839
Chemicals and paints	81	7,922	1,635	36	486	840	831	9	1,063
Clothing and furnishings	339	40,694	5,704	339	1,683	2,754	2,703	51	5,275
Coal and coke	88	34,386	2,895	44	643	1,512	1,371	141	129
Drugs (full line)	13	16,364	1,763	5	804	1,092	1,092	--	2,509
Drugs and drug sundries (specialty lines)	59	3,919	699	44	342	443	438	5	465
Dry goods (full line)	28	12,168	1,883	21	670	980	979	1	1,829
Dry goods (specialty lines)	142	13,348	1,958	125	700	960	974	6	2,718
Electrical goods	172	78,509	12,882	105	2,909	5,826	5,802	24	5,355
Farm products - raw materials	98	45,214	3,364	91	809	1,402	1,352	50	6,653
Farm products - consumer goods	877	152,016	14,246	938	5,407	6,911	6,699	212	3,869
Farm supplies	91	6,864	894	78	362	445	430	15	603
Furniture and house furnishings	147	16,819	2,996	117	1,053	1,663	1,644	19	4,117
General merchandises	8	1,041	235	6	88	145	102	43	191
Groceries (full line)	256	125,508	9,867	119	3,987	5,532	5,484	48	15,546
Groceries and foods (specialty lines)	919	99,546	13,275	854	5,213	6,789	6,582	207	8,087
Hardware	92	20,307	4,347	50	1,809	2,489	2,465	24	5,922
Jewelry and optical goods	124	9,850	2,054	101	823	1,259	1,240	19	2,724
Lumber and construction materials	230	32,711	5,844	136	2,052	3,205	3,135	70	5,152
Machinery, equipment and supplies	509	55,252	11,682	339	4,159	6,734	6,629	105	10,747
Metals and metal work (except scrap)	64	17,289	2,713	31	941	1,579	1,545	34	2,623
Paper and its products	206	31,730	6,539	139	2,173	3,641	3,607	34	5,462
Petroleum and its products	36	13,925	2,783	26	454	920	915	5	534
Plumbing and heating eqpt. and spls.	177	20,478	4,315	76	1,604	2,457	2,391	66	4,224
Tobacco and its products (except leaf)	242	60,752	3,311	229	1,367	1,767	1,730	37	3,530
Waste materials	463	50,034	4,937	480	2,348	2,428	2,331	97	4,945
All other	308	31,660	4,543	249	2,067	2,559	2,468	91	3,143

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>853</b>	<b>\$586,929</b>	<b>\$62,442</b>	<b>28</b>	<b>16,398</b>	<b>\$30,484</b>	<b>\$30,239</b>	<b>\$245</b>	<b>\$36,856</b>
Amusement and sporting goods	15	5,923	1,052	--	378	584	582	2	393
Automotive	66	95,432	6,377	--	1,816	3,459	3,451	8	3,861
Beer, wines and liquors	19	22,732	4,002	--	351	733	732	1	5,423
Chemicals and paints	47	43,333	4,943	1	832	2,169	2,146	23	1,692
Clothing and furnishings	10	2,399	603	6	265	361	358	3	400
Drugs and drug sundries (specialty lines)	13	2,404	672	2	106	258	258	--	145
Dry goods (specialty lines)	12	8,868	662	1	170	345	345	--	1,144
Electrical goods	31	46,480	3,953	--	933	2,084	2,069	15	1,896
Farm products - consumer goods	27	6,685	2,066	--	534	913	904	9	184
Furniture and house furnishings	21	5,958	660	3	173	314	311	3	437
Groceries and foods (specialty lines)	237	241,376	19,039	1	5,301	8,907	8,839	68	5,439
Hardware	8	513	83	1	39	53	53	--	55
Jewelry and optical goods	9	1,312	376	--	111	148	148	--	132
Lumber and construction materials	30	9,927	2,030	3	839	1,256	1,208	48	1,816
Machinery, equipment and supplies	201	51,125	10,471	4	3,104	6,257	6,218	39	5,937
Metals and metal work (except scrap)	17	15,582	1,305	1	376	752	748	4	3,433
Paper and its products	8	810	199	--	69	111	111	--	101
Plumbing and heating eqpt. and sple.	36	9,060	1,970	1	524	826	810	16	1,655
Tobacco and its products (except leaf)	7	4,778	574	--	167	339	339	--	766
All other 4/	39	12,232	1,405	4	310	615	609	6	1,947
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>412</b>	<b>436,262</b>	<b>22,288</b>	<b>5</b>	<b>4,344</b>	<b>10,637</b>	<b>10,531</b>	<b>106</b>	<b>--</b>
Amusement and sporting goods	8	8,758	1,111	--	357	615	615	--	--
Chemicals and paints	23	16,732	1,933	--	258	733	733	--	--
Clothing and furnishings	8	1,708	136	1	44	109	109	--	--
Dry goods (specialty lines)	15	24,313	704	--	98	384	384	--	--
Electrical goods	33	11,155	599	--	126	324	324	--	--
Furniture and house furnishings	11	6,022	388	1	63	194	194	--	--
Groceries and foods (specialty lines)	19	46,889	4,527	--	696	1,412	1,412	--	--
Hardware	4	883	94	--	18	59	59	--	--
Lumber and construction materials	30	10,946	1,812	--	436	1,062	1,061	1	--
Machinery, equipment and supplies	132	29,438	2,755	--	696	1,729	1,675	54	--
Metals and metal work (except scrap)	58	232,105	5,512	--	1,022	2,900	2,883	17	--
Paper and its products	12	5,273	241	--	53	172	172	--	--
Plumbing and heating eqpt. and sple.	22	3,419	486	--	112	219	185	34	--
Tobacco and its products (except leaf)	7	21,809	156	--	59	106	106	--	--
All other 5/	30	16,812	1,834	3	306	619	619	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	756	162,327	24,793	93	1/	1/	1/	1/	6,366
<b>AGENTS AND BROKERS</b>	<b>1,072</b>	<b>407,859</b>	<b>15,727</b>	<b>916</b>	<b>3,640</b>	<b>7,494</b>	<b>7,234</b>	<b>260</b>	<b>7,270</b>
Amusement and sporting goods	6	63	5	5	5	5	5	--	1
Automotive	16	1,873	161	13	53	79	76	3	45
Beer, wines and liquors	4	420	13	3	9	8	8	--	--
Chemicals and paints	30	2,350	177	19	52	93	91	2	42
Clothing and furnishings	15	2,471	138	15	49	73	72	1	21
Coal and coke	47	78,043	4,168	8	433	1,528	1,519	9	2,443
Drugs and drug sundries (specialty lines)	6	824	52	6	17	30	30	--	--
Dry goods (specialty lines)	17	6,113	92	14	52	86	85	1	126
Electrical goods	46	3,163	283	38	101	171	166	5	82
Farm products - raw materials	76	38,418	673	73	252	339	297	42	1,133
Farm products - consumer goods	196	76,790	2,810	205	928	1,517	1,438	79	473
Farm supplies	3	177	18	2	6	9	8	1	--
Furniture and house furnishings	18	2,652	201	22	55	133	131	2	22
General merchandise	3	530	39	7	12	16	16	--	30
Groceries and foods (specialty lines)	135	100,056	1,380	118	390	812	792	20	687
Hardware	12	1,260	96	10	33	65	65	--	26
Lumber and construction materials	56	17,603	642	41	163	358	337	21	29
Machinery, equipment and supplies	191	14,116	1,345	156	405	752	699	53	235
Metals and metal work (except scrap)	45	13,925	827	34	158	477	468	9	363
Paper and its products	9	486	29	9	15	12	12	--	--
Petroleum and its products	7	2,447	87	5	14	39	39	--	44
Plumbing and heating eqpt. and sple.	37	1,990	233	29	72	118	117	1	93
Waste materials	12	3,814	281	7	34	105	101	4	3
All other 6/	85	38,275	1,977	77	332	669	662	7	1,372

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	306	\$56,052	\$1,736	265	680	\$697	\$607	\$90	\$1,840
Farm products - raw materials	175	7,558	415	179	218	175	157	18	1,679
Farm products - consumer goods	114	47,920	1,248	73	427	486	423	63	137
Farm supplies	11	444	61	8	24	30	26	4	15
All other 7/	6	130	12	5	11	6	1	5	9

\*Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$5,019,000.

3/ Includes 8 export agents and 2 other agents.

4/ Includes 1 establishment dealing in farm supplies; 3 in petroleum and its products; and 35 in all other products.

5/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 2 in drugs and drug sundries (specialty lines); 1 in farm products - consumer goods; 3 in jewelry and optical goods; and 21 in all other products.

6/ Includes 2 establishments dealing in jewelry and optical goods and 83 in all other products.

7/ Includes 2 establishments dealing in groceries and foods (specialty lines) and 4 in all other products.

Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>CENSUS OF BUSINESS</b>	<b>WHOLESALE DISTRIBUTION: 1935 STATE OF RHODE ISLAND</b>								
<b>TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS</b>									
TOTALS, 1935:	683	\$180,597	\$21,307	369	1/6,328	1/\$9,936	1/\$9,738	1/\$198	2/\$14,352
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	507	92,500	13,382	322	4,417	6,639	6,491	148	10,528
Wholesale merchants	464	85,461	12,412	301	4,091	6,059	5,916	143	9,710
Importers	10	1,345	240	4	59	141	141	--	371
Industrial distributors	11	2,171	464	4	170	303	300	3	359
Drop shippers or desk jobbers	4	1,879	38	--	9	24	23	1	--
All other 3/	18	1,644	228	13	88	112	111	1	88
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	62	31,835	3,367	1	868	1,595	1,581	14	2,310
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	16	14,364	682	1	79	220	219	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	37	19,963	3,047	7	1/	1/	1/	1/	1,159
Independent stations	10	1,339	179	7	65	85	84	1	37
Chain-operated stations	24	18,308	2,794	--	657	972	949	23	1,107
Commission stations	3	316	74	--	1/	1/	1/	1/	15
<b>AGENTS AND BROKERS</b>	50	20,287	701	30	161	335	327	8	324
Brokers	16	13,510	250	9	51	128	125	3	100
Commission merchants	9	5,404	275	4	63	125	124	1	216
Manufacturers' agents	22	995	145	17	39	61	57	4	2
Other agents 4/	3	378	31	--	8	21	21	--	6
<b>ASSEMBLERS</b>	11	1,648	128	8	81	90	87	3	31
Country buyers of farm products	4	10	1	5	1	--	--	--	--
Cooperative marketing associations	4	1,418	75	--	29	49	49	--	31
Packers and shippers	3	220	52	3	51	41	38	3	--
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	507	92,500	13,382	322	4,417	6,639	6,491	148	10,528
Amusement and sporting goods	8	205	76	3	50	33	29	4	55
Automotive	26	1,971	519	13	199	312	312	--	449
Beer, wines and liquors	30	7,246	827	15	275	463	460	3	545
Chemicals and paints	17	3,833	555	2	156	328	327	1	345
Clothing and furnishings	9	510	76	4	38	39	39	--	105
Coal and coke	7	2,668	569	2	236	352	330	22	258
Drugs (full line)	3	2,922	372	--	152	210	210	--	501
Drugs and drug sundries (specialty lines)	4	31	6	2	4	5	5	--	3
Dry goods (full line)	3	734	91	2	33	54	54	--	83
Dry goods (specialty lines)	13	1,073	105	16	55	47	41	6	136
Electrical goods	12	2,731	407	5	135	208	208	--	339
Farm products - raw materials	9	8,879	1,686	3	61	191	188	3	2,063
Farm products - consumer goods	58	12,047	1,369	43	461	592	567	25	189
Furniture and house furnishings	8	1,564	289	4	101	177	177	--	382
Groceries (full line)	11	5,642	565	5	214	316	316	--	938
Groceries and foods (specialty lines)	71	12,317	1,025	70	395	521	510	11	717
Hardware	5	1,680	411	3	173	239	236	3	410
Jewelry and optical goods	26	1,915	420	17	155	266	265	1	555
Lumber and construction materials	10	1,749	461	1	170	264	225	39	342
Machinery, equipment and supplies	43	3,208	781	18	287	484	477	7	547
Metals and metal work (except scrap)	4	534	115	5	40	63	63	--	199
Paper and its products	16	2,657	605	10	223	356	355	1	370
Petroleum and its products	5	321	40	4	13	10	9	1	58
Plumbing and heating eqpt. and spls.	16	1,856	491	8	175	277	274	3	269
Tobacco and its products (except leaf)	16	6,968	419	14	126	223	223	--	324
Waste materials	46	2,411	386	36	234	215	206	9	150
All other 5/	31	4,828	716	17	256	394	385	9	196

(Continued on next page)



Type of operation and kind of business		Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
							Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>		<b>62</b>	<b>\$31,835</b>	<b>\$3,367</b>	<b>1</b>	<b>868</b>	<b>\$1,595</b>	<b>\$1,581</b>	<b>\$14</b>	<b>\$2,310</b>
Automotive		6	7,311	380	--	103	200	198	2	162
Chemicals and paints		5	4,484	381	--	38	148	148	--	368
Groceries and foods (specialty lines)		21	12,752	1,035	--	361	570	570	--	300
Jewelry and optical goods		5	3,273	823	1	132	249	242	7	738
Machinery, equipment and supplies		10	719	237	--	101	186	184	2	102
All other 6/		15	3,296	511	--	133	242	239	3	640
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>		<b>16</b>	<b>14,364</b>	<b>682</b>	<b>1</b>	<b>79</b>	<b>220</b>	<b>219</b>	<b>1</b>	<b>--</b>
Machinery, equipment and supplies		4	210	30	1	7	21	21	--	--
All other 7/		12	14,154	652	--	72	199	198	1	--
<b>BULK TANK STATIONS</b>		<b>37</b>	<b>19,963</b>	<b>3,047</b>	<b>7</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,159</b>
Petroleum and its products		37	19,963	3,047	7	1/	1/	1/	1/	1,159
<b>AGENTS AND BROKERS</b>		<b>50</b>	<b>20,287</b>	<b>701</b>	<b>30</b>	<b>161</b>	<b>335</b>	<b>327</b>	<b>8</b>	<b>324</b>
Chemicals and paints		6	220	75	5	9	20	19	1	1
Farm products - raw materials		6	6,484	139	2	26	89	89	--	6
Farm products - consumer goods		4	1,165	72	4	32	37	35	2	--
Groceries and foods (specialty lines)		5	6,256	83	2	18	33	31	2	94
Lumber and construction materials		5	771	53	4	11	27	26	1	1
Machinery, equipment and supplies		8	207	34	4	13	19	18	1	6
Plumbing and heating eqpt. and spls.		3	23	3	1	3	3	2	1	--
All other 8/		13	5,161	242	8	49	107	107	--	216
<b>ASSEMBLERS 9/</b>		<b>11</b>	<b>1,648</b>	<b>128</b>	<b>8</b>	<b>81</b>	<b>90</b>	<b>87</b>	<b>3</b>	<b>31</b>

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$255,000.
- 3/ Includes 1 mail-order wholesaler; 1 retailer cooperative warehouse; and 16 wagon distributors.
- 4/ Includes 1 export agent and 2 selling agents.
- 5/ Includes 2 establishments dealing in farm supplies and 29 in all other products.
- 6/ Includes 1 establishment dealing in amusement and sporting goods; 3 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in farm products - consumer goods; 1 in furniture and house furnishings; 2 in lumber and construction materials; 3 in metals and metal work (except scrap); 1 in paper and its products; and 2 in plumbing and heating equipment and supplies.
- 7/ Includes 3 establishments dealing in chemicals and paints; 1 in dry goods (specialty lines); 1 in groceries and foods (specialty lines); 1 in paper and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 4 in all other products.
- 8/ Includes 1 establishment dealing in electrical goods; 1 in furniture and house furnishings; 1 in hardware; 1 in metals and metal work (except scrap); 1 in petroleum and its products; and 8 in all other products.
- 9/ Includes 1 establishment dealing in farm products - raw materials; 7 in farm products - consumer goods; and 3 in groceries and foods (specialty lines).

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION, 1935  
STATE OF SOUTH CAROLINATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>1,422</b>	<b>\$267,122</b>	<b>\$17,234</b>	<b>809</b>	<b>1/ 6,128</b>	<b>1/ \$7,630</b>	<b>1/ \$7,419</b>	<b>1/ \$211</b>	<b>2/ \$13,645</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>527</b>	<b>112,117</b>	<b>9,934</b>	<b>297</b>	<b>3,968</b>	<b>4,908</b>	<b>4,819</b>	<b>89</b>	<b>10,457</b>
Wholesale merchants	456	90,289	8,154	260	3,483	4,120	4,045	75	8,399
Exporters	5	10,206	685	6	58	112	107	5	986
Industrial distributors	14	4,640	716	--	263	459	454	5	961
Drop shippers or desk jobbers	17	4,983	165	6	50	100	100	--	44
Wagon distributors	32	1,494	185	24	106	103	99	4	42
All other 3/	3	505	29	1	8	14	14	--	25
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>56</b>	<b>13,944</b>	<b>1,394</b>	<b>1</b>	<b>447</b>	<b>690</b>	<b>676</b>	<b>14</b>	<b>723</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>15</b>	<b>7,231</b>	<b>602</b>	<b>--</b>	<b>78</b>	<b>185</b>	<b>180</b>	<b>5</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>296</b>	<b>28,124</b>	<b>3,602</b>	<b>30</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1,295</b>
Independent stations	44	4,379	527	28	209	304	292	12	105
Chain-operated stations	64	10,598	1,149	2	323	461	454	7	661
Commission stations	190	13,147	1,926	--	1/	1/	1/	1/	529
<b>AGENTS AND BROKERS</b>	<b>189</b>	<b>77,352</b>	<b>1,494</b>	<b>166</b>	<b>712</b>	<b>799</b>	<b>767</b>	<b>32</b>	<b>589</b>
Auction companies	27	19,612	602	39	389	337	320	17	114
Brokers	95	36,564	432	72	159	230	223	7	201
Commission merchants	28	15,948	144	27	81	60	55	5	240
Selling agents	18	3,910	240	8	56	136	135	1	22
Other agents 4/	21	1,318	76	20	27	36	34	2	12
<b>ASSEMBLERS</b>	<b>337</b>	<b>26,354</b>	<b>708</b>	<b>315</b>	<b>391</b>	<b>283</b>	<b>231</b>	<b>52</b>	<b>581</b>
Country buyers of farm products	313	23,689	487	310	327	207	167	40	572
Cooperative marketing associations	19	4,603	210	--	55	70	58	12	8
Packers and shippers	5	62	11	5	9	6	6	--	1
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>527</b>	<b>112,117</b>	<b>9,934</b>	<b>297</b>	<b>3,968</b>	<b>4,908</b>	<b>4,819</b>	<b>89</b>	<b>10,457</b>
Automotive	28	2,665	522	8	240	325	320	5	362
Beer, wines and liquors	32	5,015	507	11	210	232	232	--	453
Chemicals and paints	4	478	88	2	33	42	41	1	81
Clothing and furnishings	6	182	30	6	13	13	13	--	11
Drugs (full line)	6	3,113	370	--	123	200	200	--	519
Drugs and drug sundries (specialty lines)	3	30	8	4	7	4	4	--	--
Dry goods (full line)	4	470	72	4	25	25	23	2	68
Dry goods (specialty lines)	9	1,075	115	3	60	66	57	9	173
Electrical goods	11	1,781	228	4	75	113	110	3	165
Farm products - raw materials	34	33,299	1,595	24	225	358	340	18	2,617
Farm products - consumer goods	43	4,337	712	32	281	293	286	7	152
Farm supplies	18	1,520	195	5	113	102	97	5	85
General merchandise	3	597	45	1	35	32	29	3	85
Groceries (full line)	60	26,630	1,611	48	759	931	924	7	2,286
Groceries and foods (specialty lines)	107	9,480	1,019	75	599	510	492	18	472
Hardware	12	4,895	753	2	268	450	444	6	1,157
Lumber and construction materials	21	2,576	333	8	133	180	180	--	176
Machinery, equipment and supplies	23	3,134	578	7	223	352	352	--	623
Paper and its products	9	1,278	219	4	91	156	156	--	169
Petroleum and its products	13	508	88	3	41	51	50	1	19
Plumbing and heating eqpt. and apls.	7	931	204	2	68	102	102	--	130
Tobacco and its products (except leaf)	22	4,187	304	20	144	169	168	1	380
Waste materials	17	2,832	178	15	125	129	128	1	115
All other 5/	15	1,104	160	9	77	73	71	2	159
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>56</b>	<b>13,944</b>	<b>1,394</b>	<b>1</b>	<b>447</b>	<b>690</b>	<b>676</b>	<b>14</b>	<b>723</b>
Farm products - consumer goods	4	301	82	--	20	26	24	2	1
Groceries and foods (specialty lines)	33	11,371	841	1	311	444	438	6	489
Machinery, equipment and supplies	8	462	139	--	55	105	105	--	69
All other 6/	11	1,910	332	--	61	115	109	6	164
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>15</b>	<b>7,231</b>	<b>602</b>	<b>--</b>	<b>78</b>	<b>185</b>	<b>180</b>	<b>5</b>	<b>--</b>
Farm supplies	4	1,439	192	--	29	67	62	5	--
All other 7/	11	5,792	410	--	49	118	118	--	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935  
STATE OF SOUTH CAROLINA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab-lish-ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie-tors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>BULK TANK STATIONS</b> Petroleum and its products	298	\$28,124	\$3,602	30	1/	1/	1/	1/	\$1,295
<b>AGENTS AND BROKERS</b>	189	77,352	1,494	166	712	\$799	\$767	\$32	589
Coal and coke	3	3,090	143	1	25	75	75	--	--
Farm products - raw materials	91	49,847	843	96	497	441	419	22	398
Farm products - consumer goods	11	1,532	33	8	13	13	12	1	--
Farm supplies	13	825	25	11	18	17	15	2	--
Groceries and foods (specialty lines)	45	17,433	254	34	95	140	138	2	157
Lumber and construction materials	8	790	75	3	16	42	42	--	--
Machinery, equipment and supplies	8	209	54	6	16	30	29	1	31
All other 8/	10	3,626	67	7	32	41	37	4	3
<b>ASSEMBLERS</b>	337	28,354	708	315	391	283	231	52	581
Farm products - raw materials	302	26,284	496	288	315	220	188	32	540
Farm products - consumer goods	22	1,514	189	14	43	48	33	15	8
Farm supplies	10	452	18	9	27	11	8	3	30
All other 9/	3	104	5	4	6	4	2	2	3

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$457,000.
- 3/ Includes 2 converters and 1 importer.
- 4/ Includes 1 import agent and 20 manufacturers' agents.
- 5/ Includes 1 establishment dealing in coal and coke; 2 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in metals and metal work (except scrap); and 10 in all other products.
- 6/ Includes 1 establishment dealing in electrical goods; 3 in farm supplies; 3 in jewelry and optical goods; 2 in plumbing and heating equipment and supplies; and 2 in all other products.
- 7/ Includes 1 establishment dealing in automotive products; 1 in groceries and foods (specialty lines); 2 in machinery, equipment and supplies; 1 in petroleum and its products; 1 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 8/ Includes 1 establishment dealing in automotive products; 1 in beer, wine and liquors; 1 in chemicals and paints; 1 in electrical goods; 1 in general merchandise; 1 in metals and metal work (except scrap); 1 in petroleum and its products; and 3 in all other products.
- 9/ Includes 1 establishment dealing in groceries and foods (specialty lines) and 2 in all other products.

CENSUS OF BUSINESS									
WHOLESALE DISTRIBUTION: 1935									
STATE OF SOUTH DAKOTA									
TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS									
BY TYPES OF OPERATION AND KINDS OF BUSINESS									
Type of operation and kind of business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	1,899	\$99,262	12,267	534	1/4,478	1/\$5,469	1/\$5,291	1/\$178	2/\$9,682
FULL-SERVICE AND LIMITED-FUNCTION									
WHOLESALE									
WHOLESALE	216	34,465	5,211	111	1,876	2,480	2,440	40	5,074
Wholesale merchants	208	34,246	5,184	102	1,863	2,471	2,432	39	5,059
Wagon distributors	8	219	27	9	13	9	8	1	15
MANUFACTURERS' SALES BRANCHES (With stocks)	38								
MANUFACTURERS' SALES OFFICES (Without stocks)	2	8,104	2,237	--	456	692	664	28	1,236
BULK TANK STATIONS (PETROLEUM)	526	16,253	2,545	48	1/	1/	1/	1/	1,371
Independent stations	65	2,373	295	42	147	132	124	8	142
Chain-operated stations	398	11,313	1,895	6	572	1,013	1,005	8	1,039
Commission stations	63	2,567	355	--	1/	1/	1/	1/	190
AGENTS AND BROKERS	19	9,609	156	10	79	92	89	3	56
Auction companies	3	395	8	3	11	4	4	--	2
Brokers	4	399	17	2	5	8	8	--	--
Commission merchants	8	8,752	119	2	58	74	72	2	53
Manufacturers' agents	4	63	12	3	5	6	5	1	1
ASSEMBLERS	1,098	30,831	2,118	365	1,348	1,060	969	91	1,945
Country buyers of farm products	160	5,630	436	138	270	174	146	28	167
Cream stations	291	1,934	179	101	223	119	113	6	2
Cooperative marketing associations	34	1,981	91	--	76	53	43	10	169
Elevators (grain)	613	21,286	1,412	126	779	714	667	47	1,607
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION									
WHOLESALE									
Automotive	46	4,950	852	22	260	395	390	5	1,047
Beer, wines and liquors	26	2,668	484	17	160	188	183	5	243
Drugs (full line)	2								
Drugs and drug sundries (specialty lines)	1	1,317	156	1	58	119	119	--	286
Electrical goods	5	583	115	3	41	71	70	1	117
Farm products - raw materials	7	516	43	2	17	21	20	1	28
Farm products - consumer goods	30	4,621	614	24	266	247	231	16	140
Farm supplies	11	1,923	523	6	198	192	191	1	343
Groceries (full line)	26	11,764	1,210	--	455	628	623	5	1,693
Groceries and foods (specialty lines)	12	1,976	261	5	79	121	121	--	373
Hardware	3	774	203	1	65	112	112	--	177
Jewelry and optical goods	4	100	44	1	17	27	27	--	17
Lumber and construction materials	12	752	207	4	101	124	121	3	206
Machinery, equipment and supplies	7	662	135	7	32	47	46	1	114
Paper and its products	3	522	124	1	39	75	75	--	98
Waste materials	11	461	57	11	37	35	34	1	45
All other 3/	10	876	183	6	51	78	77	1	147
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	38								
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	2	8,104	2,237	--	456	692	664	28	1,236
Beer, wines and liquors	4	654	131	--	35	52	52	--	28
Groceries and foods (specialty lines)	13	1,380	166	--	54	81	80	1	40
Machinery, equipment and supplies	12	4,016	1,648	--	267	412	387	25	985
All other 4/	11	2,054	292	--	100	147	145	2	183
BULK TANK STATIONS									
Petroleum and its products	526	16,253	2,545	48	1/	1/	1/	1/	1,371
AGENTS AND BROKERS									
Farm products - raw materials	12	9,266	134	5	70	81	79	2	53
All other 5/	7	343	22	5	9	11	10	1	3

(Continued on next page)

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF SOUTH DAKOTA

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	1,098	\$30,831	2,118	365	1,348	\$1,060	\$969	\$91	1,945
Farm products - raw materials	682	24,668	1,610	176	875	781	715	66	1,729
Farm products - consumer goods	409	5,719	491	186	458	268	246	22	57
Farm supplies	7	444	17	3	15	11	8	3	159

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$45,000.
- 3/ Includes 2 establishments dealing in chemicals and paints; 2 in coal and coke; 1 in metals and metal work (except scrap); 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 3 in all other products.
- 4/ Includes 9 manufacturers' sales branches (with stocks): 2 dealing in amusement and sporting goods; 2 in automotive; 2 in farm products - consumer goods; 1 in jewelry and optical goods; and 2 in plumbing and heating equipment and supplies; 2 manufacturers' sales offices (without stocks): 1 dealing in amusement and sporting goods; and 1 in tobacco and its products (except leaf).
- 5/ Includes 1 establishment dealing in electrical goods; 1 in groceries and foods (specialty lines); 1 in lumber and construction materials; 2 in machinery, equipment and supplies; 1 in petroleum and its products; and 1 in plumbing and heating equipment and supplies.

CENSUS OF BUSINESS									
WHOLESALE DISTRIBUTION: 1935									
STATE OF TENNESSEE									
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS									
BY TYPES OF OPERATION AND KINDS OF BUSINESS									
Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	2,626	\$745,609	\$57,258	1,536	1/ 19,929	1/ \$27,226	1/ \$26,517	1/ \$709	2/ \$50,555
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALEERS</b>	1,096	275,418	31,457	717	12,589	16,443	16,077	366	33,553
Wholesale merchants	980	252,088	28,331	644	11,250	14,679	14,430	249	28,044
Exporters	13	4,011	479	9	402	272	170	102	3,129
Importers	5	1,169	63	3	27	32	32	--	58
Industrial distributors	20	9,518	1,816	1	592	1,045	1,042	3	1,956
Drop shippers or desk jobbers	29	5,432	306	20	79	164	161	3	212
Retailer-cooperative warehouses	3	623	27	--	21	17	13	4	42
Wagon distributors	42	2,368	409	34	203	220	215	5	86
All other 3/	4	209	26	6	15	14	14	--	26
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	195	116,503	12,218	2	3,324	5,575	5,508	67	11,184
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	62	23,337	2,049	1	396	802	795	7	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	305	39,397	4,675	28	1/	1/	1/	1/	2,281
Independent stations	35	2,992	267	22	102	111	110	1	250
Chain-operated stations	129	23,601	2,602	6	981	1,326	1,282	44	1,530
Commission stations	141	12,804	1,806	--	1/	1/	1/	1/	501
<b>AGENTS AND BROKERS</b>	425	250,501	5,264	410	1,495	2,272	2,152	120	1,682
Auction companies	44	12,164	446	43	370	267	205	62	263
Brokers	157	118,648	1,520	155	298	493	482	11	228
Commission merchants	91	83,038	1,515	99	432	719	696	23	1,035
Export agents	8	2,037	132	8	44	56	50	6	52
Manufacturers' agents	82	10,958	293	84	136	182	172	10	46
Selling agents	43	23,656	1,358	21	215	555	547	8	58
<b>ASSEMBLERS</b>	543	40,453	1,595	378	1,042	697	593	104	1,855
Country buyers of farm products	348	23,173	1,112	345	706	498	441	57	1,509
Cooperative marketing associations	15	14,402	268	--	107	135	110	25	261
Elevators (grain)	8	2,195	183	4	31	38	37	1	70
All other 4/	172	683	32	29	198	26	5	21	15
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALEERS</b>	1,096	275,418	31,457	717	12,589	16,443	16,077	366	33,553
Amusement and sporting goods	5	442	84	5	28	46	43	3	33
Automotive	67	7,187	1,504	34	588	863	858	5	1,206
Beer, wines and liquors	34	2,593	471	24	218	231	227	4	65
Chemicals and paints	13	3,633	619	4	181	314	313	1	547
Clothing and furnishings	44	7,079	935	41	298	450	446	4	1,212
Coal and coke	17	5,234	546	7	85	172	171	1	612
Drugs (full line)	11	7,912	1,050	2	490	587	581	6	1,354
Drugs and drug sundries (specialty lines)	23	923	267	13	130	153	153	--	95
Dry goods (full line)	19	12,664	1,501	8	565	868	867	1	1,844
Dry goods (specialty lines)	9	786	111	6	40	73	73	--	165
Electrical goods	31	6,672	1,053	15	370	522	518	4	942
Farm products - raw materials	60	60,851	3,548	59	1,121	1,204	1,036	168	6,557
Farm products - consumer goods	146	21,394	2,741	124	1,238	1,242	1,212	30	530
Farm supplies	23	3,405	348	24	158	192	183	9	222
Furniture and house furnishings	10	1,495	366	7	127	180	176	4	310
General merchandise	5	4,805	332	6	152	216	216	--	505
Groceries (full line)	107	54,285	4,036	30	1,769	2,334	2,312	22	5,886
Groceries and foods (specialty lines)	144	16,123	2,060	119	1,079	1,235	1,215	20	1,239
Hardware	17	12,106	1,923	--	694	1,161	1,160	1	2,558
Jewelry and optical goods	5	278	112	2	44	65	65	--	29
Lumber and construction materials	71	9,594	1,651	43	713	859	813	46	1,590
Machinery, equipment and supplies	79	11,267	2,536	40	876	1,366	1,354	12	2,358
Metals and metal work (except scrap)	7	1,458	284	6	89	141	140	1	234
Paper and its products	24	5,967	1,106	8	427	697	695	2	1,028
Petroleum and its products	6	172	51	2	25	29	29	--	9
Plumbing and heating equipment and supplies	15	4,827	727	4	328	429	423	6	1,274
Tobacco and its products (except leaf)	17	5,512	329	19	123	185	185	--	348
Waste materials	38	2,854	439	42	371	252	240	12	310
All other	49	3,900	727	23	262	377	373	4	491

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF TENNESSEE

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	195	\$116,503	\$12,218	2	3,324	\$5,575	\$5,508	\$67	\$11,184
Amusement and sporting goods	4	439	118	--	34	54	54	--	31
Automotive	25	24,685	1,341	--	341	639	623	16	924
Chemicals and paints	11	2,761	585	--	107	241	240	1	271
Clothing and furnishings	6	7,499	1,015	--	277	493	493	--	1,096
Drugs and drug sundries (specialty lines)	7	4,756	1,094	1	328	617	617	--	269
Furniture and house furnishings	5	2,005	148	--	47	76	75	1	110
Groceries and foods (specialty lines)	60	38,126	4,022	--	1,080	1,634	1,608	26	1,324
Jewelry and optical goods	4	344	155	--	57	92	92	--	63
Machinery, equipment and supplies	42	12,255	1,803	--	571	892	885	7	1,853
Metals and metal work (except scrap)	5	5,626	308	--	95	144	140	4	1,451
Paper and its products	4	3,181	458	--	74	168	168	--	170
Plumbing and heating eqpt. and spls.	6	1,351	298	--	112	122	116	6	278
All other 5/	16	13,475	873	1	201	403	397	6	3,344
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	62	23,337	2,049	1	396	802	795	7	--
Amusement and sporting goods	4	970	229	--	79	114	114	--	--
Chemicals and paints	4	676	45	--	12	30	30	--	--
Electrical goods	5	4,403	207	--	26	69	69	--	--
Lumber and construction materials	7	3,200	329	1	74	159	158	1	--
Machinery, equipment and supplies	14	2,094	256	--	55	108	103	5	--
Metals and metal work (except scrap)	7	1,548	129	--	30	66	66	--	--
Plumbing and heating eqpt. and spls.	5	402	46	--	9	16	15	1	--
Tobacco and its products (except leaf)	4	5,717	128	--	42	76	76	--	--
All other 6/	12	4,327	680	--	69	164	164	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	305	39,397	4,675	28	1/	1/	1/	1/	2,281
<b>AGENTS AND BROKERS</b>	425	250,501	5,264	410	1,495	2,272	2,152	120	1,682
Automotive	3	429	24	4	10	18	18	--	--
Chemicals and paints	6	642	38	4	14	17	17	--	18
Clothing and furnishings	3	286	5	3	2	2	2	--	--
Coal and coke	24	9,393	954	8	148	384	379	5	1
Farm products - raw materials	179	153,446	2,669	181	907	1,120	1,026	94	1,437
Farm products - consumer goods	19	4,728	141	23	34	46	45	1	7
Farm supplies	6	7,311	97	7	21	38	38	--	3
Furniture and house furnishings	5	404	23	4	16	15	14	1	--
Groceries and foods (specialty lines)	83	39,134	614	83	146	299	292	7	132
Hardware	7	3,509	49	12	16	27	27	--	--
Lumber and construction materials	19	1,371	59	16	27	28	24	4	8
Machinery, equipment and supplies	32	1,942	194	30	80	107	100	7	58
Metals and metal work (except scrap)	4	778	21	3	5	10	10	--	--
Paper and its products	5	126	3	6	1	1	1	--	--
Plumbing and heating eqpt. and spls.	3	104	7	3	5	6	6	--	--
All other 7/	27	26,898	366	23	63	154	153	1	18
<b>ASSEMBLERS</b>	543	40,453	1,595	378	1,042	697	593	104	1,855
Farm products - raw materials	232	29,274	1,061	232	525	441	388	53	1,613
Farm products - consumer goods	298	10,797	478	136	489	225	176	49	134
All other 8/	13	382	56	10	28	31	29	2	108

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,365,000.
- 3/ Includes 1 voluntary-group wholesaler and 3 mail-order wholesalers.
- 4/ Includes 170 cream stations and 2 packers and shippers.
- 5/ Includes 2 establishments dealing in beer, wine and liquors; 3 in electrical goods; 1 in farm products - consumer goods; 3 in lumber and construction materials; and 7 in all other products.
- 6/ Includes 1 establishment dealing in clothing and furnishings; 2 in dry goods (specialty lines); 1 in furniture and house furnishings; 2 in groceries and foods (specialty lines); 1 in paper and its products; and 5 in all other products.
- 7/ Includes 1 establishment dealing in amusement and sporting goods; 2 in drugs and drug sundries (specialty lines); 2 in dry goods (specialty lines); 1 in electrical goods; 1 in petroleum and its products; and 20 in all other products.
- 8/ Includes 2 establishments dealing in farm supplies; 1 in groceries and foods (specialty lines); and 10 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF TEXAS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000.)	Operating expenses (including pay roll) (add 000.)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000.)			Stocks on hand, end of year (add 000.)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>7,753</b>	<b>\$1,531,540</b>	<b>\$142,940</b>	<b>4,141</b>	<b>44,050</b>	<b>1/58,470</b>	<b>1/57,072</b>	<b>1/1,398</b>	<b>2/144,766</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	<b>3,094</b>	<b>796,943</b>	<b>85,288</b>	<b>2,036</b>	<b>28,614</b>	<b>36,015</b>	<b>35,230</b>	<b>785</b>	<b>115,097</b>
Wholesale merchants	2,558	458,451	55,095	1,750	24,802	29,364	28,735	629	62,728
Voluntary-group wholesalers	8	3,287	294	--	94	182	181	1	444
Exporters	64	244,755	20,499	53	787	1,847	1,807	40	38,903
Importers	23	5,819	1,050	12	282	404	402	2	492
Industrial distributors	234	70,649	6,880	25	2,030	3,476	3,399	77	12,225
Drop shippers or desk jobbers	26	5,841	388	18	111	217	197	20	1
Wagon distributors	178	7,701	1,050	177	498	507	492	15	269
All other 3/	3	440	32	1	10	18	17	1	35
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>523</b>	<b>224,122</b>	<b>24,381</b>	<b>6</b>	<b>6,757</b>	<b>11,269</b>	<b>11,099</b>	<b>170</b>	<b>17,891</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>157</b>	<b>65,481</b>	<b>5,659</b>	<b>2</b>	<b>1,042</b>	<b>2,065</b>	<b>2,052</b>	<b>13</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>2,161</b>	<b>122,274</b>	<b>17,651</b>	<b>392</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>6,689</b>
Independent stations	364	17,763	2,173	363	1,001	1,049	994	55	650
Chain-operated stations	650	54,107	7,011	29	2,504	3,850	3,839	11	3,602
Commission stations	1,147	50,404	8,467	--	1/	1/	1/	1/	2,437
<b>AGENTS AND BROKERS</b>	<b>558</b>	<b>224,652</b>	<b>4,946</b>	<b>505</b>	<b>1,504</b>	<b>2,263</b>	<b>2,193</b>	<b>70</b>	<b>2,073</b>
Brokers	194	108,149	1,380	168	371	691	681	10	109
Commission merchants	113	77,181	1,695	105	530	675	642	33	575
Export agents	11	4,835	127	15	24	28	28	--	11
Import agents	3	174	5	4	5	3	3	--	--
Manufacturers' agents	188	15,883	967	179	397	504	479	25	1,185
Selling agents	46	17,770	742	30	167	354	352	2	187
Other agents 4/	3	660	10	4	10	8	8	--	6
<b>ASSEMBLERS</b>	<b>1,260</b>	<b>98,068</b>	<b>5,015</b>	<b>1,200</b>	<b>2,628</b>	<b>1,959</b>	<b>1,665</b>	<b>294</b>	<b>3,016</b>
Country buyers of farm products	970	59,822	1,643	1,003	1,059	701	564	137	1,691
Cream stations	46	858	44	41	47	26	24	2	1
Cooperative marketing associations	43	18,432	1,094	--	330	344	330	14	215
Elevators (grain)	117	12,321	940	74	299	329	291	38	959
Packers and shippers	84	6,635	1,294	82	893	559	456	103	150
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	<b>3,094</b>	<b>796,943</b>	<b>85,288</b>	<b>2,036</b>	<b>28,614</b>	<b>36,015</b>	<b>35,230</b>	<b>785</b>	<b>115,097</b>
Amusement and sporting goods	37	3,892	786	27	349	508	501	7	436
Automotive	254	32,054	5,448	164	2,303	3,245	3,223	22	5,030
Beer, wines and liquore	183	14,571	1,594	154	638	757	745	12	1,589
Chemicals and paints	26	3,724	659	11	220	331	327	4	1,282
Clothing and furnishings	54	6,644	940	47	296	465	459	6	924
Coal and coks	4	409	66	4	33	29	23	6	4
Drugs (full line)	14	13,509	1,645	7	542	846	840	6	3,212
Drugs and drug sundries (specialty lines)	38	2,968	290	33	173	195	194	1	345
Dry goods (full line)	10	11,461	1,646	5	564	1,056	1,050	6	2,032
Dry goods (specialty lines)	9	844	61	7	25	37	37	--	102
Electrical goods	68	16,682	2,520	25	837	1,439	1,425	14	2,226
Farm products - raw materials	118	285,234	22,803	93	1,168	2,347	2,269	78	45,140
Farm products - consumer goods	383	45,025	6,290	312	3,246	3,432	3,340	92	1,425
Farm supplies	71	10,102	874	49	366	439	401	38	849
Furniture and house furnishings	25	3,356	482	13	209	248	246	2	607
General merchandise	9	11,946	1,617	8	622	808	807	1	2,045
Groceries (full line)	294	123,441	9,243	93	3,862	5,097	5,037	60	15,658
Groceries and foods (specialty lines)	490	43,808	6,831	453	5,086	3,170	2,974	196	4,129
Hardware	42	22,004	3,426	21	1,333	1,961	1,953	8	6,533
Jewelry and optical goods	25	1,854	408	11	149	235	235	--	564
Lumber and construction materials	91	12,560	2,144	34	818	1,027	975	52	1,594
Machinery, equipment and supplies	455	79,970	9,604	183	3,081	4,978	4,865	113	13,851
Metals and metal work (except scrap)	8	2,088	272	2	121	134	129	5	403
Paper and its products	47	6,483	1,437	18	572	853	849	4	1,270
Petroleum and its products	46	2,478	375	45	172	219	214	5	81
Plumbing and heating eqpt. and spls.	43	5,024	920	22	359	475	466	9	1,057
Tobacco and its products (except leaf)	64	21,940	862	65	389	510	507	3	993
Waste materials	97	7,374	1,076	82	629	594	566	28	1,111
All other	89	5,398	969	48	457	580	573	7	605

(Continued on next page)



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF TEXAS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>523</b>	<b>\$224,122</b>	<b>\$24,381</b>	<b>6</b>	<b>6,757</b>	<b>\$11,269</b>	<b>\$11,099</b>	<b>\$170</b>	<b>\$17,891</b>
Amusement and sporting goods	9	2,163	395	--	140	207	207	--	166
Automotive	47	72,477	4,341	--	1,042	1,878	1,859	19	3,237
Beer, wines and liquors	13	1,770	360	--	67	111	111	--	32
Chemicals and paints	16	3,895	942	--	264	408	400	8	585
Clothing and furnishings	4	693	132	--	38	83	79	4	80
Drugs and drug sundries (specialty lines)	11	2,166	556	1	132	301	301	--	216
Dry goods (specialty lines)	4	324	29	--	15	22	22	--	28
Electrical goods	17	9,160	1,021	--	203	487	487	--	1,142
Farm products - consumer goods	8	822	258	--	75	94	92	2	3
Furniture and house furnishings	11	2,397	257	--	73	119	115	4	162
Groceries and foods (specialty lines)	148	72,972	7,239	--	2,093	3,136	3,083	53	2,318
Jewelry and optical goods	13	948	379	--	126	184	184	--	143
Lumber and construction materials	7	825	216	3	64	119	116	3	110
Machinery, equipment and supplies	162	39,093	6,121	2	1,879	3,251	3,191	60	6,870
Metals and metal work (except scrap)	14	5,818	673	--	117	179	177	2	1,023
Paper and its products	9	2,392	440	--	134	267	264	3	499
Petroleum and its products	8	2,119	135	--	49	72	72	--	142
Plumbing and heating eqpt. and spls.	10	2,342	541	--	151	170	164	6	546
All other 5/	12	1,746	346	--	95	181	175	6	589
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>157</b>	<b>65,481</b>	<b>5,659</b>	<b>2</b>	<b>1,042</b>	<b>2,065</b>	<b>2,052</b>	<b>13</b>	<b>--</b>
Amusement and sporting goods	5	2,946	479	--	179	262	262	--	--
Dry goods (specialty lines)	7	2,750	143	--	23	53	53	--	--
Electrical goods	6	627	54	--	12	33	33	--	--
Furniture and house furnishings	5	1,847	195	--	30	65	65	--	--
Groceries and foods (specialty lines)	14	6,449	1,436	--	89	212	211	1	--
Lumber and construction materials	14	3,536	521	--	198	229	229	--	--
Machinery, equipment and supplies	40	7,213	551	1	140	298	291	7	--
Metals and metal work (except scrap)	18	14,641	627	--	105	287	287	--	--
Paper and its products	10	2,028	254	--	14	42	40	2	--
Petroleum and its products	4	1,140	25	1	11	15	15	--	--
Plumbing and heating eqpt. and spls.	10	655	127	--	24	45	43	2	--
Tobacco and its products (except leaf)	10	16,006	627	--	86	161	161	--	--
All other 6/	14	5,543	620	--	131	363	362	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	2,161	122,274	17,651	392	1/	1/	1/	1/	6,689
<b>AGENTS AND BROKERS</b>	<b>558</b>	<b>224,652</b>	<b>4,946</b>	<b>505</b>	<b>1,504</b>	<b>2,263</b>	<b>2,193</b>	<b>70</b>	<b>2,073</b>
Amusement and sporting goods	3	21	8	2	15	6	6	--	--
Automotive	25	4,117	168	20	74	108	107	1	237
Chemicals and paints	8	398	56	6	20	30	29	1	27
Clothing and furnishings	13	1,580	29	14	8	8	8	--	5
Drugs and drug sundries (specialty lines)	3	122	11	2	6	5	5	--	--
Dry goods (specialty lines)	21	6,000	79	19	16	30	30	--	--
Electrical goods	12	1,018	93	10	25	45	44	1	63
Farm products - raw materials	170	106,908	1,870	173	547	708	676	32	538
Farm products - consumer goods	39	9,747	285	25	95	122	119	3	28
Farm supplies	7	6,565	170	6	33	62	62	--	28
Furniture and house furnishings	7	851	25	8	10	10	10	--	--
Groceries (full line)	1								
Groceries and foods (specialty lines)	87	60,308	954	72	262	503	499	4	262
Hardware	5	785	22	6	9	11	11	--	1
Lumber and construction materials	29	5,097	281	22	86	157	152	5	5
Machinery, equipment and supplies	69	3,505	426	64	135	213	208	5	344
Metals and metal work (except scrap)	6	522	12	6	6	6	6	--	3
Paper and its products	7	666	10	8	7	6	4	2	--
Petroleum and its products	9	3,721	73	7	16	29	26	3	1
Plumbing and heating eqpt. and spls.	9	466	54	12	20	23	23	--	6
All other 7/	28	12,165	320	23	114	181	168	13	525

(Continued on next page)

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF TEXAS

TABLE 1.- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll, (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	<b>1,260</b>	<b>\$98,068</b>	<b>\$5,015</b>	<b>1,200</b>	<b>2,628</b>	<b>\$1,959</b>	<b>\$1,665</b>	<b>\$294</b>	<b>\$5,016</b>
Farm products - raw materials	863	79,950	2,895	823	1,115	1,021	858	163	2,752
Farm products - consumer goods	353	15,699	1,847	327	1,341	845	725	120	114
Farm supplies	19	894	65	21	42	37	33	4	24
Groceries and foods (specialty lines)	17	1,399	182	24	114	49	43	6	117
All other	8	126	25	5	16	7	6	1	9

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$5,365,000.
- 3/ Includes 1 converter and 2 mail-order wholesalers.
- 4/ Includes 2 auction companies and 1 other agent.
- 5/ Includes 1 establishment dealing in tobacco and its products (except leaf) and 11 in all other products.
- 6/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 3 in chemicals and paints; 1 in clothing and furnishings; and 7 in all other products.
- 7/ Includes 3 establishments dealing in coal and coke; 2 in jewelry and optical goods; 2 in waste materials; and 21 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF UTAH

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Fulltime	Part-time	
<b>TOTALS, 1935:</b>	888	\$154,189	\$17,049	357	1/ 5,475	1/ \$8,046	1/ \$7,794	1/ \$252	2/ \$12,435
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	395	64,478	9,149	218	3,335	4,891	4,778	113	8,519
Wholesale merchants	340	53,355	7,394	185	2,777	3,939	3,842	97	7,156
Drop shippers or desk jobbers	11	3,883	480	1	84	243	238	5	29
Wagon distributors	33	1,084	175	28	62	69	67	2	42
All other 3/	11	6,156	1,100	4	412	640	631	9	1,292
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	71	23,768	2,860	--	856	1,421	1,394	27	2,264
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	23	7,986	808	4	153	287	286	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	155	19,993	2,611	13	1/	1/	1/	1/	1,117
Independent stations	19	1,304	169	13	66	68	65	3	40
Chain-operated stations	92	10,287	1,553	--	437	664	647	17	313
Commission stations	44	8,402	889	--	1/	1/	1/	1/	764
<b>AGENTS AND BROKERS</b>	91	25,910	887	71	248	410	358	52	271
Brokers	14	9,278	158	14	49	72	71	1	30
Commission merchants	14	10,648	299	17	77	111	65	46	149
Manufacturers' agents	51	4,063	264	37	88	149	144	5	81
Other agents 4/	12	1,921	166	3	34	78	78	--	11
<b>ASSEMBLERS</b>	153	12,054	734	51	380	305	266	39	264
Country buyers of farm products	46	1,870	106	46	45	42	35	7	79
Cream stations	71	289	19	4	67	10	--	10	--
Cooperative marketing associations	30	9,254	546	--	235	217	205	12	146
Elevators (grain)	3	149	8	--	5	4	2	2	31
Packers and shippers	3	492	55	1	28	32	24	8	8
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	395	64,478	9,149	218	3,335	4,891	4,778	113	8,519
Amusement and sporting goods	9	631	176	1	59	93	91	2	73
Automotive	42	5,869	967	22	428	566	560	6	620
Beer, wines and liquors	26	1,233	249	21	83	79	75	4	19
Chemicals and paints	11	1,036	299	7	89	123	118	5	251
Clothing and furnishings	6	589	110	2	39	51	49	2	46
Coal and coke	7	2,738	417	1	73	201	196	5	29
Drugs (full line)	3	2,683	363	--	128	197	197	--	565
Drugs and drug sundries (specialty lines)	4	44	13	3	7	8	8	--	7
Dry goods (full line)	3								
Dry goods (specialty lines)	1	1,764	288	--	94	155	150	5	425
Electrical goods	13	3,844	592	3	176	298	295	3	510
Farm products - raw materials	8	2,468	147	5	57	73	65	8	118
Farm products - consumer goods	61	4,744	652	50	294	319	297	22	102
Farm supplies	9	1,092	157	2	76	82	76	6	217
Furniture and house furnishings	5	1,302	153	2	50	83	79	4	159
Groceries (full line)	19	10,041	814	2	291	475	475	--	1,849
Groceries and foods (specialty lines)	52	2,772	446	41	160	216	208	8	197
Hardware	5	6,897	1,233	--	469	731	719	12	1,700
Jewelry and optical goods	3	194	45	--	14	22	22	--	12
Lumber and construction materials	14	4,304	430	6	194	287	284	3	277
Machinery, equipment and supplies	32	3,357	718	10	249	377	372	5	627
Metals and metal work (except scrap)	3	872	113	2	29	52	52	--	89
Paper and its products	3	633	146	--	49	75	75	--	169
Petroleum and its products	11	586	93	1	30	45	45	--	52
Plumbing and heating eqpt. and spls.	4	1,415	126	1	39	74	70	4	149
Tobacco and its products (except leaf)	8	2,307	168	7	64	97	96	1	89
Waste materials	23	393	108	23	46	47	43	4	40
All other	10	670	126	6	48	65	61	4	128

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF UTAHTABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	71	\$23,768	\$2,860	--	856	\$1,421	\$1,394	\$27	\$2,264
Amusement and sporting goods	5	720	194	--	65	100	100	--	66
Automotive	7	6,091	684	--	194	354	351	3	525
Chemicals and paints	4	631	160	--	52	65	63	2	207
Groceries and foods (specialty lines)	20	8,683	757	--	197	331	326	5	528
Machinery, equipment and supplies	16	2,917	488	--	167	275	264	11	398
All other 5/	19	4,726	577	--	181	296	290	6	540
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	23	7,986	808	4	153	287	286	1	--
Amusement and sporting goods	4	1,031	258	--	87	140	140	--	--
Machinery, equipment and supplies	5	1,885	33	--	9	26	26	--	--
Metals and metal work (except scrap)	4	2,221	58	--	14	31	31	--	--
All other 6/	10	2,849	459	4	43	90	89	1	--
BULK TANK STATIONS Petroleum and its products	155	19,993	2,611	13	1/	1/	1/	1/	1,117
AGENTS AND BROKERS	91	25,910	897	71	248	410	358	52	271
Amusement and sporting goods	4	444	18	4	10	14	13	1	12
Automotive	5	37	5	5	2	2	2	--	--
Coal and coke	5	620	81	--	14	42	42	--	--
Electrical goods	5	277	22	4	8	11	11	--	7
Farm products - raw materials	18	12,885	314	21	79	116	70	46	149
Furniture and house furnishings	4	450	19	1	10	13	12	1	28
Groceries and foods (specialty lines)	11	7,697	164	9	47	73	73	--	27
Hardware	3	371	8	1	4	6	6	--	--
Lumber and construction materials	8	763	45	5	12	28	28	--	1
Machinery, equipment and supplies	17	1,077	119	12	31	66	64	2	31
All other 7/	11	1,289	89	9	31	39	37	2	16
ASSEMBLERS	153	12,054	734	51	380	305	266	39	264
Farm products - raw materials	39	5,141	221	29	75	81	65	16	125
Farm products - consumer goods	110	6,745	496	18	297	217	194	23	127
All other 8/	4	168	17	4	8	7	7	--	12

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$508,000.
- 3/ Includes 2 importers and 9 industrial distributors.
- 4/ Includes 11 selling agents and 1 other agent.
- 5/ Includes 2 establishments dealing in beer, wines and liquors; 2 in clothing and furnishings; 1 in coal and coke; 1 in drugs and drug sundries (specialty lines); 2 in electrical goods; 2 in furniture and house furnishings; 2 in jewelry and optical goods; 2 in metals and metal work (except scrap); 1 in paper and its products; 3 in plumbing and heating equipment and supplies; and 1 in all other products.
- 6/ Includes 1 establishment dealing in chemicals and paints; 2 in electrical goods; 1 in furniture and house furnishings; 3 in groceries and foods (specialty lines); 1 in paper and its products; 1 in petroleum and its products; and 1 in tobacco and its products (except leaf).
- 7/ Includes 1 establishment dealing in beer, wines and liquors; 1 in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 1 in farm products - consumer goods; 2 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; and 3 in all other products.
- 8/ Includes 3 establishments dealing in farm supplies and 1 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF VERMONT

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time): Avg. for year	Pay Roll * (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	344	\$53,567	\$7,295	140	1/ 2,158	1/ \$2,952	1/ \$2,895	1/ \$57	2/ \$4,727
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE MERCHANTS</b>	159	25,642	3,754	105	1,254	1,774	1,735	39	3,260
Wholesale merchants	138	22,193	3,325	94	1,103	1,556	1,520	36	2,717
Wagon distributors	11	459	73	10	25	25	24	1	16
All other 3/	10	2,990	356	1	126	193	191	2	527
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	26								
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	1	6,091	732	--	213	326	321	5	255
<b>BULK TANK STATIONS (PETROLEUM)</b>	94	9,749	1,518	6	1/	1/	1/	1/	1,075
Independent stations	6	826	136	5	31	45	42	3	32
Chain-operated stations	60	5,454	801	1	244	335	330	5	870
Commission stations	28	3,469	581	--	1/	1/	1/	1/	173
<b>AGENTS AND BROKERS</b>	7	967	35	5	8	13	13	--	--
Manufacturers' agents	3	44	3	3	1	2	2	--	--
Other agents 4/	4	923	32	2	7	11	11	--	--
<b>ASSEMBLERS</b>	57	11,118	1,256	24	408	459	454	5	137
Country buyers of farm products	26	558	74	24	33	27	23	4	28
Cooperative marketing associations	31	10,560	1,182	--	375	432	431	1	109
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE MERCHANTS</b>	159	25,642	3,754	105	1,254	1,774	1,735	39	3,260
Automotive	12	1,206	287	3	120	159	154	5	187
Beer, wines and liquors	17	971	191	14	66	70	65	5	51
Farm products - raw materials	5	2,932	213	5	58	99	98	1	228
Farm products - consumer goods	25	2,595	490	21	159	152	146	6	67
Farm supplies	5	593	32	--	13	21	21	--	48
Groceries (full line)	11	4,537	422	3	177	234	231	3	694
Groceries and foods (specialty lines)	15	2,168	281	12	109	135	132	3	146
Hardware	7	2,095	449	--	147	224	223	1	416
Jewelry and optical goods	3	79	27	2	12	14	14	--	31
Lumber and construction materials	8	793	161	7	50	71	68	3	105
Machinery, equipment and supplies	6	521	110	1	34	51	50	1	94
Paper and its products	5	505	94	2	38	62	60	2	113
Plumbing and heating eqpt. and sple.	5	622	132	2	51	68	66	2	277
Tobacco and its products (except leaf)	8	2,290	164	8	45	67	63	4	144
Waste materials	15	165	34	17	18	10	7	3	43
All other 5/	12	3,570	667	8	157	337	337	--	616
<b>MANUFACTURERS' SALES BRANCHES</b> (WITH STOCKS) and <b>MANUFACTURERS' SALES OFFICES</b> (WITHOUT STOCKS)	27	6,091	732	--	213	326	321	5	255
Groceries and foods (specialty lines)	16	4,875	460	--	133	191	187	4	130
Machinery, equipment and supplies	5	352	102	--	39	67	57	--	61
All other 6/	6	864	170	--	41	68	67	1	64
<b>BULK TANK STATIONS</b> Petroleum and its products	94	9,749	1,518	6	1/	1/	1/	1/	1,075
<b>AGENTS AND BROKERS 7/</b>	7	967	35	5	8	13	13	--	--

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF VERMONT

TABLE 1.-SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll * (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS	57	\$11,118	\$1,256	24	408	\$459	\$454	\$5	\$137
Farm products - consumer goods	33	10,583	1,182	2	375	432	431	1	109
All other 8/	24	535	74	22	33	27	23	4	28

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$52,000.
- 3/ Includes 3 voluntary-group wholesalers; 2 industrial distributors; 2 drop shippers or desk jobbers; and 3 retailer cooperative warehouses.
- 4/ Includes 1 broker; 1 import agent; and 2 selling agents.
- 5/ Includes 1 establishment dealing in chemicals and paints; 1 in clothing and furnishings; 2 in coal and coke; 2 in drugs (full line); 3 in electrical goods; 1 in metals and metal work (except scrap); and 2 in all other products.
- 6/ Includes 1 establishment dealing in automotive products; 2 in farm products - consumer goods; 1 in jewelry and optical goods, 1 in tobacco and its products (except leaf); and 1 manufacturer's sales office (without stocks) dealing in plumbing and heating equipment and supplies.
- 7/ Includes 1 establishment dealing in coal and coke; 1 in farm products - raw materials; 1 in farm supplies; 1 in lumber and construction materials; 2 in machinery, equipment and supplies; and 1 in metals and metal work (except scrap).
- 8/ Includes 23 establishments dealing in farm products - raw materials and 1 in farm supplies.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF VIRGINIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	2,123	\$502,951	\$49,621	1,065	1/ 18,846	1/ \$23,751	1/ \$22,813	1/ \$938	2/ \$58,935
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	1,022	196,342	25,549	586	10,225	14,065	13,671	394	30,417
Wholesale merchants	917	176,435	22,982	525	9,475	12,789	12,438	351	27,249
Exporters	12	5,782	484	11	124	189	157	32	1,619
Industrial distributors	22	6,999	1,262	2	359	671	667	4	1,266
Drop shippers or desk jobbers	19	2,901	188	10	40	115	114	1	27
Wagon distributors	46	3,199	449	37	165	209	204	5	159
All other 3/	6	1,026	184	1	62	92	91	1	97
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	148	61,518	6,036	--	1,693	2,742	2,723	19	3,209
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	26	22,862	2,314	--	222	431	424	7	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	394	58,091	6,973	32	1/	1/	1/	1/	3,546
Independent stations	32	4,927	610	30	171	265	254	11	172
Chain-operated stations	238	43,109	4,445	2	1,431	1,993	1,954	39	2,897
Commission stations	124	10,055	1,918	--	1/	1/	1/	1/	477
<b>AGENTS AND BROKERS</b>	278	124,258	4,976	236	2,638	2,573	2,357	216	2,039
Auction companies	41	25,071	789	51	724	505	340	165	175
Brokers	77	38,009	734	68	292	393	364	9	442
Commission merchants	54	12,639	563	44	228	296	275	21	1,233
Export agents	10	28,767	2,114	4	1,138	967	967	--	54
Manufacturers' agents	75	7,699	290	63	120	157	154	3	135
Selling agents	21	12,073	486	6	136	255	237	18	--
<b>ASSEMBLERS</b>	255	39,880	3,773	211	2,466	1,682	1,430	252	19,724
Country buyers of farm products	161	25,389	1,894	154	1,368	866	772	94	19,308
Cooperative marketing associations	24	6,876	574	--	241	292	254	38	119
Packers and shippers	60	7,442	1,287	55	845	515	395	120	295
All other 4/	10	173	18	2	12	9	9	--	2
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	1,022	196,342	25,549	586	10,225	14,065	13,671	394	30,417
Amusement and sporting goods	3	88	13	2	3	6	5	1	19
Automotive	50	5,797	1,211	19	507	718	714	4	1,151
Beer, wines and liquors	58	4,821	776	42	249	304	291	13	219
Chemicals and paints	12	1,818	377	7	126	197	195	2	407
Clothing and furnishings	25	5,121	861	20	237	508	504	4	646
Coal and coke	8	2,424	117	2	44	86	86	--	36
Drugs (full line)	4	3,108	485	--	170	301	301	--	741
Drugs and drug sundries (specialty lines)	11	857	179	3	74	107	107	--	186
Dry goods (full line)	11	6,770	1,015	1	353	618	613	5	1,008
Dry goods (specialty lines)	5	218	33	5	15	15	15	1	65
Electrical goods	32	8,233	1,285	9	468	699	693	6	1,060
Farm products - raw materials	41	25,583	2,631	30	1,071	1,122	933	189	7,989
Farm products - consumer goods	128	12,737	1,613	100	648	752	736	16	364
Farm supplies	31	6,740	778	7	348	408	405	3	998
Furniture and house furnishings	9	361	75	3	28	44	44	--	204
General merchandise	4	1,422	184	--	80	99	99	--	452
Groceries (full line)	91	30,356	2,504	51	1,016	1,393	1,381	12	4,028
Groceries and foods (specialty lines)	206	27,251	3,214	158	1,639	1,753	1,715	38	2,959
Hardware	22	7,075	1,172	3	458	836	823	13	2,310
Jewelry and optical goods	4	275	109	--	31	40	40	--	69
Lumber and construction materials	41	5,261	903	17	432	510	490	20	519
Machinery, equipment and supplies	65	8,195	1,651	25	566	1,006	994	12	1,712
Metals and metal work (except scrap)	7	1,901	318	3	117	202	200	2	400
Paper and its products	21	6,040	915	6	344	649	645	4	867
Petroleum and its products	17	3,254	517	11	158	292	280	12	185
Plumbing and heating eqpt. and spls.	21	5,304	913	1	268	427	416	11	774
Tobacco and its products (except leaf)	18	8,217	557	10	209	353	353	--	436
Waste materials	42	3,194	457	35	303	213	196	17	329
All other	35	3,901	686	14	263	406	397	9	284

(Continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF VIRGINIATABLE 1.-- SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>148</b>	<b>\$61,518</b>	<b>\$6,036</b>	<b>--</b>	<b>1,693</b>	<b>\$2,742</b>	<b>\$2,723</b>	<b>\$19</b>	<b>\$3,209</b>
Automotive	8	10,102	663	--	170	327	327	--	342
Chemicals and paints	4	1,391	715	--	48	97	96	1	124
Electrical goods	8	142	19	--	10	13	13	--	13
Farm products - consumer goods	8	567	202	--	56	72	72	--	5
Farm supplies	5	4,469	805	--	107	216	214	2	328
Groceries and foods (specialty lines)	63	32,272	2,744	--	842	1,296	1,282	14	1,381
Jewelry and optical goods	4	210	72	--	28	38	38	--	27
Lumber and construction materials	4	772	72	--	49	54	53	1	138
Machinery, equipment and supplies	24	2,948	587	--	234	394	394	--	298
Plumbing and heating eqpt. and epsl.	4	954	166	--	37	68	68	--	174
All other 5/	16	7,691	391	--	112	167	166	1	381
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>26</b>	<b>22,862</b>	<b>2,314</b>	<b>--</b>	<b>222</b>	<b>431</b>	<b>424</b>	<b>7</b>	<b>--</b>
Farm supplies	5	3,771	515	--	71	130	124	6	--
Machinery, equipment and supplies	6	392	37	--	13	26	26	--	--
Tobacco and its products (except leaf)	4	14,471	788	--	71	134	134	--	--
All other 6/	11	4,228	974	--	67	141	140	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	394	58,091	6,973	32	1/	1/	1/	1/	3,546
<b>AGENTS AND BROKERS</b>	<b>278</b>	<b>124,258</b>	<b>4,976</b>	<b>236</b>	<b>2,638</b>	<b>2,573</b>	<b>2,357</b>	<b>216</b>	<b>2,039</b>
Coal and coke	12	6,625	376	2	99	180	169	11	--
Farm products - raw materials	75	59,699	3,055	76	1,922	1,550	1,381	169	688
Farm products - consumer goods	35	6,759	247	29	107	114	105	9	27
Farm supplies	10	5,223	66	10	20	27	25	2	2
Groceries (full line)	1								
Groceries and foods (specialty lines)	59	36,824	693	50	249	404	395	9	1,199
Lumber and construction materials	22	3,284	228	17	79	135	127	8	--
Machinery, equipment and supplies	31	1,473	112	25	43	63	63	--	35
Metals and metal work (except scrap)	5	239	3	6	1	--	--	--	--
Plumbing and heating eqpt. and epsl.	7	1,505	46	4	16	29	29	--	--
All other 7/	21	2,627	150	17	102	71	63	8	88
<b>ASSEMBLERS</b>	<b>255</b>	<b>39,880</b>	<b>3,773</b>	<b>211</b>	<b>2,466</b>	<b>1,682</b>	<b>1,430</b>	<b>252</b>	<b>19,724</b>
Farm products - raw materials	86	19,485	1,602	73	1,126	732	691	41	19,360
Farm products - consumer goods	99	11,235	813	92	323	329	284	45	161
Farm supplies	14	2,134	282	1	95	132	132	--	118
Groceries and foods (specialty lines)	53	7,002	1,074	42	920	489	323	166	82
All other	3	24	2	3	2	--	--	--	3

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,626,000.
- 3/ Includes 2 voluntary-group wholesalers; 2 importers; 1 mail-order wholesaler; and 1 retailer-cooperative warehouse.
- 4/ Includes 9 cream stations and 1 elevator (grain).
- 5/ Includes 2 establishments dealing in drugs and drug sundries (specialty lines); 2 in furniture and house furnishings; 3 in metals and metal work (except scrap); 1 in paper and its products; and 8 in all other products.
- 6/ Includes 1 establishment dealing in drugs and drug sundries (specialty lines); 2 in electrical goods; 1 in furniture and house furnishings; 2 in groceries and foods (specialty lines); 2 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; and 1 in all other products.
- 7/ Includes 1 establishment dealing in automotive products; 1 in beer, wines and liquors; 1 in chemicals and paints; 1 in drugs and drug sundries (specialty lines); 2 in furniture and house furnishings; 1 in general merchandise; 1 in hardware; 2 in paper and its products; 1 in petroleum and its products; and 10 in all other products.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF WASHINGTONTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>3,233</b>	<b>\$603,740</b>	<b>\$68,769</b>	<b>1,206</b>	<b>1/22,725</b>	<b>1/34,690</b>	<b>1/33,645</b>	<b>1/31,045</b>	<b>2/35,603</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	<b>1,502</b>	<b>248,772</b>	<b>35,432</b>	<b>814</b>	<b>12,195</b>	<b>18,429</b>	<b>17,984</b>	<b>445</b>	<b>34,646</b>
Wholesale merchants	1,311	205,781	30,861	702	11,004	16,395	15,991	404	31,392
Voluntary-group wholesalers	6	6,818	508	--	176	257	254	3	1,031
Exporters	15	6,805	715	12	78	147	143	4	212
Importers	18	6,378	684	--	209	375	370	5	583
Industrial distributors	33	4,462	834	9	314	511	493	18	1,228
Drop shippers or desk jobbers	23	11,494	1,002	17	143	363	361	2	31
Retailer-cooperative warehouses	4	3,207	104	--	47	54	52	2	41
Wagon distributors	88	3,677	711	73	217	318	311	7	120
All other 3/	4	150	13	1	7	9	9	--	8
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>264</b>	<b>86,031</b>	<b>11,688</b>	<b>1</b>	<b>3,096</b>	<b>5,674</b>	<b>5,593</b>	<b>81</b>	<b>9,169</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>55</b>	<b>24,823</b>	<b>1,714</b>	<b>--</b>	<b>290</b>	<b>606</b>	<b>600</b>	<b>6</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>535</b>	<b>70,761</b>	<b>10,371</b>	<b>33</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>4,648</b>
Independent stations	46	4,931	496	26	126	236	233	3	166
Chain-operated stations	411	62,393	9,261	7	2,448	4,404	4,304	100	4,291
Commission stations	78	3,437	614	--	1/	1/	1/	1/	191
<b>AGENTS AND BROKERS</b>	<b>419</b>	<b>116,579</b>	<b>4,034</b>	<b>254</b>	<b>1,110</b>	<b>2,047</b>	<b>2,005</b>	<b>42</b>	<b>2,066</b>
Brokers	112	45,480	1,285	61	279	637	632	5	338
Commission merchants	39	21,132	674	20	215	315	311	4	406
Export agents	27	21,230	529	6	124	294	292	2	--
Import agents	7	354	14	5	5	7	7	--	6
Manufacturers' agents	205	13,866	785	149	322	440	418	22	505
Selling agents	26	12,370	670	12	146	313	310	3	436
Other agents 4/	3	2,147	77	1	19	41	35	6	375
<b>ASSEMBLERS</b>	<b>458</b>	<b>56,774</b>	<b>5,530</b>	<b>104</b>	<b>3,460</b>	<b>3,294</b>	<b>2,926</b>	<b>368</b>	<b>5,074</b>
Country buyers of farm products	133	8,216	384	66	195	197	163	34	1,191
Cream stations	12	203	15	10	9	10	10	--	--
Cooperative marketing associations	81	24,059	1,989	--	1,560	1,474	1,443	31	2,100
Elevators (grain)	131	9,276	401	4	220	246	157	89	395
Packers and shippers	101	15,020	2,741	24	1,476	1,367	1,153	214	1,388
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	<b>1,502</b>	<b>248,772</b>	<b>35,432</b>	<b>814</b>	<b>12,195</b>	<b>18,429</b>	<b>17,984</b>	<b>445</b>	<b>34,646</b>
Amusement and sporting goods	32	2,331	465	15	161	257	252	5	277
Automotive	137	12,310	2,737	63	1,016	1,588	1,577	11	2,271
Beer, wines and liquors	78	7,692	1,037	60	303	479	463	16	603
Chemicals and paints	19	1,026	238	8	90	135	130	5	280
Clothing and furnishings	39	2,941	466	29	167	250	247	3	373
Coal and coke	7	965	168	1	45	75	74	1	40
Drugs (full line)	7	7,991	1,117	--	404	584	575	9	1,785
Drugs and drug sundries (specialty lines)	12	213	59	7	44	33	27	6	12
Dry goods (full line)	3								
Dry goods (specialty lines)	16	2,465	345	10	116	189	185	4	487
Electrical goods	53	8,977	1,556	22	584	797	763	34	1,401
Farm products - raw materials	36	15,354	1,231	20	332	411	372	39	1,816
Farm products - consumer goods	207	36,731	4,914	128	1,742	2,588	2,536	52	1,554
Farm supplies	31	4,849	545	7	185	215	204	11	485
Furniture and house furnishings	22	3,122	504	8	193	259	256	3	574
General merchandise	4	1,080	194	2	63	108	107	1	283
Groceries (full line)	64	34,304	2,991	7	1,005	1,641	1,629	12	4,469
Groceries and foods (specialty lines)	259	24,869	3,867	204	1,198	1,769	1,720	49	4,768
Hardware	19	13,000	2,276	--	910	1,395	1,390	5	3,359
Jewelry and optical goods	23	1,874	427	10	157	253	250	3	448
Lumber and construction materials	66	21,694	2,582	27	600	1,073	1,005	68	788
Machinery, equipment and supplies	173	16,366	3,299	65	1,125	1,796	1,747	49	3,875
Metals and metal work (except scrap)	13	2,645	625	1	237	394	394	--	733
Paper and its products	30	4,222	796	11	269	544	543	1	857
Petroleum and its products	7	443	58	5	15	22	22	--	22
Plumbing and heating eqpt. and spls.	20	2,531	553	9	182	303	292	11	619
Tobacco and its products (except leaf)	23	8,760	461	14	171	279	272	7	483
Waste materials	42	3,993	594	37	256	305	286	19	694
All other	60	6,004	1,327	44	625	687	666	21	1,290

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF WASHINGTONTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>264</b>	<b>\$86,031</b>	<b>\$11,688</b>	<b>1</b>	<b>3,096</b>	<b>\$5,674</b>	<b>\$5,593</b>	<b>\$81</b>	<b>\$9,169</b>
Amusement and sporting goods	8	1,161	257	--	83	140	140	--	116
Automotive	20	16,195	1,810	--	511	952	946	6	1,432
Beer, wines and liquors	9	1,108	281	1	44	114	114	--	4
Chemicals and paints	20	6,560	1,321	--	341	630	617	13	1,133
Clothing and furnishings	5	702	102	--	21	30	28	2	105
Drugs and drug sundries (specialty lines)	5	1,153	358	--	54	157	157	--	110
Electrical goods	9	4,302	393	--	101	218	218	--	390
Farm products - consumer goods	5	776	285	--	82	150	147	3	4
Farm supplies	12	825	109	--	46	61	59	2	79
Furniture and house furnishings	6	1,107	136	--	32	61	59	2	122
Groceries and foods (specialty lines)	74	34,121	3,565	--	886	1,587	1,554	33	2,490
Machinery, equipment and supplies	51	5,812	1,458	--	472	858	845	13	1,236
Metals and metal work (except scrap)	9	4,842	356	--	95	166	164	2	820
Paper and its products	7	2,388	352	--	115	183	183	--	428
Plumbing and heating eqpt. and spls.	5	1,560	395	--	103	147	142	5	472
All other 5/	19	3,419	510	--	110	220	220	--	228
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>55</b>	<b>24,823</b>	<b>1,714</b>	<b>--</b>	<b>290</b>	<b>606</b>	<b>600</b>	<b>6</b>	<b>--</b>
Groceries and foods (specialty lines)	5	1,961	555	--	32	78	77	1	--
Machinery, equipment and supplies	16	4,702	200	--	53	125	125	--	--
Metals and metal work (except scrap)	5	3,023	115	--	23	53	53	--	--
Paper and its products	6	2,133	240	--	15	37	37	--	--
All other 6/	23	13,004	604	--	167	313	308	5	--
<b>BULK TANK STATIONS</b>									
Petroleum and its products	535	70,761	10,371	33	1/	1/	1/	1/	4,648
<b>AGENTS AND BROKERS</b>	<b>419</b>	<b>116,579</b>	<b>4,034</b>	<b>254</b>	<b>1,110</b>	<b>2,047</b>	<b>2,005</b>	<b>42</b>	<b>2,066</b>
Amusement and sporting goods	3	100	17	1	5	10	10	--	5
Automotive	19	554	82	13	25	51	48	3	27
Chemicals and paints	8	96	13	5	5	6	6	--	11
Clothing and furnishings	11	962	21	11	4	5	5	--	17
Dry goods (specialty lines)	13	366	10	13	2	2	2	--	6
Electrical goods	24	752	51	20	25	30	27	3	94
Farm products - raw materials	29	18,138	266	24	64	120	112	8	500
Farm products - consumer goods	71	23,564	1,217	29	322	547	542	5	370
Farm supplies	6	2,233	104	4	9	35	35	--	2
Furniture and house furnishings	8	1,192	41	6	12	16	16	--	76
Groceries and foods (specialty lines)	74	41,047	1,049	34	229	539	534	5	605
Hardware	11	614	29	5	12	13	12	1	4
Jewelry and optical goods	4	46	2	3	2	1	1	--	2
Lumber and construction materials	36	21,173	643	13	182	409	404	5	8
Machinery, equipment and supplies	46	1,998	253	29	88	143	139	4	215
Metals and metal work (except scrap)	8	557	32	6	6	15	15	--	8
Paper and its products	6	180	13	5	5	8	8	--	9
Plumbing and heating eqpt. and spls.	15	1,228	120	9	31	54	53	1	89
All other 7/	27	1,779	71	24	82	43	35	7	18
<b>ASSEMBLERS</b>	<b>458</b>	<b>56,774</b>	<b>5,530</b>	<b>104</b>	<b>3,460</b>	<b>3,294</b>	<b>2,926</b>	<b>368</b>	<b>5,074</b>
Farm products - raw materials	251	19,187	692	41	414	398	266	132	3,094
Farm products - consumer goods	174	35,476	4,521	50	2,989	2,743	2,522	221	1,740
Farm supplies	14	730	45	9	27	24	24	--	35
Groceries and foods (specialty lines)	13	1,081	213	2	107	95	84	11	129
All other	6	300	59	2	23	34	30	4	76

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stock not owned but held on consignment valued at \$3,844,000.
- 3/ Includes 3 converters and 1 mail-order wholesaler.
- 4/ Includes 1 auction company and 2 other agents.
- 5/ Includes 2 establishments dealing in dry goods (specialty lines); 3 in hardware; 2 in jewelry and optical goods; 3 in lumber and construction materials; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 6 in all other products.
- 6/ Includes 3 establishments dealing in amusement and sporting goods; 1 in chemicals and paints; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 2 in electrical goods; 1 in furniture and house furnishings; 1 in hardware; 3 in lumber and construction materials; 1 in plumbing and heating equipment and supplies; 3 in tobacco and its products (except leaf); and 6 in all other products.
- 7/ Includes 1 establishment dealing in beer, wines and liquors; 2 in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in petroleum and its products; and 22 in all other products.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF WEST VIRGINIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab-lish-ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie-tors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll <sup>a</sup> (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	14	\$9,812	\$990	1	210	\$397	\$397	--	--
Machinery, equipment and supplies	6	215	29	--	8	17	17	--	--
All other <sup>7/</sup>	8	9,497	961	1	202	380	380	--	--
BULK TANK STATIONS Petroleum and its products	188	23,657	3,387	16	<sup>1/</sup>	<sup>1/</sup>	<sup>1/</sup>	<sup>1/</sup>	\$1,355
AGENTS AND BROKERS	89	31,458	1,136	61	330	557	514	\$43	51
Coal and coke	14	10,515	780	1	123	352	351	1	--
Farm products - raw materials	14	5,665	112	3	122	66	25	41	5
Farm products - consumer goods	7	1,147	32	4	10	19	19	--	2
Groceries and foods (specialty lines)	24	12,797	120	23	43	66	65	1	15
Lumber and construction materials	10	649	25	10	11	16	16	--	--
Machinery, equipment and supplies	11	429	38	12	13	27	27	--	18
All other <sup>8/</sup>	9	256	29	8	8	11	11	--	11
ASSEMBLERS	97	4,873	273	89	142	119	107	12	241
Farm products - raw materials	56	1,780	84	55	37	26	24	2	101
Farm products - consumer goods	35	2,878	163	26	88	76	67	9	127
All other <sup>9/</sup>	6	215	26	8	17	17	16	1	13

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- <sup>1/</sup> Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- <sup>2/</sup> Includes stocks not owned but held on consignment valued at \$663,000.
- <sup>3/</sup> Includes 2 voluntary-group wholesalers and 1 importer.
- <sup>4/</sup> Includes 1 export agent and 20 manufacturers' agents.
- <sup>5/</sup> Includes 1 establishment dealing in dry goods (specialty lines); 2 in general merchandise; 2 in jewelry and optical goods; 2 in metals and metal work (except scrap); and 21 in all other products.
- <sup>6/</sup> Includes 2 establishments dealing in automotive products; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in furniture and house furnishings; 1 in lumber and construction materials; 1 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; and 1 in all other products.
- <sup>7/</sup> Includes 1 establishment dealing in chemicals and paints; 1 in electrical goods; 1 in groceries and foods (specialty lines); 1 in lumber and construction materials; 1 in metals and metal work (except scrap); and 3 in tobacco and its products (except leaf).
- <sup>8/</sup> Includes 2 establishments dealing in automotive products; 2 in chemicals and paints; 1 in electrical goods; 1 in plumbing and heating equipment and supplies; and 3 in all other products.
- <sup>9/</sup> Includes 5 establishments dealing in farm supplies and 1 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF WISCONSIN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	4,145	\$677,170	\$72,657	2,035	1/ 24,936	1/ 237,394	1/ 236,516	1/ 2878	2/ 255,122
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALES	1,965	331,713	43,037	1,133	15,795	23,151	22,613	538	41,644
Wholesale merchants	1,764	306,815	39,686	984	14,584	21,221	20,718	503	38,353
Importers	5	1,228	115	1	35	66	66	--	79
Industrial distributors	17	6,680	1,512	3	559	969	963	6	2,087
Drop shippers or desk jobbers	19	2,154	155	7	43	80	75	5	18
Mail-order wholesalers	3	362	178	--	38	50	48	2	56
Retailer-cooperative warehouses	4	3,314	208	--	94	123	121	2	351
Wagon distributors	150	7,106	775	137	286	365	345	20	307
All other 3/	3	4,054	408	1	156	277	277	--	393
MANUFACTURERS' SALES BRANCHES (With stocks)	249	96,673	10,893	3	3,560	5,892	5,829	63	5,239
MANUFACTURERS' SALES OFFICES (Without stocks)	59	32,521	1,871	2	406	846	835	11	--
BULK TANK STATIONS (PETROLEUM)	957	65,037	9,839	168	1/	1/	1/	1/	4,879
Independent stations	195	11,607	1,918	142	721	896	865	31	691
Chain-operated stations	650	46,733	6,884	26	1,933	3,465	3,453	12	3,725
Commission stations	112	6,697	1,037	--	1/	1/	1/	1/	463
AGENTS AND BROKERS	305	102,178	3,367	232	997	1,621	1,556	65	1,154
Brokers	61	41,723	696	41	178	407	397	10	330
Commission merchants	46	40,782	1,116	32	302	547	536	11	76
Manufacturers' agents	166	11,449	651	132	252	372	345	26	119
Selling agents	22	6,199	815	16	163	236	228	8	505
Other agents 4/	10	2,025	89	11	102	59	49	10	124
ASSEMBLERS	610	49,048	3,650	497	1,524	1,523	1,365	158	2,206
Country buyers of farm products	384	17,778	950	395	535	363	294	69	1,147
Cream stations	25	531	21	20	14	12	12	--	1
Cooperative marketing associations	100	21,847	1,745	--	614	724	690	34	105
Elevators (grain)	60	7,710	695	33	242	315	288	27	900
Packers and shippers	41	1,182	236	49	119	109	81	28	53
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALES	1,965	331,713	43,037	1,133	15,795	23,151	22,613	538	41,644
Amusement and sporting goods	23	1,568	403	8	110	193	188	5	174
Automotive	131	11,227	2,520	50	968	1,381	1,369	12	2,068
Beer, wines and liquors	268	27,545	3,024	223	1,227	1,629	1,569	60	1,628
Chemicals and paints	33	2,266	561	10	210	313	306	7	608
Clothing and furnishings	54	5,983	1,083	23	399	645	623	22	818
Coal and coke	25	30,428	4,898	2	1,426	2,276	2,265	11	8,295
Drugs (full line)	7	5,356	803	--	297	450	449	1	1,047
Drugs and drug sundries (specialty lines)	14	801	161	7	76	107	104	3	194
Dry goods (specialty lines)	10	862	182	6	78	97	96	1	194
Electrical goods	48	9,389	1,529	8	567	907	899	8	1,053
Farm products - raw materials	32	12,162	1,283	17	364	591	567	24	2,072
Farm products - consumer goods	281	69,776	5,117	173	1,697	2,295	2,193	102	3,167
Farm supplies	57	10,673	1,222	17	423	578	549	29	1,258
Furniture and house furnishings	16	1,622	280	7	92	136	130	6	535
General merchandise	3	283	39	2	23	25	19	6	47
Groceries (full line)	61	42,899	4,066	10	1,613	2,409	2,382	27	5,123
Groceries and foods (specialty lines)	262	21,712	2,935	202	1,256	1,647	1,586	61	1,561
Hardware	25	10,941	1,990	4	815	1,218	1,212	6	2,844
Jewelry and optical goods	18	930	260	5	104	158	157	1	168
Lumber and construction materials	47	5,998	1,016	18	305	513	503	10	884
Machinery, equipment and supplies	145	15,168	3,450	62	1,197	2,066	2,036	30	2,998
Metals and metal work (except scrap)	11	1,796	305	3	91	173	170	3	245
Paper and its products	47	6,308	1,358	21	542	802	793	9	947
Petroleum and its products	17	1,024	191	6	80	120	113	7	56
Plumbing and heating eqpt. and apls.	40	6,948	1,484	8	501	871	854	17	1,592
Tobacco and its products (except leaf)	75	17,948	992	68	374	560	548	12	1,151
Waste materials	141	6,506	1,130	124	617	585	545	40	389
All other	74	3,694	755	49	343	406	388	18	528

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## STATE OF WISCONSIN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  add 000	Operating expenses (including pay roll (add 000.	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>249</b>	<b>\$96,673</b>	<b>\$10,893</b>	<b>3</b>	<b>3,560</b>	<b>\$5,892</b>	<b>\$5,829</b>	<b>\$63</b>	<b>\$5,239</b>
Amusement and sporting goods	6	1,072	257	--	84	139	139	--	67
Automotive	18	30,065	1,893	--	460	935	929	6	1,184
Beer, wines and liquors	24	1,791	340	--	76	157	154	3	80
Chemicals and paints	5	1,796	275	--	105	199	199	--	174
Electrical goods	9	3,732	504	--	103	221	213	8	193
Farm products - consumer goods	10	1,944	217	1	48	85	83	2	9
Groceries and foods (specialty lines)	95	31,547	2,318	1	813	1,309	1,288	21	585
Jewelry and optical goods	6	469	200	--	84	121	121	--	57
Machinery, equipment and supplies	47	10,472	1,921	--	587	1,075	1,062	13	1,161
Metals and metal work (except scrap)	7	4,289	1,519	1	704	953	952	1	363
Plumbing and heating eqpt. and spls.	4	745	203	--	58	76	75	1	174
All other 5/	18	8,751	1,246	--	438	622	614	8	1,192
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	<b>59</b>	<b>32,521</b>	<b>1,871</b>	<b>2</b>	<b>406</b>	<b>846</b>	<b>835</b>	<b>11</b>	<b>--</b>
Amusement and sporting goods	4	1,665	306	--	104	155	155	--	--
Electrical goods	4	2,131	116	--	16	49	49	--	--
Lumber and construction materials	4	1,497	260	1	67	133	132	1	--
Machinery, equipment and supplies	19	5,129	422	--	95	215	206	9	--
Metals and metal work (except scrap)	8	12,476	160	--	34	86	86	--	--
Plumbing and heating eqpt. and spls.	5	861	87	--	20	40	39	1	--
All other 6/	15	8,762	520	1	70	168	168	--	--
<b>BULK TANK STATIONS</b>	<b>957</b>	<b>65,037</b>	<b>9,839</b>	<b>168</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>4,879</b>
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	<b>305</b>	<b>102,178</b>	<b>3,367</b>	<b>232</b>	<b>997</b>	<b>1,621</b>	<b>1,556</b>	<b>65</b>	<b>1,154</b>
Automotive	4	24	8	4	5	4	4	--	5
Chemicals and paints	3	8	2	3	1	2	2	--	--
Clothing and furnishings	5	245	7	5	2	1	1	--	1
Coal and coke	4	5,092	711	--	123	171	168	3	487
Electrical goods	12	434	71	9	27	57	56	1	21
Farm products - raw materials	33	37,372	817	20	245	391	378	13	126
Farm products - consumer goods	26	11,879	458	27	163	247	237	10	69
Farm supplies	5	1,395	66	2	15	34	33	1	--
Furniture and house furnishings	6	231	15	4	10	8	5	3	19
Groceries and foods (specialty lines)	48	33,440	543	32	148	328	321	7	314
Hardware	3	89	5	4	3	2	2	--	12
Lumber and construction materials	16	519	24	16	13	12	7	5	5
Machinery, equipment and supplies	72	3,858	370	49	139	242	225	17	73
Metals and metal work (except scrap)	8	1,137	40	8	10	20	20	--	1
Paper and its products	6	463	21	5	12	10	9	1	--
Plumbing and heating eqpt. and spls.	20	610	72	11	23	35	35	--	1
All other 7/	34	5,382	137	33	58	57	53	4	20
<b>ASSEMBLERS</b>	<b>610</b>	<b>49,048</b>	<b>3,650</b>	<b>497</b>	<b>1,524</b>	<b>1,523</b>	<b>1,365</b>	<b>158</b>	<b>2,206</b>
Farm products - raw materials	330	21,186	1,442	272	629	563	471	92	1,656
Farm products - consumer goods	232	26,617	2,047	170	787	874	817	57	465
Farm supplies	13	391	29	10	16	15	14	1	32
Groceries and foods (specialty lines)	27	443	102	40	77	54	47	7	37
All other	8	411	30	5	15	17	16	1	16

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$1,113,000.

3/ Includes 2 voluntary-group wholesalers and 1 exporter.

4/ Includes 9 auction companies and 1 export agent.

5/ Includes 2 establishments dealing in clothing and furnishings; 1 in dry goods (specialty lines); 3 in furniture and house furnishings; 2 in lumber and construction materials; 3 in paper and its products; 1 in petroleum and its products; and 6 in all other products.

6/ Includes 2 establishments dealing in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 2 in groceries and foods (specialty lines); 2 in paper and its products; 3 in tobacco and its products (except leaf); and 4 in all other products.

7/ Includes 1 establishment dealing in amusement and sporting goods; 2 in beer, wines and liquors; 2 in dry goods (specialty lines); 1 in jewelry and optical goods; 2 in petroleum and its products; and 26 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
STATE OF WYOMINGTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of operation and kind of business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time); Avg. for year	Pay Roll * (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	337	\$25,698	\$2,866	123	1/874	1/\$1,224	1/\$1,190	1/\$34	2/\$2,665
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	103	13,189	1,428	69	482	675	660	15	1,574
Wholesale merchants	86	11,849	1,328	57	454	644	630	14	1,358
Industrial distributors	5	1,078	64	2	11	17	17	--	210
Wagon distributors	1	262	36	10	17	14	13	1	6
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	13								
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	1	1,569	263	--	62	105	100	5	511
<b>BULK TANK STATIONS (PETROLEUM)</b>	152	7,189	977	10	1/	1/	1/	1/	450
Independent stations	16	804	108	10	32	64	62	2	29
Chain-operated stations	102	4,567	593	--	203	292	292	--	290
Commission stations	34	1,818	276	--	1/	1/	1/	1/	131
<b>AGENTS AND BROKERS</b>	9	638	30	5	19	14	12	2	1
Manufacturers' agents	3	17	1	3	--	--	--	--	--
Other agents 3/	6	621	29	2	19	14	12	2	1
<b>ASSEMBLERS</b>	59	3,113	168	39	76	74	64	10	129
Country buyers of farm products	27	837	48	27	17	14	8	6	19
Cooperative marketing associations	5	349	30	--	13	13	13	--	24
Elevators (grain)	21	1,905	90	7	45	47	43	4	86
All other 4/	6	22	--	5	1	--	--	--	--
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	103	13,189	1,428	69	482	675	660	15	1,574
Automotive	11	1,071	251	4	56	96	95	1	231
Beer, wines and liquore	14	1,687	112	10	39	58	57	1	114
Farm products - raw materials	6	338	50	5	19	24	21	3	23
Farm products - consumer goods	21	2,244	307	14	120	156	154	2	91
Groceries (full line)	11	5,183	490	--	168	240	238	2	750
Groceries and foods (specialty lines)	16	625	62	19	28	26	24	2	62
Machinery, equipment and supplies	7	1,082	64	3	11	17	17	--	211
Tobacco and its products (except leaf)	6	498	21	5	12	17	15	2	29
All other 5/	11	461	71	9	29	41	39	2	63
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS) and MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	14	1,569	263	--	62	105	100	5	511
Machinery, equipment and supplies	5	1,381	242	--	48	89	88	1	483
All other 6/	9	188	21	--	14	16	12	4	28
<b>BULK TANK STATIONS</b>	152	7,189	977	10	1/	1/	1/	1/	450
Petroleum and its products									
<b>AGENTS AND BROKERS</b>	9	638	30	5	19	14	12	2	1
Farm products - raw materials	3	447	10	2	11	5	3	2	1
All other 7/	3	191	20	3	8	9	9	--	--
<b>ASSEMBLERS</b>	59	3,113	168	39	76	74	64	10	129
Farm products - raw materials	45	2,863	151	29	65	66	60	6	129
All other 8/	14	250	17	10	11	8	4	4	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at \$100,000.

3/ Includes 2 brokers; 2 commission merchants; and 2 selling agents.

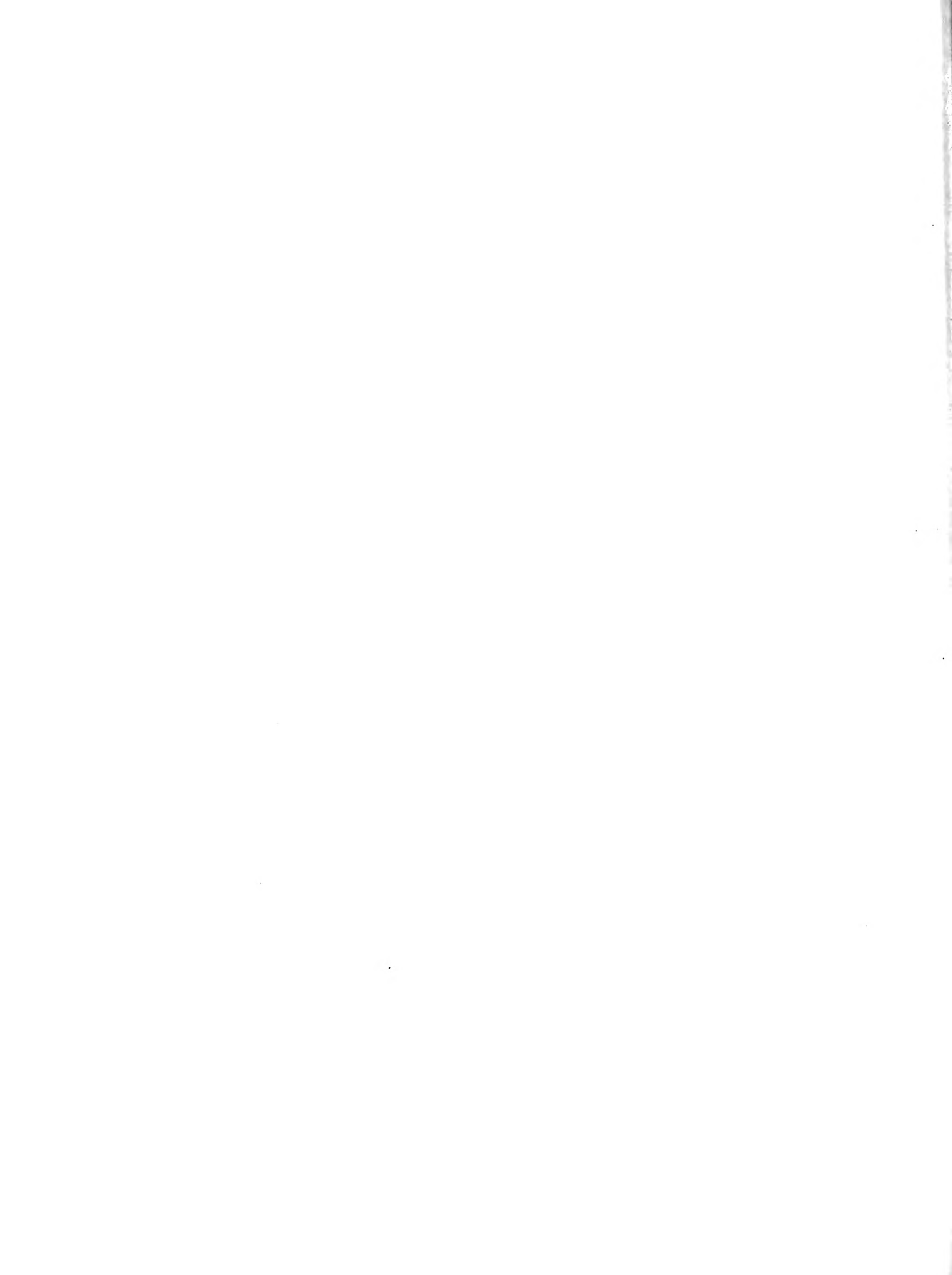
4/ Includes 5 cream stations and 1 pecker and shipper.

5/ Includes 1 establishment dealing in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in farm supplies; 2 in lumber and construction materials; 2 in metals and metal work (except scrap); 2 in waste materials; and 2 in all other products.

6/ Includes 8 establishments dealing in groceries and foods (specialty lines) and 1 in plumbing and heating equipment and supplies.

7/ Includes 1 establishment dealing in automotive products; 1 in coal and coke; 1 in farm products - consumer goods; 2 in machinery, equipment and supplies; and 1 in petroleum and its products.

8/ Includes 12 establishments dealing in farm products - consumer goods; 1 in farm supplies; and 1 in groceries and foods (specialty lines).





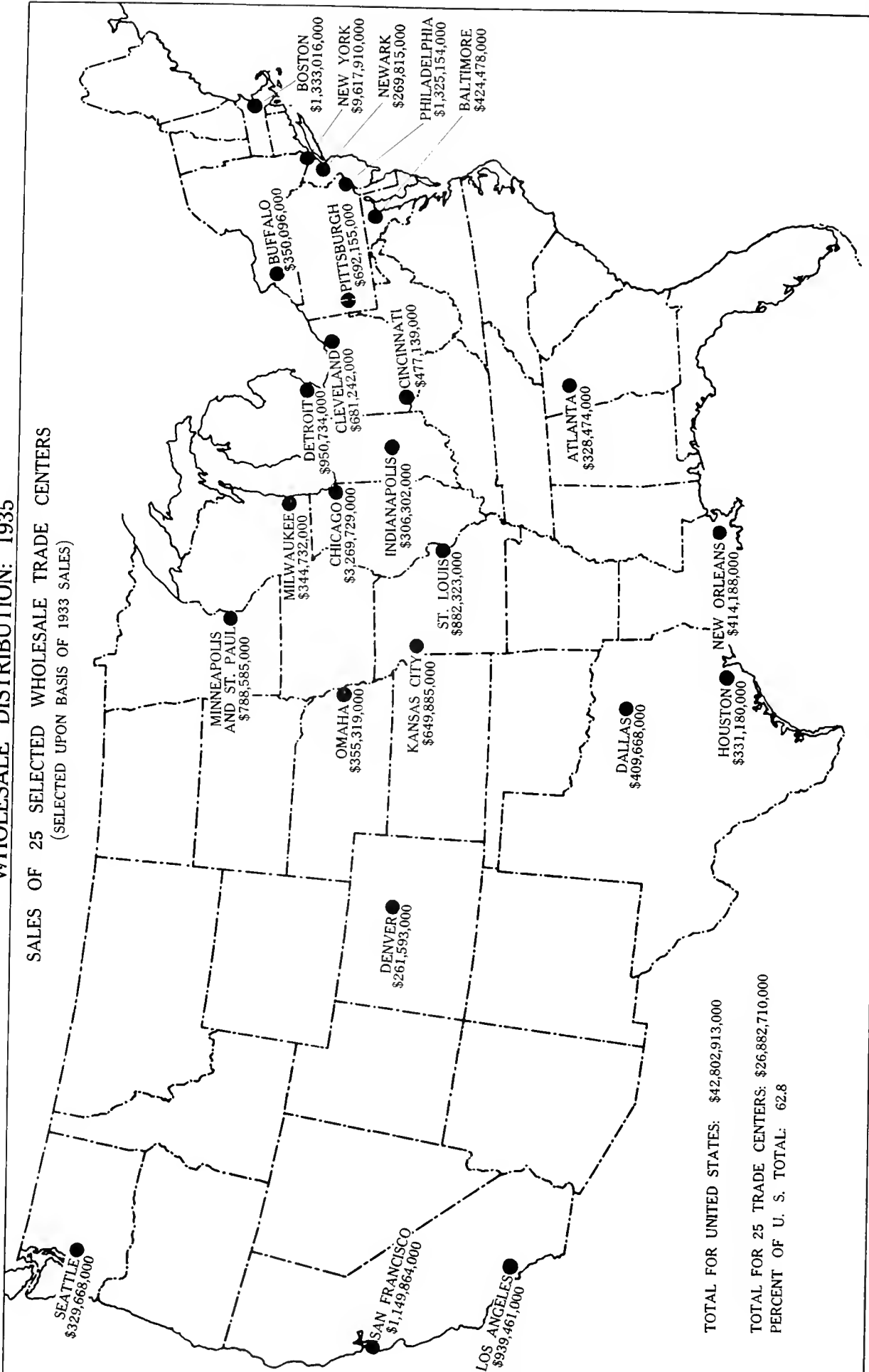
WHOLESALE DISTRIBUTION: 1935TWENTY-FIVE SELECTED CITIES

In the remaining pages of this volume, statistics are presented for 25 leading wholesale trade centers. Number of establishments, net sales, operating expenses, personnel, payroll and stocks are shown for each city; first by types of operation and then for each of 6 type-groups by kinds of business in detail. The 25 cities are:

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# WHOLESALE DISTRIBUTION: 1935

## SALES OF 25 SELECTED WHOLESALE TRADE CENTERS (SELECTED UPON BASIS OF 1933 SALES)



TOTAL FOR UNITED STATES: \$42,802,913,000

TOTAL FOR 25 TRADE CENTERS: \$26,882,710,000

PERCENT OF U. S. TOTAL: 62.8

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF ATLANTA, GEORGIATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	809	\$328,474	\$35,591	315	1/9,473	1/\$15,701	1/\$15,535	1/\$166	2/\$22,077
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	360	107,868	14,143	173	4,598	6,814	6,755	59	13,731
Wholesale merchants	327	93,030	12,644	158	4,235	6,257	6,199	58	12,243
Importers	3	2,329	250	--	18	45	45	--	170
Industrial distributors	5	1,698	366	2	108	182	182	--	323
Drop shippers or desk jobbers	6	1,322	68	5	20	31	31	--	--
Wagon distributors	14	1,234	244	8	108	133	132	1	52
All other 3/	5	8,255	571	--	109	166	166	--	943
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	170	108,699	13,750	1	3,318	5,932	5,869	63	7,151
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	99	49,232	5,270	--	846	1,762	1,740	22	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	16	7,175	1,003	1	1/	1/	1/	1/	395
Independent stations	3	749	121	1	26	51	50	1	17
Chain-operated stations	12	6,426	882	--	1/269	1/397	1/390	1/7	378
Commission stations	1								
<b>AGENTS AND BROKERS</b>	159	49,548	1,311	140	383	692	678	14	748
Brokers	38	31,993	432	37	96	240	239	1	152
Commission merchants	16	5,576	227	11	76	111	110	1	284
Manufacturers' agents	93	9,206	479	88	172	253	243	10	87
Other agents 4/	12	2,773	173	4	39	88	86	2	225
<b>ASSEMBLERS 5/</b>	5	5,952	114	--	33	53	53	--	52
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	360	107,868	14,143	173	4,598	6,814	6,755	59	13,731
Automotive	31	8,612	1,432	7	522	790	783	7	802
Automotive equipment	25	3,846	957	7	361	526	519	7	621
All other	6	4,766	475	--	161	264	264	--	181
Beer, Wine and Liquors	11	1,622	305	5	166	163	162	1	91
Beer and other fermented malt liquors	7	1,232	226	1	91	119	118	1	56
Wines and liquors	4	390	79	4	75	44	44	--	35
Chemicals and Paints	3	134	42	1	22	29	29	--	21
Clothing and Furnishings	18	2,767	304	5	108	174	170	4	219
Women's and children's	8	1,467	137	1	52	79	76	3	44
Shoes and other footwear	3	786	91	--	30	51	51	--	105
All other	7	514	76	4	26	44	43	1	70
Drugs (full line)	5	4,692	557	--	176	240	239	1	612
Drugs & Drug Sundries (specialty lines)	15	1,344	567	6	153	243	240	3	90
Drug specialties	4	150	50	3	34	29	28	1	19
Toilet articles and preparations	5	295	91	1	40	51	50	1	38
All other	6	899	426	2	79	163	162	1	33
Dry Goods (full line)	3	1,541	225	7	73	144	144	--	273
Dry Goods (specialty lines)	6								
Electrical Goods	19	6,951	1,064	6	319	552	550	2	922
Farm Products - raw materials	10	17,872	1,604	7	144	310	308	2	3,903
Cotton	6	17,410	1,560	4	124	291	289	2	3,882
All other	4	462	44	3	20	19	19	--	21
Farm Products - consumer goods	31	6,160	866	19	388	386	381	5	138
Dairy products	7	1,242	206	2	139	74	74	--	14
Fruits and vegetables (fresh)	21	5,556	516	16	191	261	257	4	101
All other	3	1,362	144	1	58	51	50	1	23
Farm Supplies	7	6,203	491	2	85	183	181	2	457
Seeds	3	217	57	--	24	27	26	1	19
All other	4	5,986	434	2	61	156	155	1	438

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF ATLANTA, GEORGIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses including pay roll  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries (full line)	14	\$5,517	\$346	7	144	\$202	\$201	\$1	\$568
Groceries and Foods (specialty lines)	41	8,457	1,220	28	471	640	636	4	1,162
Coffee, tea and spices	9	1,097	265	3	94	139	138	1	107
Confectionery	9	591	137	7	69	77	77	--	53
Fish and sea foods	3	450	75	3	39	44	44	--	2
Flour	3	2,740	419	1	107	172	170	2	764
Meats and meat products	3	1,448	101	6	63	66	66	--	27
Other food and grocery specialties	14	2,131	223	8	99	142	141	1	209
Hardware	5	4,369	547	2	238	314	314	--	871
Hardware (full line)	4	4,369	547	2	238	314	314	--	871
Hardware (specialty lines)	1								
Jewelry and Optical Goods	3	731	195	--	64	114	114	--	173
Lumber and Construction Materials	7	1,241	151	4	69	73	73	--	77
Lumber and millwork	4	859	57	3	25	33	33	--	55
All other	3	382	94	1	44	40	40	--	22
Machinery, Equipment and Supplies	42	4,910	1,206	26	388	667	665	2	948
Commercial machinery, eqpt. and apls.	6	620	171	2	58	93	91	2	95
Industrial equipment and supplies	5	761	160	4	58	105	105	--	271
Service equipment and supplies	16	1,091	354	10	101	171	171	--	185
Other machinery, equipment and supplies	15	2,438	521	10	171	298	298	--	397
Paper and Its Products	7	1,600	265	2	90	166	165	1	321
Wrapping or coarse paper and products	4	994	164	1	60	114	113	1	199
All other	3	606	101	1	30	52	52	--	122
Petroleum and Its Products	4	134	31	4	13	18	17	1	9
Plumbing and Heating Eqpt. and Spls.	8	951	191	5	65	118	118	--	146
Plumbing fixtures, eqpt. and spls.	4	604	113	1	36	79	79	--	76
All other	4	347	78	4	27	39	39	--	70
Tobacco and Its Products (except leaf)	4	5,383	283	4	76	112	112	--	225
Waste Materials	22	4,223	411	16	192	209	207	2	172
Iron and steel scrap	7	659	118	5	57	53	53	--	43
Waste paper, rags and rubber	10	3,231	244	7	60	121	120	1	89
All other	5	333	49	4	65	35	34	1	40
All Other 6/	44	10,454	1,840	10	632	967	946	21	1,531
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	170	108,699	13,750	1	3,318	5,932	5,869	63	7,151
Amusement and Sporting Goods	6	2,009	411	--	135	170	170	--	142
Clothing and Furnishings	4	607	125	--	48	91	90	1	82
Drugs & Drug Sundries (specialty lines)	6	1,733	396	--	94	225	225	--	229
Groceries and Foods (specialty lines)	28	39,978	4,129	--	896	1,437	1,427	10	1,296
Canned goods	5	3,803	391	--	81	176	174	2	217
Flour	4	1,220	109	--	28	46	46	--	188
Meats and meat products	6	12,306	833	--	371	437	429	8	429
Other food and grocery specialties	13	22,649	2,796	--	416	778	778	--	462
Machinery, Equipment and Supplies	47	10,245	2,100	--	659	1,198	1,184	14	1,559
Metals and Metal Work (except scrap)	4	2,594	321	--	65	101	100	1	119
All Other 7/	75	51,533	6,268	1	1,421	2,710	2,673	37	3,724
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	99	49,232	5,270	--	846	1,762	1,740	22	--
Amusement and Sporting Goods	4	2,627	430	--	152	221	221	--	--
Electrical Goods	8	1,776	171	--	33	81	81	--	--
Groceries and Foods (specialty lines)	5	4,662	1,504	--	72	181	181	--	--
Metals and Metal Work (except scrap)	14	7,726	364	--	72	202	202	--	--
Plumbing and Heating Eqpt. and Spls.	7	308	50	--	18	36	36	--	--
All Other 8/	61	32,133	2,751	--	499	1,041	1,019	22	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	16	7,175	1,003	1	1/	1/	1/	1/	395

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF ATLANTA, GEORGIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	159	\$49,548	\$1,311	140	383	\$692	\$678	\$14	\$748
Amusement and Sporting Goods	3	145	11	3	4	3	1	2	--
Automotive	9	886	51	7	25	29	28	1	46
Dry Goods (full line)	1	1,840	80	1	16	38	38	--	2
Dry Goods (specialty lines)	5								
Electrical Goods	17	1,967	83	19	25	36	35	1	15
Farm Products - raw materials	13	8,545	111	18	23	30	30	--	91
Farm Supplies	8	2,319	40	9	16	25	25	--	2
Groceries and Foods (specialty lines)	24	17,204	287	18	79	205	205	--	321
Lumber and Construction Materials	11	1,065	82	7	25	42	40	2	226
Waste Materials	4	958	57	3	10	20	19	1	22
All Other 9/	64	14,619	509	55	160	264	257	7	23
<b>ASSEMBLERS 10/</b>	5	5,952	114	--	33	53	53	--	52

\*Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).
- 2/ Includes stocks not owned but held on consignment valued at \$1,130,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; 1 exporter; and 2 retailer-cooperative warehouses.
- 4/ Includes 1 import agent and 11 selling agents.
- 5/ Includes 3 country buyers of farm products and 2 cooperative marketing associations.
- 6/ Includes 11 establishments dealing in amusement and sporting goods; 2 in coal and coke; 8 in furniture and house furnishings; 2 in general merchandise; 2 in metals and metal work (except scrap); and 19 in all other products.
- 7/ Includes 26 establishments dealing in automotive products; 3 in beer, wines and liquors; 9 in chemicals and paints; 2 in dry goods (specialty lines); 12 in electrical goods; 1 in farm supplies; 3 in furniture and house furnishings; 1 in jewelry and optical goods; 4 in lumber and construction materials; 3 in paper and its products; 1 in petroleum and its products; 5 in plumbing and heating equipment and supplies; and 5 in all other products.
- 8/ Includes 2 establishments dealing in automotive products; 2 in chemicals and paints; 1 in clothing and furnishings; 3 in dry goods (specialty lines); 3 in farm supplies; 2 in furniture and house furnishings; 2 in hardware; 9 in lumber and construction materials; 26 in machinery, equipment and supplies; 4 in paper and its products; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 4 in all other products.
- 9/ Includes 2 establishments dealing in chemicals and paints; 1 in clothing and furnishings; 3 in coal and coke; 1 in drugs and drug sundries (specialty lines); 7 in farm products - consumer goods; 1 in furniture and house furnishings; 2 in hardware; 1 in jewelry and optical goods; 26 in machinery, equipment and supplies; 3 in metals and metal work (except scrap); 4 in paper and its products; 7 in plumbing and heating equipment and supplies; and 6 in all other products.
- 10/ Includes 3 establishments dealing in farm products - raw materials; 1 in farm products - consumer goods; and 1 in farm supplies.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BALTIMORE, MARYLANDTABLE 1. - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,622	\$424,478	\$44,298	1,176	15,072	\$22,006	\$21,661	\$345	<sup>1/</sup> 327,825
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	1,171	179,629	24,830	944	9,877	13,470	13,217	253	18,862
Wholesale merchants	1,093	159,619	22,191	899	9,140	12,237	11,996	241	17,342
Importers	14	6,073	1,391	5	243	457	457	--	305
Industrial distributors	6	2,006	354	4	151	243	241	2	292
Drop shippers or desk jobbers	20	3,370	278	8	73	169	166	3	36
Retailer-cooperative warehouses	3	5,138	232	--	110	145	139	6	664
Wagon distributors	31	2,591	285	26	134	165	164	1	89
All other <sup>2/</sup>	4	932	99	2	26	54	54	--	134
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	126	97,632	11,363	3	3,017	4,962	4,916	46	5,676
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	48	48,000	2,387	1	370	984	983	1	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	24	27,392	3,294	3	948	1,232	1,213	19	2,563
Independent stations	9	3,772	257	3	70	155	152	3	199
Chain-operated stations	15	23,620	3,037	--	878	1,077	1,061	16	2,364
<b>AGENTS AND BROKERS</b>	237	63,666	1,994	213	638	1,065	1,063	22	585
Brokers	52	20,855	362	51	106	214	212	2	171
Commission merchants	70	19,106	843	66	298	446	439	7	214
Manufacturers' agents	78	7,060	265	72	100	148	141	7	47
Selling agents	31	11,865	415	18	78	197	197	--	153
Other agents <sup>3/</sup>	6	4,780	109	6	56	80	74	6	--
<b>ASSEMBLERS</b>	16	8,159	430	13	222	273	269	4	139
Country buyers of farm products	3	1,602	24	3	3	11	11	--	133
Cooperative marketing associations	6	4,846	133	--	41	72	71	1	--
Peckers and shippers	7	1,711	273	9	178	190	187	3	6
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESALE</b>	1,171	179,629	24,830	944	9,877	13,470	13,217	253	18,862
Amusement and Sporting Goods	16	1,084	233	12	87	116	114	2	165
Toys, novelties and fireworks	10	537	126	9	58	73	73	--	88
All other	6	547	107	3	29	43	41	2	77
Automotive	42	2,927	752	35	316	449	442	7	538
Automotive equipment	35	2,146	609	29	270	387	385	2	422
All other	7	781	143	6	46	62	57	5	116
Beer, Wines and Liquors	40	12,858	1,955	17	568	808	793	15	1,068
Beer and other fermented malt liquors	6	139	26	3	14	12	11	1	3
Wines and liquors	34	12,719	1,929	14	554	796	782	14	1,065
Chemicals and Paints	21	2,127	367	17	111	168	166	2	251
Clothing and Furnishings	100	8,679	1,094	104	410	586	583	3	1,063
Clothing and/or furnishings (full line)	18	1,836	213	22	80	88	87	1	301
Men's and boys'	38	1,606	184	45	89	95	95	--	162
Women's and children's	18	901	148	14	56	64	62	2	57
Hosiery	6	164	21	6	14	13	13	--	16
Millinery and millinery supplies	6	299	51	7	22	23	23	--	45
Shoes and other footwear	14	3,873	477	10	149	303	303	--	482
Drugs (full line)	3	3,278	279	2	123	190	190	--	142
Dry Goods (full line)	2	7,231	1,020	39	373	580	580	--	1,230
Dry Goods (specialty lines)	44								
Electrical Goods	32	7,038	1,216	14	382	683	682	1	883
Radios, refrigerators and appliances	15	3,479	705	8	196	402	401	1	351
All other	17	3,559	511	6	186	281	281	--	532
Farm Products - raw materials	13	3,596	206	14	95	124	91	33	283
Grain	5	1,818	45	8	22	26	26	--	46
Tobacco (leaf)	4	913	92	2	44	49	49	--	184
All other	4	865	69	4	29	49	16	33	53

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BALTIMORE, MARYLANDTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continusd)</b>									
Farm Products - consumer goods	133	\$15,812	\$1,331	134	546	\$652	\$640	\$12	\$269
Dairy products	9	1,019	142	7	46	64	63	1	13
Poultry and poultry products	19	878	74	14	57	42	41	1	8
Fruits and vegetables (fresh)	90	9,648	811	101	332	387	383	4	154
All other	15	4,267	304	12	121	159	153	6	94
Farm Supplies	17	4,159	505	9	165	246	245	1	538
Seeds	7	2,050	275	2	126	192	192	--	300
All other	10	2,109	230	7	39	54	53	1	38
Groceries (full line)	13	13,967	885	12	405	520	507	13	2,162
Groceries and Foods (specialty lines)	211	24,994	3,287	182	1,559	1,916	1,889	27	1,182
Confectionery	33	2,049	324	25	161	183	180	3	130
Fish and sea foods	60	4,811	581	64	365	353	343	10	33
Flour	3	887	74	2	21	36	36	--	33
Meats and meat products	25	6,264	533	10	235	320	315	5	159
All other	90	10,983	1,775	81	777	1,024	1,015	9	827
Hardware	16	1,567	320	13	129	156	156	--	135
Hardware (full line)	4	741	160	3	65	85	85	--	110
Hardware (specialty lines)	12	826	160	10	64	71	71	--	25
Jewelry and Optical Goods	16	3,189	398	23	138	189	185	4	491
Jewelry (full line)	4	935	101	7	34	40	36	4	198
All other	12	2,254	297	16	104	149	149	--	293
Lumber and Construction Materials	40	6,151	988	22	392	601	589	12	934
Builders' supplies (full line)	6	940	235	5	83	137	136	1	90
Lumber and millwork	25	4,658	644	12	261	404	394	10	786
All other	9	553	109	5	48	60	59	1	58
Machinery, Equipment and Supplies	103	9,425	2,117	57	804	1,262	1,230	32	1,517
Commercial mchnry., eqpt. and spls.	16	854	256	11	108	158	150	8	137
Service equipment and supplies									
Laundry	4	735	160	1	44	81	80	1	92
Upholsterers'	7	440	92	3	36	55	55	--	103
All other	20	1,081	343	10	120	191	189	2	153
Other machinery, equipment and supplies	56	6,315	1,266	32	496	777	756	21	1,032
Paper and Its Products	44	5,862	1,007	28	329	517	513	4	681
Wrapping or coarse paper and products	28	4,138	695	19	229	369	365	4	492
Fine or printing and writing paper	3	994	133	1	30	65	65	--	67
Stationery and stationery supplies	3	127	18	4	8	9	9	--	20
Wall paper	10	603	161	4	62	74	74	--	102
Petroleum and Its Products	6	244	59	6	27	30	25	5	3
Plumbing and Heating Equipment and Spls.	29	4,233	899	12	388	606	602	4	789
Plumbing and heating (full line)	6	871	163	2	61	81	81	--	125
All other	23	3,362	736	10	327	525	521	4	664
Tobacco and Its Products (except leaf)	29	10,373	743	28	283	378	375	3	690
Waste Materials	61	4,722	776	55	581	429	393	36	289
Iron and eteel scrap	14	1,711	330	7	191	156	141	15	154
Junk and scrap (full line)	12	464	79	15	54	46	45	1	38
All other	35	2,547	369	33	336	227	207	20	97
All Other 4/	140	26,113	4,391	109	1,666	2,264	2,227	37	3,759
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	126	97,632	11,363	3	3,017	4,962	4,916	46	5,676
Amusement and Sporting Goods	4	1,055	211	--	67	136	136	--	169
Automotive	9	21,823	1,107	--	327	597	596	1	657
Automobiles and other motor vehicles	4	18,650	711	--	223	387	386	1	401
All other	5	3,143	396	--	104	210	210	--	256
Beer, Wines and Liquore	6	7,906	1,976	--	87	201	201	--	18

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BALTIMORE, MARYLANDTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS) (continued)									
Chemicals and Paints	8	\$1,381	\$228	--	48	\$103	\$102	\$1	\$139
Paints and varnishes	4	696	143	--	25	56	55	1	72
All other	4	685	85	--	23	47	47	--	67
Drugs and Drug Sundries (specialty lines)	5	1,895	519	--	143	256	256	--	237
Electrical Goods	4	580	126	--	21	48	47	1	82
Farm Supplies	4	5,382	771	--	169	311	307	4	545
Fertilizer	4	5,382	771	--	169	311	307	4	545
Groceries and Foods (specialty lines)	25	41,608	3,279	--	783	1,330	1,329	1	1,711
Canned goods	4	2,815	237	--	88	166	166	--	244
Meats and meat products	4	9,938	567	--	225	339	338	1	323
All other	17	28,855	2,475	--	470	825	825	--	1,144
Plumbing and Heating Equipment and Spls.	7	1,174	233	--	73	114	109	5	186
All Other 5/	54	14,838	2,913	3	1,299	1,866	1,833	33	1,932
<u>MANUFACTURERS' SALES OFFICES</u> (WITHOUT STOCKS)									
Machinery, Equipment and Supplies	14	13,586	431	--	76	242	242	--	--
Metals and Metal Work (except scrap)	8	16,696	463	--	93	214	214	--	--
All Other 6/	26	17,718	1,493	1	201	528	527	1	--
<u>BULK TANK STATIONS</u>									
Petroleum and Its Products	24	27,392	3,294	3	948	1,232	1,213	19	2,563
<u>AGENTS AND BROKERS</u>									
Automotive	4	108	15	2	7	10	10	--	37
Chemicals and Paints	5	2,515	63	4	22	34	34	--	1
Clothing and Furnishings	12	545	24	14	10	9	9	--	--
Women's and children's	6	345	13	7	7	7	7	--	--
All other	6	197	11	7	3	2	2	--	--
Coal and Coke	15	6,431	282	8	47	109	109	--	152
Dry Goods (specialty lines)	22	5,113	51	17	13	34	34	--	6
Piece goods	19	4,977	49	14	12	34	34	--	6
All other	3	136	2	3	1	--	--	--	--
Farm Products - raw materials	16	8,166	135	20	31	60	59	1	119
Grain	6	3,406	53	5	12	28	28	--	81
Tobacco (leaf)	7	4,434	55	12	15	29	29	--	37
All other	3	326	27	3	4	3	2	1	1
Farm Products - consumer goods	57	16,660	777	49	307	441	430	11	86
Poultry and poultry products	11	2,051	89	11	38	56	56	--	2
Fruits and vegetables (fresh)	40	12,355	641	34	248	360	350	10	60
All other	6	2,254	47	4	21	25	24	1	24
Furniture and House Furnishings	8	369	7	7	6	4	4	--	--
House furnishings (except as specified)	3	258	3	2	2	1	1	--	--
All other	5	111	4	5	4	3	3	--	--
Groceries and Foods (specialty lines)	34	16,042	287	33	87	183	181	2	166
Canned goods	10	4,333	99	9	28	76	76	--	82
Flour	3	455	7	2	2	3	3	--	--
All other	21	11,254	181	22	57	104	102	2	84
Hardware	4	1,314	42	4	7	22	22	--	--
Lumber and Construction Materials	9	712	61	7	18	29	25	4	--
Lumber and millwork	5	523	43	3	9	18	16	--	--
All other	4	189	18	4	9	11	7	4	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF BALTIMORE, MARYLAND

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Machinery, Equipment and Supplies	19	\$777	\$65	17	20	\$36	\$33	\$3	\$3
Commercial machinery, eqpt. and spls.	3	106	6	2	3	5	5	--	--
Industrial machinery									
Power plant	3	249	30	3	7	16	13	3	1
All other	4	126	14	3	3	6	6	--	1
Transportation equipment and supplies									
Boats (including motor, sail and steam)	3	98	8	2	4	6	6	--	--
Other machinery, equipment and supplies	6	198	7	7	3	3	3	--	1
Paper and Its Products	3	920	41	3	15	31	31	--	--
Plumbing and Heating Eqpt. and Spls.	3	140	3	4	1	--	--	--	--
All Other 7/	26	3,854	141	24	47	83	62	1	15
<b>ASSEMBLERS</b>	16	8,159	430	12	222	273	269	4	139
Farm Products - raw materials	6	4,912	133	3	31	64	64	--	133
Farm Products - consumer goods	4	1,586	50	--	20	42	41	1	--
Groceries and Foods (specialty lines)	6	1,661	247	9	171	167	164	3	6

\*Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Includes stocks not owned but held on consignment valued at \$512,000.

2/ Includes 1 converter; 2 exporters; and 1 mail-order wholesaler

3/ Includes 2 auction companies; 2 export agents; 1 import agent; and 1 other agent

4/ Includes 21 establishments dealing in coal and coke; 22 in drugs and drug sundries (specialty lines); 21 in furniture and house furnishings; 2 in general merchandise; 24 in metals and metal work (except scrap); and 50 in all other products

5/ Includes 3 establishments dealing in clothing and furnishings; 3 in dry goods (specialty lines); 3 in furniture and house furnishings; 1 in jewelry and optical goods; 7 in lumber and construction materials; 21 in machinery, equipment and supplies; 1 in metals and metal work (except scrap); 2 in paper and its products; 1 in petroleum and its products; and 2 in all other products

6/ Includes 2 establishments dealing in beer, wines and liquors; 2 in chemicals and paints; 2 in dry goods (specialty lines); 5 in electrical goods; 1 in farm supplies; 2 in groceries and foods (specialty lines); 3 in lumber and construction materials; 2 in paper and its products; 2 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 4 in all other products.

7/ Includes 2 establishments dealing in amusement and sporting goods; 1 in drugs and drug sundries (specialty lines); 3 in electrical goods; 9 in farm supplies; 1 in general merchandise; 2 in jewelry and optical goods; 1 in metals and metal work (except scrap); 1 in tobacco and its products (except leaf); and 6 in all other products.

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935 CITY OF BOSTON, MASSACHUSETTS								
		TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS								
		Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)		
Total	Full-time							Part-time		
TOTALS, 1935:		3,330	\$1,333,016	\$114,518	1,852	1/ 32,334	1/ \$60,753	1/ \$59,916	1/ \$837	2/ \$87,426
FULL-SERVICE AND LIMITED-FUNCTION #WHOLESALE		1,969	634,146	65,643	1,152	20,917	36,062	35,464	598	62,603
Wholesale merchants		1,823	585,975	61,046	1,082	19,420	33,277	32,744	533	58,215
Voluntary-group wholesalers		3	1,836	306	--	107	183	183	--	349
Converters		15	7,007	698	8	170	390	390	--	944
Importers		59	18,592	1,662	34	645	1,001	950	51	2,083
Industrial distributors		20	4,361	962	3	312	672	663	9	722
Drop shippers or desk jobbers		28	13,137	680	10	135	371	366	5	12
Retailer-cooperative warehouses		4	2,401	128	--	68	84	84	--	209
Wagon distributors		12	658	135	10	54	76	76	--	51
All other 3/		5	179	26	5	6	8	8	--	18
MANUFACTURERS' SALES BRANCHES (With stocks)		324	241,811	28,511	6	6,834	14,985	14,883	102	17,045
MANUFACTURERS' SALES OFFICES (Without stocks)		190	96,786	7,401	6	1,552	3,702	3,690	12	--
BULK TANK STATIONS (PETROLEUM)		20	28,657	2,049	5	1/	1/	1/	1/	2,651
Independent stations		4	285	83	3	16	43	43	--	16
Chain-operated stations		15	28,372	1,966	2	1/ 443	1/ 736	1/ 708	1/ 28	2,635
Commission stations		1								
AGENTS AND BROKERS		810	302,184	8,639	676	2,001	4,361	4,299	62	4,902
Brokers		151	109,240	1,499	127	374	842	833	9	409
Commission merchants		164	110,240	3,699	137	757	1,835	1,821	14	3,449
Export agents		4	510	19	6	3	3	3	--	1
Import agents		16	8,910	168	14	41	78	78	--	236
Manufacturers' agents		405	35,825	1,784	351	576	953	923	30	291
Other agents 4/		70	37,459	1,470	41	250	650	641	9	516
ASSEMBLERS		17	29,432	2,275	7	571	864	829	35	225
Country buyers of farm products		2	33	10	2	2	2	2	--	1
Cooperative marketing associations		6	26,946	1,823	--	246	513	513	--	204
Packers and shippers		9	2,453	442	5	323	349	314	35	20
BY KINDS OF BUSINESS:										
FULL-SERVICE AND LIMITED-FUNCTION #WHOLESALE		1,969	634,146	65,643	1,152	20,917	36,062	35,464	598	62,603
Amusement and Sporting Goods		33	2,953	565	19	213	309	297	12	313
Moving picture films		11	865	157	5	59	99	93	6	4
Toys, novelties and fireworks		12	900	172	7	71	87	85	2	157
All other		10	1,188	236	7	83	123	119	4	152
Automotive		71	23,711	3,012	27	1,243	1,790	1,788	2	2,174
Automobiles and other motor vehicles		9	16,624	1,316	1	594	782	782	--	940
Automotive equipment		54	5,963	1,404	25	558	859	857	2	1,038
Tires and tubes		8	1,124	292	1	91	149	149	--	196
Beer, Wines and Liquors		65	25,336	3,514	19	1,073	1,778	1,765	13	1,921
Beer and other fermented malt liquors		14	3,888	578	6	162	284	282	2	91
Wines and liquore		51	21,448	2,936	13	911	1,494	1,483	11	1,830
Chemicals and Paints		44	10,576	1,607	16	396	743	740	3	894
Industrial chemicals		11	4,765	609	2	145	250	250	--	373
Paints and varnishes		17	1,964	346	7	111	196	196	--	217
All other		16	3,847	652	7	140	297	294	3	304
Clothing and Furnishings		220	36,010	4,653	149	1,326	2,502	2,476	26	4,064
Clothing and/or furnishings (full line)		17	2,523	356	16	115	200	197	3	268
Men's and boys'		56	7,033	1,065	28	330	620	617	3	1,063
Women's and children's		53	6,663	750	32	235	413	406	7	352
Millinery and millinery supplies		6	818	190	1	76	105	105	--	15
Shoes and other footwear		80	18,052	2,166	62	541	1,112	1,100	12	2,214
All other		8	921	126	10	29	52	51	1	152
Coal and Coke		23	58,130	2,166	6	488	1,047	1,005	42	2,131

(Continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF BOSTON, MASSACHUSETTS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Drugs (full line)	4	\$13,538	\$1,265	--	540	\$709	\$708	\$1	\$2,069
Drugs and Drug Sundries (specialty lines)	20	923	163	10	76	94	91	3	59
Drug specialties	5	160	29	4	10	14	14	--	9
Patent medicines	3	307	34	2	11	11	11	--	22
Toilet articles and preparations	6	129	55	3	30	38	35	3	17
All other	6	327	45	1	25	31	31	--	11
Dry Goods (full line)	2								
Dry Goods (specialty lines)	103	17,640	2,184	70	644	1,201	1,191	10	2,247
Electrical Goods	51	15,986	2,905	21	947	1,527	1,507	20	1,684
Electrical merchandise (full line)	8	6,683	1,231	--	421	649	649	--	893
Apparatus and equipment	5	373	125	4	39	67	65	2	110
Wiring supplies and construction material	22	2,168	435	12	156	224	222	2	252
Radioes, refrigerators and appliances	16	6,762	1,114	5	331	587	571	16	429
Farm Products - raw materials	68	120,374	5,457	41	901	2,543	2,511	32	16,815
Cotton	7	17,752	406	5	104	256	256	--	1,003
Grain	3	3,313	120	1	29	79	79	--	73
Tobacco (leaf)	5	731	172	1	19	100	100	--	458
Wool and mohair	40	96,555	4,533	29	677	1,989	1,969	20	15,148
All other	13	2,023	226	5	72	119	107	12	133
Farm Products - consumer goods	199	65,701	4,869	157	1,597	2,744	2,620	124	1,897
Dairy products	7	1,901	147	3	41	83	83	--	23
Poultry and poultry products	24	7,327	466	9	136	281	271	10	293
Dairy and poultry products	27	21,166	1,304	10	355	753	753	--	1,096
Fruits and vegetables (fresh)	141	35,307	2,952	135	1,054	1,627	1,513	114	485
Farm Supplies	4	841	122	1	31	58	53	5	91
Furniture and House Furnishings	70	11,551	2,177	51	740	1,163	1,129	35	2,478
China, glassware and crockery	6	1,529	419	5	170	257	256	1	305
Furniture (household and office)	14	1,654	290	11	87	137	135	2	201
House furnishings (except as specified)	25	4,272	771	21	273	394	366	28	927
All other	25	4,096	697	14	210	375	371	4	1,045
Groceries (full line)	25	27,113	3,683	1	1,479	2,204	2,203	1	3,735
Groceries and Foods (specialty lines)	275	69,652	8,908	174	2,964	4,961	4,864	97	3,734
Canned goods	4	409	28	3	12	18	18	--	29
Coffee, tea and spices	35	12,352	1,610	21	710	962	941	21	1,463
Confectionary	11	962	85	8	44	49	47	2	24
Fish and sea foods	53	13,903	2,571	14	826	1,479	1,428	51	472
Flour	7	863	81	1	26	46	44	2	22
Meats and meat products	106	30,917	3,339	82	964	1,739	1,725	14	677
Soft drinks	3	213	26	1	8	17	17	--	--
Other food and grocery specialties	57	10,033	1,168	44	374	651	644	7	1,047
Hardware	17	2,582	519	9	198	328	324	4	626
Hardware (full line)	3	1,806	337	--	118	205	205	2	411
Hardware (specialty lines)	14	776	181	9	80	123	121	2	215
Jewelry and Optical Goods	59	5,330	926	49	327	543	538	5	1,596
Jewelry (full line)	11	2,979	364	12	105	220	220	--	882
Diamonds and other precious stones	7	415	76	2	24	52	51	1	140
Optical goods	9	879	271	7	114	152	151	1	190
All other	32	1,057	215	28	84	119	116	3	384
Lumber and Construction Materials	27	10,774	2,075	14	630	1,059	1,020	39	1,239
Lumber and millwork	18	8,921	1,624	8	467	791	786	5	1,034
Glass	4	479	196	6	82	114	112	2	119
All other	5	1,374	265	--	81	154	122	32	86
Machinery, Equipment and Supplies	184	18,302	4,121	80	1,503	2,633	2,574	59	2,749
Commercial mchnry., eqpt. and spla.									
Store, restaurant and hotel	14	950	256	12	77	160	158	2	182
All other	5	444	83	1	33	48	42	6	23

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF BOSTON, MASSACHUSETTS

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
Machinery, Equipment and Sppls.(continued)									
Industrial equipment and supplies									
Industrial (full line)	3	\$1,243	\$241	--	84	\$211	\$211	--	\$231
All other	49	5,405	1,076	16	412	680	646	\$34	770
Industrial machinery									
Construction (including road building)	5	909	201	1	79	146	140	6	94
Textiles	3	469	107	2	43	71	71	--	122
Used machinery and equipment	4	213	56	2	16	18	18	--	37
All other	16	1,146	242	12	68	142	138	4	149
Professional equipment and supplies									
Dental	9	1,328	353	4	143	250	249	1	319
All other	10	1,702	363	2	141	223	221	2	213
Service equipment and supplies									
Barber and beauty parlor	11	1,130	346	8	124	220	218	2	130
All other	40	2,601	624	15	225	369	368	1	340
Other machinery equipment and supplies	15	762	173	5	58	95	94	1	139
Metals and Metal Work (except scrap)	20	3,542	808	3	270	475	474	1	944
Iron and steel (except structural)	11	2,524	567	1	180	324	324	--	727
All other	9	1,018	241	2	90	151	150	1	217
Paper and Its Products	85	13,228	2,727	40	1,041	1,702	1,689	13	1,732
Wrapping or coarse paper and products	42	8,535	1,601	14	630	1,029	1,026	3	1,040
Fine or printing and writing paper	6	2,716	603	1	200	368	364	4	364
Stationery and stationery supplies	25	1,395	329	18	138	208	207	1	204
Wall paper	12	582	194	7	73	97	92	5	124
Petroleum and Its Products	6	712	87	1	24	32	30	2	43
Plumbing and Heating Equipment and Sppls.	35	5,265	1,160	10	406	688	682	6	1,071
Plumbing and heating (full line)	10	2,089	448	2	144	250	249	1	406
Plumbing fixtures, equipment and sppls.	17	1,829	364	4	154	207	203	4	310
All other	8	1,347	348	4	138	231	230	1	355
Tobacco and Its Products (except leaf)	29	18,697	769	18	277	514	510	4	705
Waste Materials	64	13,520	1,472	53	533	743	719	24	1,470
Iron and steel scrap	7	775	134	5	45	69	68	1	31
Junk and scrap (full line)	13	245	54	15	35	35	32	3	13
Waste paper, rags and rubber	37	11,464	1,153	28	407	568	548	20	1,384
Nonferrous metals	7	1,034	131	5	46	71	71	--	42
All Other	165	42,059	3,750	113	1,050	1,972	1,957	15	4,122
Books, periodicals and newspapers	6	1,766	366	3	164	227	226	1	130
Flowers and nursery stock	17	1,196	212	11	68	121	119	2	31
Forest products (except lumber)	11	372	65	7	36	42	41	1	28
Leather and leather goods	96	29,513	2,317	65	538	1,160	1,154	6	3,396
Textiles and materials other than dry goods	7	1,101	214	7	73	122	118	4	278
Miscellaneous kinds of business 5/	28	8,111	576	20	171	300	299	1	259
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	<b>324</b>	<b>241,811</b>	<b>28,511</b>	<b>6</b>	<b>6,834</b>	<b>14,985</b>	<b>14,883</b>	<b>102</b>	<b>17,045</b>
Automotive	25	28,571	2,545	--	801	1,416	1,414	2	2,033
Automobile and other motor vehicles	9	18,367	1,200	--	415	752	752	--	901
Automotive equipment	8	1,038	202	--	60	106	106	--	106
Tires and tubes	8	9,166	1,143	--	326	558	556	2	1,026
Beer, Wines and Liquors	6	8,588	622	--	84	202	202	--	403
Wines and liquore	6	8,588	622	--	84	202	202	--	403
Chemicals and Paints	37	20,641	3,719	1	490	1,376	1,369	7	1,426
Dyestuffs	7	5,697	657	--	93	397	397	--	304
Paints and varnishes	12	3,980	1,097	--	217	428	422	6	628
All other	18	10,964	1,965	1	180	551	550	1	494
Drugs and Drug Sundries (specialty lines)	8	1,771	360	--	98	223	223	--	170
Dry Goods (specialty lines)	9	4,996	350	1	112	224	224	--	409

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BOSTON, MASSACHUSETTSTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)(continued)</b>									
Electrical Goods	17	\$15,759	\$1,705	--	419	\$947	\$947	--	\$665
Apparatus and equipment	7	7,598	875	--	228	496	496	--	152
Wiring supplies and construction materials	5	2,268	286	--	53	134	134	--	221
All other	5	5,893	544	--	138	317	317	--	192
Farm Products - consumer goods	4	1,221	335	--	53	86	86	--	57
Groceries and Foods (specialty lines)	34	70,427	4,906	--	957	1,927	1,902	\$25	1,908
Canned goods	6	7,727	646	--	85	298	296	2	332
Meats and meat products	10	23,854	1,143	--	379	597	594	3	474
All other	18	38,846	3,117	--	493	1,032	1,012	20	1,102
Jewelry and Optical Goods	4	903	364	--	111	170	170	--	168
Optical goods	4	903	364	--	111	170	170	--	168
Machinery, Equipment and Supplies	87	29,216	7,465	--	2,077	5,171	5,136	35	2,936
Commercial mchnry., eqpt. and spls. Office (except furniture)	15	4,322	1,535	--	547	1,225	1,221	4	468
Store, restaurant and hotel	6	607	114	--	43	82	57	25	30
Farm and dairy machinery and equipment	4	1,961	404	--	84	152	152	--	220
Industrial equipment and supplies	4	777	128	--	37	74	74	--	98
Belting, hose and packing	21	4,975	859	--	276	487	482	5	587
All other	37	16,574	4,425	--	1,090	3,151	3,150	1	1,533
Other machinery equipment and supplies									
Metals and Metal Work (except scrap)	7	5,054	608	--	181	328	326	2	752
Paper and Its Products	10	5,017	203	--	65	113	113	--	49
Wrapping or coarse paper and products	5	4,757	99	--	27	51	51	--	16
All other	5	260	104	--	38	62	62	--	33
Plumbing and Heating Equipment and Spls.	16	4,758	1,096	--	290	492	489	3	1,010
Heating (including stoves and ranges)	7	2,083	522	--	120	221	221	--	511
Plumbing fixtures, equipment and spls.	4	1,683	401	--	143	213	211	2	339
All other	5	992	173	--	27	58	57	1	160
All Other	60	44,889	4,233	4	1,096	2,310	2,282	28	5,159
Leather and leather goods	14	26,521	1,309	--	253	676	675	1	3,522
Miscellaneous kinds of business 6/	46	18,368	2,924	4	843	1,634	1,607	27	1,637
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
	190	96,786	7,401	6	1,552	3,702	3,690	12	--
Amusement and Sporting Goods	5	6,020	577	--	188	299	299	--	--
Electrical Goods	7	2,012	89	--	20	58	58	--	--
Furniture and House Furnishings	7	3,070	169	1	29	79	79	--	--
Lumber and Construction Materials	15	5,248	852	1	207	433	433	--	--
Machinery, Equipment and Supplies	50	10,143	984	--	244	627	621	6	--
Paper and Its Products	12	4,803	226	--	60	171	171	--	--
Plumbing and Heating Equipment and Spls.	9	1,360	188	--	52	140	140	--	--
All Other 7/	85	64,130	4,316	4	752	1,895	1,889	6	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	20	28,657	2,049	5	1/	1/	1/	1/	2,651
<b>AGENTS AND BROKERS</b>									
	810	302,184	8,639	676	2,001	4,361	4,299	62	4,902
Amusement and Sporting Goods	9	459	33	9	13	19	19	--	--
Toys, novelties and fireworks	9	459	33	9	13	19	19	--	--
Automotive	5	422	28	6	11	12	12	--	14
Clothing and Furnishings	100	8,497	216	94	50	72	70	2	53
Clothing and/or furnishings (full line)	6	813	15	5	7	11	11	--	--
Men's and boys'	18	881	28	18	5	9	9	--	1
Women's and children's	46	3,140	83	45	18	19	17	2	10
Furs, dressed and fur clothing	11	1,012	49	9	11	17	17	--	41
Shoes and other footwear	11	2,076	29	9	6	12	12	--	1
All other	8	575	12	8	3	4	4	--	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF BOSTON, MASSACHUSETTS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Drugs and Drug Sundries (specialty lines)	3	\$51	\$9	3	7	\$5	\$4	\$1	\$1
Dry Goods (specialty lines)	98	25,248	673	86	106	345	345	--	129
Notions	10	1,142	55	9	15	17	17	--	107
Piece goods	83	23,764	606	72	89	323	323	--	22
All other	5	342	12	5	2	5	5	--	--
Farm Products - raw materials	108	106,151	1,737	116	262	709	705	4	2,936
Cotton	14	23,438	294	14	53	135	134	1	621
Grain	15	10,943	83	19	17	28	28	--	--
Hides, skins and furs (raw)	18	11,437	90	15	25	52	52	--	--
Wool and mohair	58	60,197	1,250	66	160	483	480	3	2,312
All other	3	136	20	2	7	11	11	--	3
Furniture and House Furnishings	31	2,628	186	26	60	98	96	2	25
China, glassware and crockery	6	510	31	5	11	13	12	1	13
Floor coverings	7	642	82	5	26	43	43	--	--
Furniture (household and office)	5	502	56	4	17	35	34	1	12
House furnishings (except as specified)	13	974	17	12	6	7	7	--	--
Groceries and Foods (specialty lines)	99	67,120	1,300	81	335	793	786	7	160
Canned goods	23	13,010	277	19	91	171	163	3	45
Coffee, tea and spices	8	4,233	38	7	12	18	18	--	1
Fish and sea foods	13	4,103	276	6	52	166	163	3	10
Flour	12	8,908	117	9	22	84	84	--	--
Meats and meat products	5	16,960	28	7	8	13	13	--	--
All other	38	19,906	564	33	150	341	340	1	124
Jewelry and Optical Goods	3	273	25	3	8	17	17	--	--
Lumber and Construction Materials	18	1,973	151	10	59	89	87	2	6
Builders' supplies (full line)	6	204	50	4	20	25	23	2	2
Lumber and millwork	7	1,163	46	4	12	27	27	--	4
All other	5	606	55	2	27	37	37	--	--
Machinery, Equipment and Supplies	80	10,440	581	61	175	319	315	4	127
Commercial machinery, eqpt. and sps.	5	592	53	6	13	19	19	--	1
Store, restaurant and hotel	5	68	16	4	7	10	10	--	1
Industrial equipment and supplies	3	4,741	64	3	17	47	47	--	75
Rope, cordage and twine	18	1,033	71	17	22	38	36	2	4
Industrial machinery	3	911	84	1	14	41	41	--	2
Machine tools	11	406	52	9	19	31	30	1	--
Power plant	3	76	8	3	3	3	3	--	--
Textile	9	561	90	3	39	58	58	--	35
All other	9	561	90	3	39	58	58	--	35
Service equipment and supplies	7	1,472	74	4	14	29	28	1	--
Upholsterers'	5	117	22	3	9	13	13	--	1
All other	5	117	22	3	9	13	13	--	1
Transportation equipment and supplies	5	337	35	5	10	22	22	--	6
Railroad	6	126	12	3	8	8	8	--	2
Other machinery, equipment and supplies	6	126	12	3	8	8	8	--	2
Metals and Metal Work (except scrap)	9	828	81	6	19	45	43	2	73
Iron and steel (except structural)	3	418	49	2	8	21	21	--	70
All other	6	410	32	4	11	24	22	2	3
Paper and Its Products	16	2,073	159	11	50	102	101	1	--
Wrapping or coarse paper and products	12	1,667	145	8	45	93	93	--	--
All other	4	406	14	3	5	9	8	1	--
Plumbing and Heating Equipment and Spls.	14	557	42	13	17	21	20	1	2
Plumbing fixtures, equipment and sps.	8	395	21	8	9	8	8	--	--
All other	6	162	21	5	8	13	12	1	2

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BOSTON, MASSACHUSETTSTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u> (continued)									
Waste Materials	11	\$2,124	\$86	6	20	\$37	\$37	--	\$191
All Other	206	73,340	3,332	145	809	1,678	1,642	\$36	1,165
Books, periodicals and newspapers	6	32	24	6	11	15	15	--	--
Flowers and nursery stock	8	306	25	8	12	15	15	--	--
Leather and leather goods	22	11,203	407	16	86	235	229	6	545
Oils and greases (animal and vegetable)	4	2,108	41	2	8	12	12	--	3
Textiles and materials other than dry goods	3	127	7	3	--	--	--	--	--
Yarns	20	14,275	326	15	62	215	213	2	39
Miscellaneous kinds of business <u>8/</u>	143	45,239	2,502	95	630	1,186	1,158	28	578
<u>ASSEMBLERS</u>	17	29,432	2,275	7	571	864	829	35	225
Farm Products - consumer goods	9	9,808	839	5	171	313	313	--	104
All Other <u>9/</u>	8	19,624	1,436	2	400	551	516	35	121

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).2/ Includes stocks not owned but held on consignment valued at \$2,974,000.3/ Includes 2 exporters and 3 mail-order wholesalers.4/ Includes 2 auction companies; 66 selling agents; and 2 other agents.5/ Includes 1 establishment dealing in general merchandise and 27 in miscellaneous kinds of business.6/ Includes 7 establishments dealing in amusement and sporting goods; 12 in clothing and furnishings; 8 in furniture and house furnishings; 3 in hardware; 5 in lumber and construction materials; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 8 in miscellaneous kinds of business.7/ Includes 3 establishments dealing in automotive products; 11 in chemicals and paints; 11 in clothing and furnishings; 12 in dry goods (specialty lines); 1 in farm products - consumer goods; 1 in farm supplies; 8 in groceries and foods (specialty lines); 1 in jewelry and optical goods; 23 in metals and metal work (except scrap); 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 12 in all other products.8/ Includes 1 establishment dealing in beer, wines and liquors; 21 in chemicals and paints; 8 in coal and coke; 32 in electrical goods; 51 in farm products - consumer goods; 4 in farm supplies; 2 in general merchandise; 12 in hardware; 1 in tobacco and its products (except leaf); and 11 in miscellaneous kinds of business.9/ Includes 2 establishments dealing in farm products - raw materials; 5 in groceries and foods (specialty lines); and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BUFFALO, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	892	\$350,096	\$29,275	428	1/ 9,080	1/ \$15,347	1/ \$15,126	1/ \$221	2/ \$19,172
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	564	128,932	16,250	349	5,792	8,839	8,698	141	13,360
Wholesale merchants	513	118,089	14,823	328	5,236	8,002	7,876	126	11,829
Importers	5	1,502	91	1	34	52	52	--	28
Industrial distributors	17	3,454	863	3	313	507	504	3	1,092
Drop shippers or desk jobbers	11	1,636	107	3	26	62	62	--	--
Wagon distributors	13	983	143	12	54	50	40	10	26
All other 3/	5	3,268	223	2	129	166	164	2	385
MANUFACTURERS' SALES BRANCHES (With stocks)	114	92,007	6,519	2	1,905	3,507	3,467	40	4,395
MANUFACTURERS' SALES OFFICES (Without stocks)	72	32,835	2,166	--	470	1,025	1,014	11	--
BULK TANK STATIONS (PETROLEUM)	19	10,910	2,207	3	1/	1/	1/	1/	307
Independent stations	4	235	36	3	16	25	24	1	12
Chain-operated stations	14	10,675	2,171	--	1/ 401	1/ 875	1/ 872	1/ 3	295
Commission stations	1								
AGENTS AND BROKERS	118	69,721	1,697	74	445	948	924	24	408
Brokers	30	14,250	272	17	68	164	160	4	44
Commission merchants	42	42,200	675	29	217	414	405	9	51
Manufacturers' agents	34	2,985	255	26	80	147	140	7	40
Selling agents	12	10,286	495	2	80	223	219	4	273
ASSEMBLERS	5	15,591	436	--	51	128	127	1	702
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	564	128,932	16,250	349	5,792	8,839	8,698	141	13,360
Amusement and Sporting Goods	10	886	189	2	66	105	104	1	65
Automotive	31	9,881	1,198	16	438	601	596	5	1,065
Automotive equipment	23	3,076	519	17	174	234	232	2	378
All other	8	6,805	679	1	264	367	364	3	687
Beer, Wines and Liquore	13	3,533	489	9	185	231	227	4	294
Beer and other fermented malt liquore	8	817	181	8	74	63	59	4	21
Wines and liquors	5	2,716	308	1	111	168	168	--	273
Chemicals and Paints	17	1,323	387	1	124	211	210	1	220
Clothing and Furnishings	10	1,180	224	5	112	130	130	--	85
Coal and Coke	14	7,702	716	4	198	355	350	5	254
Drugs (full line)	2								
Drugs and Drug Sundries (specialty lines)	5	5,542	541	2	209	317	315	2	664
Dry Goods (full line)	2								
Dry Goods (specialty lines)	7	632	123	10	24	24	24	--	187
Electrical Goods	21	5,034	968	7	360	619	614	5	974
Electrical merchandises (full line)	8	3,553	581	2	175	338	333	5	599
Wiring supplies and construction material	4	519	110	2	66	109	109	--	171
Radios, refrigerators and appliances	9	962	277	3	119	172	172	--	204
Farm Products - raw materials	6	10,974	373	2	74	167	164	3	551
Grain	3	10,756	328	--	63	135	135	--	549
Hides, skins, and fure (raw)	3	218	45	2	11	32	29	3	2
Farm Products - consumer goods	71	20,610	2,026	71	685	1,042	1,027	15	528
Dairy products	8	2,725	950	4	310	527	525	2	32
Dairy and poultry products	9	6,604	406	5	123	203	202	1	323
Fruits and vegetables (fresh)	46	9,974	586	57	212	264	256	8	160
All other	8	1,307	84	5	40	48	44	4	13

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BUFFALO, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Farm Supplies	10	\$8,889	\$649	1	128	\$346	\$337	\$9	\$645
Furniture and House Furnishings	15	884	185	9	62	86	85	1	101
China, glassware and crockery	4	226	82	--	35	52	52	--	21
Floor coverings	3	392	64	1	13	16	15	1	44
House furnishings (except as specified)	5	154	29	3	12	12	12	--	34
All other	3	112	10	5	2	6	6	--	2
Groceries (full line)	12	6,750	585	6	260	360	357	3	979
Groceries and Foods (specialty lines)	66	7,608	1,042	44	399	554	537	17	398
Coffee, tea and spices	4	336	102	--	33	62	61	1	49
Confectionery	14	605	68	12	32	36	34	2	36
Fish and sea foods	5	970	248	1	61	73	70	3	65
Meats and meat products	14	1,719	176	10	61	106	104	2	34
All other	29	3,978	448	21	202	277	268	9	214
Hardware	6	5,976	1,163	1	446	667	667	--	1,474
Jewelry and Optical Goods	20	1,101	212	15	93	119	117	2	199
Jewelry	15	855	121	14	47	67	65	2	167
Optical goods	5	245	91	1	46	52	52	--	32
Lumber and Construction Materials	29	3,902	943	8	348	500	484	16	1,116
Lumber and millwork	20	2,745	581	6	164	274	264	10	856
Glass	5	669	233	1	141	148	142	6	191
All other	4	488	129	1	43	78	78	--	69
Machinery, Equipment and Supplies	59	4,578	1,205	25	428	703	681	22	1,072
Commercial machinery, eqpt. and sps.	9	547	183	2	61	115	111	4	52
Industrial equipment and supplies	3	94	17	2	9	8	7	1	15
Belting, hose and packing	17	1,768	409	8	147	228	225	3	373
Industrial machinery	5	200	61	2	20	32	29	3	119
Construction (including road building)	5	138	49	3	16	33	30	3	87
All other	5	138	49	3	16	33	30	3	87
Service equipment and supplies	5	314	99	4	34	54	52	2	51
Barber and beauty parlor	7	623	205	3	64	113	112	1	167
All other	7	623	205	3	64	113	112	1	167
Other machinery, equipment and supplies	8	894	192	1	77	120	115	5	208
Metals and Metal Work (except scrap)	6	1,567	226	1	62	110	109	1	218
Paper and Its Products	25	4,559	826	11	278	494	489	5	655
Wrapping or coarse paper and products	12	3,233	528	6	190	344	341	3	336
Fine or printing and writing paper	3	629	111	1	25	54	54	--	180
Stationery and stationery supplies	6	360	82	4	33	38	36	2	48
Wall paper	4	337	105	--	30	58	58	--	91
Plumbing and Heating Equipment and Spis.	14	1,827	405	4	148	241	233	8	425
Tobacco and Its Products (except leaf)	23	7,736	375	27	117	196	195	1	384
Waste Materials	42	4,342	818	36	375	435	427	8	545
Iron and steel scrap	11	1,507	220	6	91	103	101	2	113
Junk and scrap (full line)	17	1,637	320	16	122	175	173	2	351
All other	14	1,198	278	14	162	157	153	4	82
All Other	28	1,915	382	30	183	226	219	7	261
Books, periodicals and newspapers	4	534	91	2	48	64	63	1	56
Flowers and nursery stock	3	511	103	--	27	57	57	--	38
Forest products (except lumber)	5	75	20	8	10	10	7	3	5
Leather and leather goods	8	256	47	11	24	24	22	2	84
Textiles and materials other than dry goods	4	336	67	6	52	41	41	--	44
Miscellaneous kinds of business <sup>4/</sup>	4	204	54	3	22	30	29	1	34

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF BUFFALO, NEW YORK

TABLE 1. - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS)	114	\$92,007	\$6,519	2	1,905	\$3,507	\$3,467	\$40	\$4,395
Amusement and Sporting Goods	4	1,264	239	--	74	142	142	--	41
Automotive	16	36,357	1,391	--	444	838	837	1	1,143
Chemicals and Paints	4	898	185	--	40	83	83	--	89
Drugs and Drug Sundries (specialty lines)	4	468	41	--	11	17	17	--	28
Electrical Goods	7	7,343	637	--	166	402	399	3	437
Furniture and House Furnishings	5	1,181	177	--	47	90	89	1	81
Groceries and Foods (specialty lines)	17	14,239	1,242	--	356	595	591	4	418
Lumber and Construction Materials	5	1,262	189	--	101	121	93	28	227
Machinery, Equipment and Supplies	29	5,499	1,039	2	307	597	595	2	469
Commercial mchnry., eqpt. and spls.	12	1,557	444	--	154	293	292	1	200
Other machinery, equipment and supplies	17	3,942	595	2	153	304	303	1	269
Metals and Metal Work (except scrap)	7	2,856	409	--	128	206	205	1	624
Plumbing and Heating Equipment and Spls.	5	1,799	357	--	103	156	156	--	278
All Other 5/	10	18,841	613	--	128	260	260	--	560
<u>MANUFACTURERS' SALES OFFICES</u> (WITHOUT STOCKS)	72	32,835	2,166	--	470	1,025	1,014	11	--
Amusement and Sporting Goods	4	2,425	326	--	100	165	165	--	--
Chemicals and Paints	6	3,556	161	--	21	53	53	--	--
Electrical Goods	5	750	88	--	17	51	44	7	--
Groceries and Foods (specialty lines)	4	1,574	91	--	26	55	55	--	--
Lumber and Construction Materials	4	3,527	530	--	100	181	181	--	--
Machinery, Equipment and Supplies	20	3,739	267	--	60	149	147	2	--
Metals and Metal Work (except scrap)	13	9,930	376	--	86	230	229	1	--
Plumbing and Heating Equipment and Spls.	7	380	67	--	16	32	31	1	--
All Other 6/	9	6,944	260	--	44	109	109	--	--
<u>BULK TANK STATIONS</u> Petroleum and Its Products	19	10,910	2,207	3	1/	1/	1/	1/	307
<u>AGENTS AND BROKERS</u>	118	69,721	1,697	74	445	948	924	24	408
Chemicals and Paints	3	297	41	3	10	22	22	--	10
Coal and Coke	11	9,024	372	1	52	138	134	4	266
Farm Products - raw materials	24	37,754	377	10	107	219	211	8	19
Grain	7	20,384	125	1	30	63	62	1	18
All other	17	17,370	252	9	77	156	149	7	1
Farm Products - consumer goods	23	7,392	329	21	114	189	186	3	51
Fruits and vegetables (fresh)	18	5,702	290	17	104	168	166	2	41
All other	5	1,590	39	4	10	21	20	1	10
Farm Supplies	3	3,339	49	2	8	32	32	--	9
Feed	3	3,339	49	2	8	32	32	--	9
Groceries and Foods (specialty lines)	20	8,487	186	12	53	135	132	3	16
Canned goods	5	1,994	52	2	12	41	41	--	--
All other	15	6,493	134	10	41	94	91	3	16
Machinery, Equipment and Supplies	15	909	134	9	41	77	72	5	36
Plumbing and Heating Equipment and Spls.	3	104	15	1	8	6	6	--	1
All Other 7/	16	2,415	194	15	52	130	129	1	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF BUFFALO, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>ASSEMBLERS</u> 8/	5	\$15,691	\$436	--	51	\$128	\$127	\$1	\$702

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at \$694,000.

3/ Includes 1 exporter; 2 mail-order wholesalers; and 2 retailer-cooperative warehouses.

4/ Includes 1 establishment dealing in general merchandise; 1 in petroleum and its products; and 2 in miscellaneous kinds of business.

5/ Includes 1 establishment dealing in beer, wines and liquors; 1 in farm products - consumer goods; 1 in farm supplies; 1 in jewelry and optical goods; 2 in paper and its products; 1 in petroleum and its products; and 3 in all other products.

6/ Includes 2 establishments dealing in clothing and furnishings; 1 in coal and coke; 1 in furniture and house furnishings; 1 in paper and its products; 1 in tobacco and its products (except leaf); and 3 in all other products.

7/ Includes 2 establishments dealing in automotive products; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in dry goods (specialty lines); 3 in electrical goods; 1 in furniture and house furnishings; 2 in lumber and construction materials; 2 in metals and metal work (except scrap); 2 in waste materials; and 1 in all other products.

8/ Includes 2 establishments dealing in farm products - raw materials and 3 in farm products - consumer goods.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CHICAGO, ILLINOIS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	6,462	\$3,269,729	\$297,664	3,435	83,349	\$154,706	\$152,710	\$1,996	\$159,244
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
Wholesale merchants	3,665	982,341	138,401	2,265	46,554	76,401	75,121	1,280	94,194
Converters	6	4,093	253	2	48	129	125	4	456
Importers	88	29,076	4,003	23	1,111	1,980	1,965	15	3,925
Industrial distributors	42	12,802	2,756	14	898	1,605	1,600	5	2,408
Drop shippers or desk jobbers	67	37,904	2,360	26	475	1,234	1,216	18	114
Mail-order wholesalers	28	3,837	714	20	228	349	346	3	477
Wagon distributors	94	9,015	1,843	87	663	1,148	1,137	11	164
All other 3/	9	12,940	1,137	1	362	561	554	7	1,213
MANUFACTURERS' SALES BRANCHES (With stocks)	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
MANUFACTURERS' SALES OFFICES (Without stocks)	398	481,902	28,350	8	5,465	13,667	13,622	45	--
BULK TANK STATIONS (PETROLEUM)	76	72,631	9,950	5	1/	1/	1/	1/	2,404
Independent stations	18	6,015	599	4	141	336	336	--	230
Chain-operated stations	57	66,616	9,351	1	1/ 1,600	1/ 3,415	1/ 3,404	1/ 11	2,174
Commission stations	1								
AGENTS AND BROKERS	1,273	914,446	21,907	958	5,046	11,088	10,793	295	4,275
Auction companies	5	15,178	291	2	43	114	93	21	19
Brokers	213	367,514	3,797	157	766	1,895	1,870	25	895
Commission merchants	198	310,458	5,991	175	1,662	3,369	3,303	66	1,785
Manufacturers' agents	657	94,879	5,543	545	1,420	2,766	2,645	121	690
Selling agents	150	111,672	5,596	59	963	2,577	2,528	49	807
Other agents 4/	56	24,745	689	20	192	367	354	13	79
ASSEMBLERS	20	51,482	1,522	5	379	810	785	25	58
Country buyers of farm products	3	1,939	65	3	15	23	23	--	21
Cooperative marketing associations	13	48,921	1,408	--	350	759	737	22	33
All other 5/	4	622	49	2	14	28	25	3	4
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
Amusement and Sporting Goods	49	5,595	1,328	26	385	708	678	30	632
Toys, novelties and fireworks	19	1,567	481	11	142	211	193	18	145
All other	30	4,028	847	15	243	497	485	12	487
Automotive	247	44,112	7,500	115	2,563	4,468	4,412	56	5,078
Automobiles and other motor vehicles	13	17,934	960	3	311	641	639	2	1,061
Automotive equipment	207	23,772	5,824	101	2,006	3,438	3,393	45	3,564
Tires and tubes	27	2,406	716	11	246	389	380	9	453
Beer, Wines and Liquors	199	44,230	4,823	139	1,848	2,604	2,554	50	4,434
Beer and other fermented malt liquors	82	9,143	1,179	65	471	659	641	18	205
Wines and liquors	117	35,087	3,644	74	1,377	1,945	1,913	32	4,229
Chemicals and Paints	87	12,751	2,381	24	597	1,253	1,244	9	1,242
Industrial chemicals	8	2,714	288	1	77	158	157	1	156
Paints and varnishes	55	3,160	1,027	15	284	528	523	5	618
All other	24	6,877	1,066	8	236	567	564	3	468
Clothing and Furnishings	260	35,146	5,328	193	1,502	2,670	2,626	44	3,585
Clothing and/or furnishings (full line)	38	2,995	443	34	185	261	253	8	356
Men's and boys'	73	7,787	1,271	54	334	659	636	23	982
Women's and children's	55	12,654	1,819	33	471	849	847	2	771
Furs, dressed and fur clothing	25	2,478	300	24	67	123	121	2	341
Hosiery	15	3,314	404	7	144	239	234	5	256
Millinery and millinery supplies	31	3,351	678	22	165	332	330	2	269
Shoes and other footwear	23	2,567	413	19	136	207	205	2	610
Coal and Coke	47	33,672	2,924	11	603	1,409	1,370	39	369
Drugs (full line)	10	19,515	2,385	--	763	1,179	1,178	1	2,419

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CHICAGO, ILLINOIS

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Drugs and Drug Sundries (specialty lines)	96	\$13,334	\$2,726	61	714	\$1,237	\$1,228	\$9	\$1,749
Patent medicines	17	818	239	13	114	183	183	--	19
Toilet articles and preparations	42	2,469	864	28	266	340	335	5	227
All other	37	10,047	1,623	20	334	714	710	4	1,503
Dry Goods (full line)	3	71,996	10,756	90	4,275	6,087	6,057	30	10,860
Dry Goods (specialty lines)	149								
Electrical Goods	138	34,937	6,420	52	1,993	3,499	3,445	54	3,532
Electrical merchandises (full line)	12	10,151	1,578	1	452	856	841	15	1,263
Apparatus and equipment	19	1,850	544	11	269	401	382	19	162
Wiring supplies and construction material	45	5,586	978	17	376	595	582	13	649
Radios, refrigerators and appliances	62	17,350	3,320	23	896	1,647	1,640	7	1,458
Farm Products - raw materials	53	66,743	3,647	23	989	2,109	2,094	15	4,789
Grain	9	45,324	2,484	--	699	1,489	1,481	8	3,415
Hides, skins and furs (raw)	21	18,901	793	5	205	459	455	4	1,188
Tobacco (leaf)	8	381	103	10	28	38	35	3	95
All other	15	2,137	267	8	57	123	123	--	91
Farm Products - consumer goods	433	159,081	13,973	376	3,996	7,680	7,515	165	3,628
Dairy products	78	33,073	5,178	37	1,431	3,109	3,099	10	905
Poultry and poultry products	68	20,887	1,019	60	349	502	481	21	264
Dairy and poultry products	62	41,571	2,322	50	722	1,380	1,326	54	1,400
Fruits and vegetables (fresh)	225	63,550	5,454	229	1,494	2,689	2,609	80	1,059
Farm Supplies	23	8,773	1,875	11	629	811	790	21	1,224
Feed	7	1,901	172	3	70	122	120	2	100
Seeds	13	6,826	1,680	7	549	670	652	18	1,109
All other	3	46	23	1	10	19	18	1	15
Furniture and House Furnishings	152	17,795	2,966	88	1,029	1,710	1,663	47	2,453
Floor coverings	25	6,373	782	14	211	397	384	13	1,252
House furnishings (except as specified)	48	3,047	567	30	215	352	338	14	476
All other	79	8,375	1,617	44	603	961	941	20	725
General Merchandise	14	19,571	3,337	3	1,326	1,782	1,746	36	2,930
Groceries (full line)	44	73,111	9,706	16	3,790	6,052	6,036	16	9,266
Groceries and Foods (specialty lines)	527	122,770	15,589	391	5,154	8,237	8,079	158	6,895
Canned goods	16	4,520	463	9	97	189	186	3	329
Coffee, tea and spices	55	15,748	3,044	32	922	1,598	1,596	2	1,935
Confectionery	47	2,959	287	51	164	167	160	7	177
Fish and sea foods	58	10,224	2,002	40	502	933	913	20	663
Flour	14	2,711	271	7	75	139	137	2	88
Meats and meat products	144	47,028	5,176	114	1,527	2,680	2,650	30	773
Soft drinks	14	987	352	12	136	234	232	2	76
All other	179	38,593	3,994	126	1,731	2,297	2,205	92	2,854
Hardware	51	18,193	3,305	24	1,343	1,604	1,578	26	3,736
Hardware (full line)	13	15,003	2,628	--	1,096	1,236	1,232	4	3,384
Hardware (specialty lines)	38	3,190	677	24	247	368	346	22	352
Jewelry and Optical Goods	107	19,139	3,963	53	1,350	2,240	2,212	28	4,483
Jewelry (full line)	18	6,500	1,384	10	389	685	679	6	1,827
Other jewelry specialties	53	6,850	1,183	29	454	649	636	13	1,705
Optical goods	17	2,740	991	2	409	666	679	7	462
All other	19	3,049	405	12	98	220	218	2	489
Lumber and Construction Materials	148	33,565	5,873	47	1,621	3,072	2,925	147	3,902
Builders' supplies (full line)	16	3,825	1,413	6	421	721	714	7	715
Lumber and millwork	87	19,263	2,656	29	663	1,351	1,305	46	2,195
Glass	16	1,288	430	9	168	249	167	82	348
Sand, gravel and crushed stone	7	596	162	--	60	112	111	1	108
All other	22	8,593	1,212	3	309	639	628	11	536

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CHICAGO, ILLINOISTABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Machinery, Equipment and Supplies	377	\$61,586	\$16,559	194	5,160	\$8,749	\$8,635	\$114	\$10,051
Commercial mchry., eqpt. and aple.									
Store, restaurant and hotel	39	5,564	1,444	34	522	861	848	13	612
All other	25	3,417	1,329	16	459	711	709	2	480
Farm and dairy machinery and equipment	9	756	130	6	36	81	79	2	74
Industrial equipment and supplies									
Belting, hose and packing	7	319	73	3	27	49	49	--	36
Power transmission equipment	7	971	349	1	95	134	132	2	135
All other	73	15,160	3,114	36	1,028	1,733	1,720	13	2,380
Industrial machinery									
Construction (including road building)	3	114	24	2	10	12	11	1	2
Textile	3	1,033	303	2	108	188	187	1	225
All other	69	7,928	2,026	34	647	1,222	1,195	27	1,212
Professional equipment and supplies									
Dental	12	1,177	351	6	142	215	214	1	396
All other	42	11,435	3,253	15	949	1,631	1,623	8	1,974
Service equipment and supplies									
Barber and beauty parlor	22	2,082	733	13	269	380	378	2	278
Laundry	10	1,798	466	2	108	225	222	3	204
Upholsterers'	15	3,024	620	9	193	326	314	12	580
All other	34	3,354	1,153	12	451	697	677	24	1,068
Transportation equipment and supplies	7	3,454	1,191	3	116	284	281	3	395
Metals and Metal Work (except scrap)	46	14,148	2,574	13	892	1,734	1,711	23	2,388
Iron and steel (except structural)	27	10,551	1,933	8	581	1,263	1,262	1	1,958
Wire, wire fence and wire rope	3	341	105	--	48	65	61	4	79
Sheet metal products	9	1,134	290	2	117	157	154	3	185
All other	7	2,122	346	3	146	249	234	15	166
Paper and Its Products	155	39,197	6,866	86	1,926	3,922	3,863	59	4,145
Wrapping or coarse paper and products	86	21,765	3,504	47	1,146	2,165	2,142	23	2,357
Stationery and stationery supplies	44	4,408	1,011	35	313	547	523	24	580
All other	25	13,024	2,051	4	467	1,210	1,198	12	1,108
Petroleum and Its Products	25	3,468	539	9	172	319	312	7	111
Plumbing and Heating Equipment and Spls.	88	12,215	2,693	40	904	1,665	1,635	30	2,446
Plumbing and heating (full line)	8	4,524	1,028	--	324	711	704	7	1,172
Heating (including stoves and ranges)	13	2,611	570	4	183	342	341	1	475
Plumbing fixtures, equipment and aple.	58	4,574	946	31	347	520	504	16	766
All other	9	506	149	5	50	92	86	6	33
Tobacco and Its Products (except leaf)	65	38,856	1,499	57	556	871	864	7	2,467
Waste Materials	180	34,409	4,520	144	2,261	2,594	2,540	54	1,373
Iron and steel scrap	41	17,025	1,650	26	512	924	909	15	411
Junk and scrap (full line)	50	3,299	571	44	507	395	373	22	221
Waste paper, rags and rubber	74	9,902	1,865	64	1,112	1,063	1,047	16	565
Nonferrous metals	25	4,190	424	10	130	212	211	1	176
All Other Products	216	37,100	5,512	152	1,998	3,142	3,074	68	2,784
Books, periodicals and newspapers	22	7,417	1,853	3	708	994	962	32	551
Flowers and nursery stock	20	1,777	393	15	120	193	188	5	82
Forest products (except lumber)	37	8,121	784	28	290	502	488	14	82
Leather and leather goods	54	5,123	644	47	208	322	319	3	701
Oils and greases (animal and vegetable)	8	4,816	240	2	44	131	131	--	150
Textiles and materials other than dry goods	25	4,066	685	17	349	463	452	11	570
Yarns	4	1,583	128	1	27	59	58	--	38
Miscellaneous kinds of businesses	46	4,200	787	39	252	479	476	3	610
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
Automotive	35	62,498	4,367	--	1,199	2,456	2,447	9	4,803
Automobiles and other motor vehicles	11	48,622	2,478	--	729	1,443	1,440	3	3,009
Automotive equipment	13	2,790	537	--	139	288	288	--	375
Tires and tubes	11	13,080	1,352	--	331	725	719	6	1,419
Beer, Wines and Liquors	19	39,293	4,191	--	697	1,426	1,424	2	1,031
Beer and other fermented malt liquors	9	11,935	1,855	--	372	760	760	--	86
Wines and liquors	10	27,358	2,336	--	325	666	664	2	945

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CHICAGO, ILLINOISTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Dry Goods (specialty lines)	22	\$8,785	\$735	--	225	\$478	\$478	--	\$570
Notions	12	4,360	480	--	172	304	304	--	333
Piece goods	10	4,425	255	--	53	174	174	--	237
Farm Products - consumer goods	5	4,492	1,469	--	314	770	770	--	118
Dairy products	5	4,492	1,469	--	314	770	770	--	118
Groceries and Foods (specialty lines)	96	190,348	14,049	1	3,507	6,612	6,540	\$72	7,014
Canned goods	12	23,206	1,716	--	449	877	869	8	1,163
Confectionery	8	9,027	490	--	138	225	213	12	537
Meats and meat products	40	78,482	4,607	--	1,594	2,725	2,677	48	1,338
All other	36	79,633	7,235	1	1,326	2,785	2,781	4	3,976
Hardware	9	2,766	395	--	119	225	225	--	218
Hardware (specialty lines)	9	2,766	395	--	119	225	225	--	218
Jewelry and Optical Goods	16	8,620	1,312	--	356	708	707	1	792
Optical goods	6	1,575	574	--	187	303	302	1	348
All other	10	7,045	738	--	169	405	405	--	444
Lumber and Construction Materials	19	21,432	3,822	--	852	2,126	2,056	70	1,506
Machinery, Equipment and Supplies	164	70,652	15,645	2	4,054	8,518	8,475	43	8,213
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	20	7,024	2,489	--	930	1,941	1,929	12	668
Store, restaurant and hotel	8	1,971	575	--	88	181	179	2	116
Farm and dairy machinery and eqpt.	10	9,989	2,556	--	587	1,187	1,184	3	947
Industrial equipment and supplies									
Belting, hose and packing	7	5,551	907	--	264	526	523	3	592
Power transmission equipment	7	2,568	259	--	55	148	147	1	156
All other	46	14,718	2,376	--	581	1,168	1,166	2	1,714
Industrial machinery									
Construction (including road building)	7	5,905	976	--	102	294	293	1	381
Machine tools	4	2,673	409	--	97	168	168	--	178
All other	19	8,648	1,626	--	446	990	981	9	1,742
Professional equipment and supplies									
Laundry	4	3,309	833	--	204	572	562	10	346
All other	14	2,710	1,027	2	344	489	489	--	806
Other machinery, equipment and supplies	18	5,586	1,612	--	356	854	854	--	567
Plumbing and Heating Equipment and Spls.	28	9,435	1,836	2	650	930	925	5	1,187
Heating (including stoves and ranges)	13	4,540	1,010	--	355	518	516	2	645
Plumbing fixtures, equipment and spls.	11	4,219	738	2	271	376	373	3	498
All other	4	576	98	--	24	36	36	--	44
All Other	283	238,945	36,648	16	8,406	17,734	17,659	75	24,084
Books, periodicals and newspapers	5	4,094	1,407	2	344	702	702	--	981
Forest products (except lumber)	4	4,515	846	--	84	219	219	--	609
Leather and leather goods	8	7,638	463	--	137	266	264	2	532
Oils and greases (animal and vegetable)	4	601	44	--	12	31	31	--	46
Yarns	4	3,578	422	--	112	185	185	--	350
Miscellaneous kinds of business 6/	258	218,519	33,456	14	7,717	16,331	16,258	73	21,476
<b>MANUFACTURERS' SALES OFFICES</b>									
<b>(WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	4	5,093	679	--	217	359	359	--	--
Automotive equipment	4	1,399	148	--	30	84	84	--	--
Clothing and Furnishings	17	4,475	190	2	46	125	125	--	--
Drugs and Drug Sundries (specialty lines)	5	506	34	2	7	13	13	--	--
Dry Goods (specialty lines)	20	10,009	341	--	78	250	250	--	--
Furniture and House Furnishings	22	15,808	1,199	1	131	368	368	--	--
Groceries and Foods (specialty lines)	11	35,523	3,126	--	442	848	847	1	--
Hardware (specialty lines)	6	3,136	238	1	71	133	133	--	--
Jewelry and Optical Goods	11	929	77	1	17	59	59	--	--
Lumber and Construction Materials	28	32,994	4,184	--	1,015	2,344	2,329	15	--
Machinery, Equipment and Supplies	110	91,080	4,501	--	904	2,614	2,608	6	--
Paper and Its Products	25	18,803	1,009	--	200	562	562	--	--
Plumbing and Heating Equipment and Spls.	15	2,130	356	1	94	188	188	6	--
All Other 7/	120	260,017	12,268	--	2,213	5,720	5,703	17	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CHICAGO, ILLINOIS

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>BULK TANK STATIONS</u> Petroleum and Its Products	76	\$72,631	\$9,950	5	1/	1/	1/	1/	\$2,404
<u>AGENTS AND BROKERS</u>	1,273	914,446	21,907	958	5,046	\$11,088	\$10,793	\$295	4,275
Automotive	24	5,464	336	20	102	161	154	7	9
Automobiles and other motor vehicles	3	3,050	166	1	37	78	78	--	--
Automotive equipment	21	2,414	170	19	65	83	76	7	9
Beer, Wines and Liquors	6	862	57	4	19	39	39	--	--
Wines and liquors	6	862	57	4	19	39	39	--	--
Chemicals and Paints	28	4,145	310	19	81	172	161	11	8
Clothing and Furnishings	99	16,525	499	104	157	201	189	12	63
Clothing and/or furnishings (full line)	9	1,474	41	11	4	4	4	--	1
Men's and boys'	13	1,202	36	14	10	12	12	--	--
Women's and children's	41	7,453	214	38	70	103	98	5	26
Furs, dressed and fur clothing	5	1,179	59	6	17	26	24	2	13
Hosiery	5	413	16	8	23	12	12	--	--
Millinery and millinery supplies	15	1,210	38	17	12	8	7	1	19
Shoes and other footwear	11	3,594	95	10	21	36	32	4	4
Coal and Coke	31	31,681	2,554	--	388	1,057	1,033	24	455
Drugs and Drug Sundries (specialty lines)	16	2,640	160	11	84	107	105	2	2
Dry Goods (specialty lines)	91	55,236	1,077	62	202	478	472	6	365
Notions	12	4,269	166	9	47	56	55	3	327
Piece goods	74	50,616	894	50	149	409	406	3	36
All other	5	353	17	3	6	11	11	--	--
Farm Products - raw materials	104	321,016	2,597	106	733	1,513	1,470	43	259
Cotton	5	4,816	95	2	14	35	35	--	28
Grain	25	123,033	701	27	167	347	344	3	146
Hides, skins, and furs (raw)	8	8,561	160	5	56	122	109	13	17
Livestock	57	180,414	1,579	66	485	983	956	27	3
Tobacco (leaf)	3	173	4	3	2	2	2	--	2
All other	6	4,019	58	3	9	24	24	--	63
Farm Products - consumer goods	126	125,353	4,085	102	948	2,100	2,043	57	1,136
Dairy products	4	14,305	213	3	31	122	121	1	52
Dairy and poultry products	15	22,785	490	4	93	218	215	3	105
Fruits and vegetables (fresh)	96	75,319	3,174	92	773	1,637	1,565	52	693
All other	11	12,944	208	3	51	123	122	1	86
Furniture and House Furnishings	50	9,933	495	45	123	304	295	9	74
China, glassware and crockery	9	2,048	151	7	41	100	96	4	--
Floor coverings	9	1,965	86	7	12	34	32	2	1
Furniture (household and office)	13	1,589	143	10	46	107	105	2	58
House furnishings (except as specified)	19	4,331	115	21	24	63	62	1	15
General Merchandise	4	2,006	63	3	20	45	45	--	--
Groceries (full line)	1	193,128	2,242	76	497	1,084	1,078	6	842
Groceries and Foods (specialty lines)	106								
Hardware	25	2,145	196	21	49	99	99	--	20
Jewelry and Optical Goods	12	1,530	100	11	23	45	45	--	4
Machinery, Equipment and Supplies	220	24,655	3,178	128	673	1,568	1,512	56	372
Commercial mchnry., eqpt. and spls.									
Store, restaurant and hotel	12	1,031	130	9	43	61	61	--	18
All other	12	713	163	8	48	104	103	1	20
Industrial equipment and supplies									
Belting, hose and pecking	8	629	93	5	33	71	69	2	14
Power transmission equipment	3	125	9	3	4	4	4	--	--
Rope, cordage and twine	4	3,946	156	--	39	123	123	--	42
All other	56	3,003	311	37	104	190	184	6	36
Industrial machinery									
Construction (including road building)	5	239	33	4	7	12	12	--	--
Machine tools	10	2,777	233	5	47	177	173	4	10
Mining and quarrying	3	37	3	3	2	1	1	--	--
Power plant	11	751	57	8	18	33	31	2	--
All other	23	1,521	192	13	51	65	52	13	6

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CHICAGO, ILLINOISTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>Machinery, Equipment and Spls. (continued)</b>									
Service equipment and supplies									
Barber and beauty parlor	4	\$275	\$10	3	2	\$2	\$2	--	--
Upholsterers'	6	1,074	23	2	7	17	17	--	--
All other	4	45	7	3	3	4	4	--	--
Transportation equipment and supplies									
Railroad	48	7,979	1,739	21	240	649	625	\$24	\$223
Other machinery, equipment and supplies	11	510	59	4	25	35	31	4	3
<b>Paper and Its Products</b>	28	7,059	265	23	67	155	153	2	--
Wrapping or coarse paper and products	18	6,157	216	16	55	119	117	2	--
Fine or printing and writing paper	3	524	35	1	6	29	29	--	--
All other	7	378	14	6	6	7	7	--	--
<b>Petroleum and Its Products</b>	10	7,901	360	3	57	165	161	4	3
<b>All Other</b>	292	103,165	3,333	220	823	1,795	1,739	56	663
Books, periodicals and newspapers	9	294	20	6	21	9	8	1	4
Flowers and nursery stock	7	1,975	283	1	102	155	154	1	6
Forest products (except lumber)	5	2,012	67	1	14	36	35	1	5
Leather and leather goods	16	3,559	117	15	29	60	58	2	149
Oils and greases (animal and vegetable)	14	38,318	335	11	52	201	198	3	4
Textiles and materials other than dry goods	3	258	4	3	--	--	--	--	--
Yarns	6	1,374	27	3	6	20	19	1	1
Miscellaneous kinds of business 8/	232	55,375	2,460	180	599	1,314	1,267	47	494
<b>ASSEMBLERS</b>	20	51,482	1,522	5	379	810	785	25	58
Farm Products - raw materials	6	37,899	881	3	179	466	445	21	18
Farm Products - consumer goods	10	13,190	602	--	187	328	325	3	33
All other 9/	4	393	39	2	13	16	15	1	7

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at \$4,668,000.

3/ Includes 2 voluntary-group wholesalers; 2 exporters; and 5 retailer-cooperative warehouses.

4/ Includes 12 export agents; 16 import agents; and 22 other agents.

5/ Includes 1 elevator (grain) and 3 packers and shippers.

6/ Includes 18 establishments dealing in amusement and sporting goods; 55 in chemicals and paints; 36 in clothing and furnishings; 21 in drugs and drug sundries (specialty lines); 43 in electrical goods; 18 in furniture and house furnishings; 27 in metals and metal work (except scrap); 24 in paper and its products; 2 in petroleum and its products; 4 in tobacco and its products (except leaf); and 10 in miscellaneous kinds of businesses.

7/ Includes 3 establishments dealing in beer, wines and liquors; 22 in chemicals and paints; 17 in electrical goods; 1 in farm products - consumer goods; 1 in farm supplies; 39 in metals and metal work (except scrap); 2 in petroleum and its products; 3 in tobacco and its products (except leaf); and 32 in all other products.

8/ Includes 21 establishments dealing in amusement and sporting goods; 1 in dry goods (full line); 57 in electrical goods; 13 in farm supplies; 52 in lumber and construction materials; 25 in metals and metal work (except scrap); 27 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); 13 in waste materials; and 21 in miscellaneous kinds of business.

9/ Includes 3 establishments dealing in groceries and foods (specialty lines) and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION, 1935  
CITY OF CINCINNATI, OHIOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>1,383</b>	<b>\$477,139</b>	<b>\$44,147</b>	<b>860</b>	<b>1/ 13,090</b>	<b>1/ \$22,505</b>	<b>1/ \$22,174</b>	<b>1/ \$331</b>	<b>2/ \$24,596</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>									
Wholesale merchants	836	177,496	23,454	629	8,309	13,027	12,812	215	17,557
Importers	743	155,893	21,095	578	7,513	11,725	11,547	178	16,300
Industrial distributors	5	3,695	393	2	67	166	161	5	393
Drop shippers or desk jobbers	20	4,043	723	5	295	452	449	3	647
Mail-order wholesalers	29	9,387	637	13	191	371	360	11	22
Wagon distributors	7	630	184	5	75	82	71	11	17
All other 3/	28	1,775	284	26	107	155	148	7	41
	4	2,073	138	--	61	76	76	--	137
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>149</b>	<b>82,159</b>	<b>10,869</b>	<b>--</b>	<b>2,633</b>	<b>5,051</b>	<b>5,008</b>	<b>43</b>	<b>5,585</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>93</b>	<b>54,615</b>	<b>3,543</b>	<b>1</b>	<b>645</b>	<b>1,490</b>	<b>1,482</b>	<b>8</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>21</b>	<b>9,942</b>	<b>1,559</b>	<b>4</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>483</b>
Independent stations	7	1,691	186	4	61	89	88	1	44
Chain-operated stations	13	8,251	1,373	--	1/ 338	1/ 519	1/ 519	1/ --	439
Commission stations	1								
<b>AGENTS AND BROKERS</b>	<b>274</b>	<b>142,919</b>	<b>4,541</b>	<b>222</b>	<b>1,051</b>	<b>2,218</b>	<b>2,154</b>	<b>64</b>	<b>948</b>
Auction companies	5	4,180	108	3	85	82	66	16	2
Brokers	47	32,100	577	40	104	269	266	3	222
Commission merchants	49	26,063	635	61	199	298	296	2	92
Manufacturers' agents	124	12,361	433	109	139	209	203	6	26
Selling agents	45	67,617	2,721	7	512	1,344	1,308	36	606
Other agents 4/	4	598	67	2	12	16	15	1	--
<b>ASSEMBLERS</b>	<b>10</b>	<b>10,008</b>	<b>181</b>	<b>4</b>	<b>53</b>	<b>111</b>	<b>111</b>	<b>--</b>	<b>23</b>
Cooperative marketing associations	4	9,811	165	--	43	100	100	--	20
All other 5/	6	197	16	4	10	11	11	--	3
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>									
Amusement and Sporting Goods	836	177,496	23,454	629	8,309	13,027	12,812	215	17,557
Moving picture films	13	1,235	291	5	107	174	171	3	96
All other	4	513	156	1	46	88	86	2	9
	9	722	135	4	61	86	85	1	87
<b>Automotive</b>	<b>44</b>	<b>7,669</b>	<b>1,351</b>	<b>24</b>	<b>515</b>	<b>753</b>	<b>752</b>	<b>1</b>	<b>1,116</b>
Automobiles and other motor vehicles	6	4,857	505	--	184	267	267	--	539
Automotive equipment	34	2,920	830	18	320	476	475	1	564
Tires and tubes	4	92	16	6	11	10	10	--	13
<b>Beer, Wine and Liquors</b>	<b>9</b>	<b>1,412</b>	<b>151</b>	<b>6</b>	<b>53</b>	<b>81</b>	<b>76</b>	<b>5</b>	<b>41</b>
Beer and other fermented malt liquors	5	1,275	128	3	43	73	69	4	9
Wine and liquors	4	137	23	3	10	8	7	1	32
<b>Chemical and Paints</b>	<b>13</b>	<b>1,001</b>	<b>165</b>	<b>4</b>	<b>77</b>	<b>92</b>	<b>88</b>	<b>4</b>	<b>160</b>
Paints and varnishes	6	349	96	--	50	54	50	4	103
All other	7	652	69	4	27	38	38	--	57
<b>Clothing and Furnishings</b>	<b>60</b>	<b>7,019</b>	<b>1,217</b>	<b>53</b>	<b>359</b>	<b>666</b>	<b>647</b>	<b>19</b>	<b>673</b>
Clothing and/or furnishings (full line)	14	1,131	184	12	54	101	100	1	124
Men's and boys'	23	1,533	306	23	109	151	134	17	167
Women's and children's	11	2,285	281	12	75	138	137	1	128
Shoes and other footwear	7	1,300	258	2	69	149	149	--	147
All other	5	770	188	4	52	127	127	--	107
<b>Coal and Lumber</b>	<b>15</b>	<b>6,219</b>	<b>432</b>	<b>2</b>	<b>147</b>	<b>256</b>	<b>247</b>	<b>9</b>	<b>17</b>
<b>Drugs (all lines)</b>	<b>3</b>	<b>3,668</b>	<b>335</b>	<b>--</b>	<b>153</b>	<b>200</b>	<b>200</b>	<b>--</b>	<b>439</b>
<b>Drugs and Drug Sundries (specialty lines)</b>	<b>18</b>	<b>1,201</b>	<b>259</b>	<b>16</b>	<b>124</b>	<b>125</b>	<b>113</b>	<b>12</b>	<b>172</b>
Drug specialties	4	437	50	5	27	30	29	1	113
Toilet articles and preparations	10	553	146	9	63	52	42	10	9
All other	4	211	63	2	34	43	42	1	50

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CINCINNATI, OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Dry Goods (full line)	6	\$ 2,446	\$ 315	5	113	\$ 166	\$ 166	--	\$ 548
Dry Goods (specialty lines)	18	1,029	128	17	47	61	59	\$ 2	154
Piece goods	5	509	68	7	20	27	26	1	70
All other	13	520	60	10	27	34	33	1	84
Electrical Goods	30	6,798	1,268	10	384	703	701	2	872
Wiring supplies and construction material	8	1,404	289	3	102	155	155	--	231
Radioes, refrigerators and appliances	18	3,349	684	7	191	360	358	2	325
All other	4	2,045	295	--	91	188	188	--	316
Farm Products - raw materials	12	17,638	884	9	182	291	285	6	1,088
Hides, skins, and furs (raw)	5	1,713	105	7	25	50	44	6	208
All other	7	15,925	779	2	157	241	241	--	680
Farm Products - consumer goods	112	24,430	2,532	152	1,015	1,448	1,417	31	171
Dairy products	10	5,051	872	9	480	755	745	10	11
Poultry and poultry products	15	1,041	82	14	44	44	42	2	16
Dairy and poultry products	10	4,074	375	10	129	196	190	6	75
Fruits and vegetables (fresh)	77	14,264	1,203	119	362	453	440	13	71
Farm Supplies	5	2,382	317	3	114	166	165	1	199
Furniture and House Furnishings	17	3,388	718	12	197	333	329	4	1,585
China, glassware and crockery	3	278	44	1	25	33	33	--	97
House furnishings (except as specified)	4	141	23	3	12	12	12	--	14
Musical instruments and sheet music	3	1,825	500	2	115	226	224	2	1,197
All other	7	1,144	151	6	45	62	60	2	277
Groceries (full line)	10	10,009	882	4	240	407	407	--	1,524
Groceries and Foods (specialty lines)	103	13,620	2,299	93	1,089	1,475	1,463	12	1,327
Canned goods	6	1,821	282	5	84	139	139	--	107
Coffee, tea and spices	13	1,653	302	9	147	165	164	1	255
Confectionery	25	956	100	24	56	59	57	2	59
Fish and sea foods	6	1,179	282	3	119	158	156	2	56
Meats and meat products	13	1,583	159	19	78	91	89	2	17
All other	40	6,428	1,174	33	605	863	858	5	833
Hardware	7	1,951	279	4	123	219	218	1	467
Hardware (full line)	3	1,802	244	--	109	198	197	1	412
Hardware (specialty lines)	4	149	35	4	14	21	21	--	55
Jewelry and Optical Goods	24	3,638	911	21	283	495	494	1	569
Jewelry (full line)	9	2,613	551	6	158	289	289	--	415
Optical goods	7	487	253	7	86	150	150	--	54
All other	8	538	107	8	39	56	55	1	100
Lumber and Construction Materials	52	10,197	1,494	20	424	745	702	43	865
Builders' supplies (full line)	7	2,358	448	--	107	160	154	6	259
Lumber and millwork	37	7,109	899	16	254	484	465	19	558
Sand, gravel and crushed stone	4	430	47	3	22	26	24	2	1
All other	4	300	100	1	41	75	59	16	47
Machinery, Equipment and Supplies	88	7,575	1,873	52	711	1,106	1,080	26	1,729
Commercial machinery, eqpt. and sple.									
Store, restaurant and hotel	7	603	140	6	67	82	71	11	137
All other	4	79	38	3	14	29	29	--	4
Farm and dairy machinery and equipment	3	63	9	3	5	5	4	1	1
Industrial equipment and supplies									
Industrial (full line)	4	1,796	296	--	106	160	160	--	267
Belting, hose and packing	6	161	47	2	19	28	26	2	21
All other	19	955	194	14	96	113	111	2	158
Industrial machinery									
Used machinery and equipment	4	275	85	5	33	49	48	1	124
All other	8	532	175	3	62	124	122	2	145
Service equipment and supplies									
Barber and beauty parlor	7	609	230	3	74	117	113	4	441
Laundry	4	587	132	1	40	88	87	1	52
All other	14	745	201	9	76	107	105	2	147
Other machinery, equipment and supplies	8	1,170	326	3	119	204	204	--	232

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CINCINNATI, OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Metals and Metal Work (except scrap)	16	\$ 2,712	\$ 494	5	178	\$ 289	\$ 286	\$ 3	\$ 584
Iron and steel (except structural)	5	622	156	5	53	83	83	--	227
Structural iron and steel	3	242	63	--	20	41	41	--	63
Sheet metal products	4	422	99	--	43	61	59	2	77
All other	4	1,426	176	--	62	104	103	1	217
Paper and Its Products	38	12,281	2,114	15	743	1,398	1,390	8	1,360
Wrapping or coarse paper and products	24	10,511	1,529	9	583	1,099	1,095	4	1,005
Fine or printing and writing paper	3	1,019	223	1	86	189	188	1	225
Stationery and stationery supplies	6	133	27	4	21	18	17	1	19
Wall paper	5	618	235	1	53	92	90	2	111
Petroleum and Its Products	4	5,026	297	1	50	124	121	3	54
Plumbing and Heating Equipment and Spls.	14	1,846	379	8	154	220	220	--	275
Tobacco and Its Products (except leaf)	15	8,133	587	11	156	323	316	7	558
Waste Materials	49	8,922	881	51	326	369	364	5	629
Iron and steel scrap	10	7,510	614	13	121	183	182	1	556
Junk and scrap (full line)	14	458	69	13	61	48	47	1	25
Waste paper, rags and rubber	21	843	187	21	143	137	134	3	43
Nonferrous metals	4	111	11	4	1	1	1	--	5
All Other	41	3,851	601	26	245	342	335	7	285
Books, periodicals and newspapers	4	1,299	226	2	98	137	132	5	83
Flowers and nursery stock	3	177	28	3	9	9	9	--	13
Forest products (except lumber)	9	443	116	6	51	56	55	1	24
Leather and leather goods	11	1,518	141	6	45	85	84	1	131
Miscellaneous kinds of business 5/	14	414	90	9	42	55	55	--	34
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	149	82,159	10,869	--	2,633	5,051	5,008	43	5,585
Amusement and Sporting Goods	6	1,829	398	--	129	219	219	--	122
Automotive	14	19,350	1,379	--	337	679	678	1	797
Chemicals and Paints	12	2,932	483	--	98	205	202	3	198
Dry Goods (specialty lines)	4	481	32	--	3	24	24	--	9
Electrical Goods	12	5,340	591	--	166	332	323	9	383
Furniture and House Furnishings	9	1,514	203	--	54	101	100	1	169
Groceries and Foods (specialty lines)	18	22,913	2,798	--	447	821	816	5	304
Lumber and Construction Materials	5	2,252	400	--	115	233	221	12	210
Machinery, Equipment and Supplies	35	8,679	1,605	--	511	1,014	1,013	1	863
All Other 7/	34	16,869	2,980	--	768	1,423	1,412	11	2,530
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	93	54,515	3,543	1	645	1,490	1,482	8	--
Electrical Goods	10	4,350	177	--	35	93	92	1	--
Groceries and Foods (specialty lines)	4	3,627	1,072	--	51	130	130	--	--
Lumber and Construction Materials	6	2,541	272	--	67	132	131	1	--
Machinery, Equipment and Supplies	33	7,999	502	1	113	299	298	1	--
Metals and Metal Work (except scrap)	12	19,511	612	--	133	347	342	5	--
Plumbing and Heating Eqpt. and Spls.	5	265	27	--	8	19	19	--	--
All Other 8/	23	16,222	881	--	238	470	470	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	21	9,942	1,559	4	1/	1/	1/	1/	483
<b>AGENTS AND BROKERS</b>	274	142,919	4,541	222	1,051	2,218	2,154	64	948
Automotive	5	16	3	5	3	2	1	1	2
Beer, Wines and Liquors	7	9,037	289	1	35	127	126	1	145
Chemicals and Paints	9	1,595	61	7	13	23	23	--	66
Clothing and Furnishings	7	894	37	8	14	13	12	1	1
Coal and Coke	27	59,012	2,197	2	426	1,115	1,085	30	470
Dry Goods (specialty lines)	10	1,307	29	9	8	20	19	1	--
Electrical Goods	4	154	11	5	3	2	1	1	--
Farm Products - raw materials	32	22,058	302	46	94	138	136	2	7
Farm Products - consumer goods	23	8,917	374	24	156	190	174	16	58

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CINCINNATI, OHIOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u> (continued)									
Furniture and House Furnishings	4	\$ 466	\$ 24	3	14	\$ 11	\$ 9	\$ 2	\$ 1
Groceries (full line)	1	19,498	239	24	59	138	137	1	72
Groceries and Foods (specialty lines)	27								
Lumber and Construction Materials	19	3,137	342	10	56	141	141	--	7
Machinery, Equipment and Supplies	47	2,437	212	36	66	117	111	6	25
Metals and Metal Work (except scrap)	9	5,263	194	4	26	69	69	--	57
Plumbing and Heating Eqpt. and Spls.	9	203	15	7	7	9	9	--	--
All Other 9/	34	8,925	212	31	71	103	101	2	37
<u>ASSEMBLERS</u>	10	10,008	181	4	53	111	111	--	23
Farm Products - raw materials	6	8,721	166	1	47	101	101	--	23
All Other 10/	4	1,287	15	3	6	10	10	--	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).
- 2/ Includes stocks not owned but held on consignment valued at \$612,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; 1 exporter; and 1 retailer-cooperative warehouse.
- 4/ Includes 2 export agents and 2 other agents.
- 5/ Includes 5 country buyers of farm products and 1 elevator (grain).
- 6/ Includes 1 establishment dealing in general merchandise and 13 in miscellaneous kinds of business.
- 7/ Includes 3 establishments dealing in beer, wines and liquors; 2 in clothing and furnishings; 3 in coal and coke; 3 in drugs and drug sundries (specialty lines); 2 in jewelry and optical goods; 5 in metals and metal work (except scrap); 3 in paper and its products; 1 in petroleum and its products; 4 in plumbing and heating equipment and supplies; and 8 in all other products.
- 8/ Includes 4 establishments dealing in amusement and sporting goods; 3 in chemicals and paints; 1 in clothing and furnishings; 1 in coal and coke; 1 in dry goods (specialty lines); 1 in farm supplies; 1 in furniture and house furnishings; 1 in hardware; 1 in jewelry and optical goods; 3 in paper and its products; 1 in tobacco and its products (except leaf); and 5 in all other products.
- 9/ Includes 1 establishment dealing in amusement and sporting goods; 5 in farm supplies; 1 in general merchandise; 2 in hardware; 2 in jewelry and optical goods; 3 in paper and its products; 2 in petroleum and its products; and 18 in all other products.
- 10/ Includes 3 establishments dealing in farm products - consumer goods and 1 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CLEVELAND, OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,123	\$681,242	\$73,834	1,030	21,502	\$39,341	\$38,738	\$603	1/ \$38,073
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS	1,301	261,940	38,446	749	13,145	21,496	21,131	365	24,155
Wholesale merchants	1,175	229,894	34,108	669	11,646	18,772	18,427	345	20,685
Importers	8	2,287	164	10	40	67	66	1	211
Industrial distributors	23	14,057	2,668	5	952	1,709	1,702	7	2,857
Drop shippers or desk jobbers	30	9,153	585	12	146	386	382	4	7
Mail-order wholesalers	5	160	46	7	16	18	17	1	24
Wagon distributors	57	4,115	649	46	270	376	369	7	139
All other 2/	3	2,274	226	--	75	168	168	--	232
MANUFACTURERS' SALES BRANCHES (With stocks)	229	165,527	20,646	4	5,083	10,458	10,349	109	11,554
MANUFACTURERS' SALES OFFICES (Without stocks)	168	104,886	6,027	9	1,113	3,030	3,015	15	--
BULK TANK STATIONS (PETROLEUM)	40	26,650	3,305	4	759	1,361	1,351	10	1,344
Independent stations	20	2,956	467	4	109	190	187	3	58
Chain-operated stations	20	23,694	2,838	--	650	1,171	1,164	7	1,286
AGENTS AND BROKERS	372	115,333	5,098	257	1,291	2,843	2,755	88	874
Auction companies	5	4,530	139	5	66	93	85	8	6
Brokers	39	33,260	564	24	117	354	346	8	23
Commission merchants	32	17,786	729	25	227	460	452	8	87
Export agents	5	404	62	3	17	13	11	2	--
Manufacturers' agents	225	20,870	1,237	176	399	685	630	55	103
Selling agents	63	37,863	2,337	23	452	1,215	1,209	6	655
Other agents 3/	3	620	30	1	13	23	22	1	--
ASSEMBLERS	13	6,906	312	7	111	153	137	16	146
Cooperative marketing associations	6	6,504	223	--	81	128	125	3	32
All other 4/	7	402	89	7	30	25	12	13	114
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE MERCHANTS	1,301	261,940	38,446	749	13,145	21,496	21,131	365	24,155
Amusement and Sporting Goods	18	1,475	312	13	122	187	182	5	61
Toys, novelties and fireworks	10	357	96	12	48	63	63	--	19
All other	8	1,118	216	1	74	124	119	5	42
Automotive	85	20,023	2,350	43	908	1,510	1,502	8	1,396
Automobiles and other motor vehicles	7	14,873	1,071	1	370	732	732	--	568
All other	78	5,150	1,279	42	538	778	770	8	828
Beer, Wines and Liquors	17	2,292	435	6	157	241	234	7	144
Beer and other fermented malt liquors	10	2,004	331	4	119	189	183	6	96
Wines and liquors	7	288	104	2	38	52	51	1	48
Chemicals and Paints	46	6,234	1,491	21	446	939	924	15	750
Industrial chemicals	3	2,598	303	--	73	236	236	--	304
Paints and varnishes	26	2,848	811	13	239	420	413	7	401
All other	17	782	377	8	134	283	275	8	45
Clothing and Furnishings	73	12,515	1,905	55	403	898	883	15	942
Clothing and/or furnishings (full line)	15	5,065	794	8	151	457	450	7	167
Men's and boys'	22	1,178	189	21	62	80	79	1	191
Women's and children's	15	4,364	661	12	124	244	243	1	363
Shoes and other footwear	9	1,359	152	6	31	67	63	4	155
All other	12	549	109	8	35	50	48	2	66
Coal and Coke	23	7,829	526	8	136	362	361	1	1
Drugs (full line)	3	4,110	577	--	227	376	375	1	563
Drugs and Drug Sundries (specialty lines)	19	1,029	218	10	91	157	154	3	121
Drug specialties	4	232	65	--	31	48	48	--	47
Patent medicines	4	408	37	5	9	22	20	2	33
Toilet articles and preparations	8	232	78	3	34	66	65	1	9
All other	3	157	38	2	17	21	21	--	32

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CLEVELAND, OHIOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Dry Goods (full line)	4	\$2,778	\$503	3	169	\$300	\$300	--	\$399
Dry Goods (specialty lines)	27	1,715	298	21	97	172	170	32	236
Notions	11	571	75	11	29	42	41	1	123
Piece goods	9	855	155	7	44	90	90	--	82
All other	7	289	68	3	24	40	39	1	31
Electrical Goods	43	10,856	2,200	7	676	1,176	1,163	13	1,406
Electrical merchandise (full line)	7	3,948	719	--	202	341	341	--	607
Apparatus and equipment	8	1,106	267	--	99	191	191	--	117
Wiring supplies and construction material	8	988	233	3	68	107	107	--	221
Radios, refrigerators and appliances	20	4,814	981	4	307	537	524	13	461
Farm Products - raw materials	8	908	82	7	31	31	26	5	44
Hides, skins, and furs (raw)	3	621	39	3	13	17	15	2	20
All other	5	287	43	4	18	14	11	3	24
Farm Products - consumer goods	160	26,993	2,897	139	945	1,367	1,334	33	224
Dairy products	48	5,381	1,122	35	411	603	599	4	22
Poultry and poultry products	37	3,639	284	32	125	151	138	13	27
Dairy and poultry products	10	2,479	167	8	62	85	83	2	38
Fruits and vegetables (fresh)	65	15,494	1,324	64	347	528	514	14	137
Farm Supplies	3	1,183	305	1	101	127	125	2	127
Furniture and House Furnishings	33	3,867	520	20	167	230	228	2	457
Floor coverings	6	1,681	233	2	57	81	80	1	336
Furniture (household and office)	7	297	49	6	18	22	22	--	26
House furnishings (except as specified)	12	1,733	194	8	67	99	99	--	72
All other	8	156	44	4	25	28	27	1	23
Groceries (full line)	26	16,067	2,171	11	833	1,285	1,284	1	2,367
Groceries and Foods (specialty lines)	189	30,121	3,857	148	1,491	2,142	2,068	74	1,522
Coffee, tea and spices	7	819	159	3	66	93	93	--	127
Confectionery	24	1,088	235	15	117	104	101	3	58
Fish and sea foods	12	945	254	9	92	134	123	11	71
Flour	7	2,592	235	2	89	114	91	23	231
Meats and meat products	56	12,623	1,466	39	554	913	891	22	503
Soft drinks	6	176	37	6	21	20	19	1	--
Sugar	4	3,063	182	1	57	101	99	2	91
All other	73	8,615	1,289	73	495	663	651	12	441
Hardware	15	14,999	2,518	8	1,057	1,629	1,627	2	3,241
Hardware (full line)	3	14,675	2,442	--	1,019	1,763	1,761	2	3,179
Hardware (specialty lines)	12	324	76	8	38	46	46	--	62
Jewelry and Optical goods	24	1,922	476	8	182	284	283	1	296
Other jewelry specialties	12	665	155	6	49	78	77	1	70
Optical goods	5	559	231	--	99	155	155	--	63
All other	7	698	90	2	34	51	51	--	163
Lumber and Construction Materials	52	9,463	2,414	11	714	1,102	1,038	64	1,386
Builders' supplies (full line)	10	2,337	568	2	225	270	261	9	214
Lumber and millwork	29	4,674	1,031	4	358	594	575	19	945
Glass	4	195	92	2	41	71	60	11	49
Sand, gravel and crushed stone	3	549	253	--	40	58	46	12	140
All other	6	1,708	470	3	50	109	96	13	38

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF CLEVELAND, OHIOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE (continued)</b>									
Machinery, Equipment and Supplies	150	\$17,554	\$4,016	69	1,396	\$2,356	\$2,311	\$45	\$3,462
Commercial machinery, eqpt. and spls.									
Stores, restaurant and hotel	23	1,292	338	10	142	180	172	8	221
All other	10	678	111	6	59	78	67	11	44
Industrial equipment and supplies									
Industrial (full line)	4	5,768	1,178	--	381	718	716	2	1,204
Belting, hose and packing	5	804	81	--	33	38	36	2	84
All other	39	2,626	617	19	210	376	373	3	647
Industrial machinery									
Machine tools	3	241	26	3	9	10	9	1	31
All other	14	606	225	7	76	143	141	2	128
Professional equipment and supplies									
Dental	5	217	53	--	30	35	35	--	48
Surgical, medical and hospital	7	1,257	375	3	97	197	197	--	104
All other	6	751	198	4	78	107	106	1	137
Service equipment and supplies									
Barber and beauty parlor	9	272	83	8	45	57	57	--	45
Laundry	3	531	136	--	34	78	78	--	42
Upholsterers'	4	480	129	1	27	49	48	1	307
All other	11	855	238	4	101	177	176	1	108
Other machinery, equipment and supplies	7	1,176	228	4	74	113	100	13	312
Metals and Metal Work (except scrap)	26	15,814	1,605	6	386	782	773	9	1,307
Iron and steel (except structural)	12	4,207	658	4	171	326	321	5	433
Sheet metal products	10	8,247	602	1	184	370	369	1	526
All other	4	3,360	145	1	31	86	83	3	348
Paper and Its Products	39	9,350	1,636	18	532	1,021	1,015	6	1,331
Wrapping or coarse paper and products	18	5,164	865	11	284	558	556	2	720
Fine or printing and writing paper	6	2,713	373	1	109	267	267	--	402
Stationery and stationery supplies	5	217	75	1	27	40	38	2	20
Wall paper	10	1,256	323	5	112	156	154	2	189
Petroleum and Its Products	20	7,763	675	4	119	246	243	3	217
Plumbing and Heating Equipment and Spls.	37	4,024	960	7	268	491	482	9	587
Tobacco and Its Products (except leaf)	22	13,921	819	10	288	456	456	--	558
Waste Materials	87	12,141	1,802	54	780	917	884	33	669
Iron and steel scrap	31	5,324	764	15	266	421	408	13	283
Junk and scrap (full line)	12	330	50	12	38	30	24	6	15
Waste paper, rags and rubber	36	2,817	635	27	394	336	323	13	180
Nonferrous metals	8	3,670	353	--	82	130	129	1	191
All Other	52	4,994	878	41	423	512	506	6	341
Books, periodicals and newspapers	6	1,585	311	3	192	208	207	1	79
Flowers and nursery stock	7	638	134	1	46	82	82	--	24
Forest products (except lumber)	10	276	80	12	40	49	48	1	8
Leather and leather goods	14	700	123	16	54	60	56	4	166
Textiles and materials other than dry goods	3	297	54	2	21	32	32	--	20
Miscellaneous kinds of business 5/	12	1,498	176	7	70	81	81	--	44
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	229	165,527	20,646	4	5,083	10,458	10,349	109	11,554
Amusement and Sporting Goods	6	1,951	433	--	139	243	243	--	156
Automotive	22	49,712	4,199	--	1,123	2,411	2,408	3	2,800
Automobiles and other motor vehicles	8	39,051	1,448	--	385	780	779	1	643
Automotive equipment	7	7,152	2,237	--	601	1,362	1,362	--	1,956
Tires and tubes	7	3,509	514	--	137	269	267	2	201
Chemicals and Paints	15	11,683	1,470	--	227	518	507	11	891
Paints and varnishes	5	5,556	860	--	165	332	321	11	779
All other	10	6,127	610	--	62	186	186	--	112
Drugs and Drug Sundries (specialty lines)	6	657	309	2	50	172	169	3	50
Dry Goods (specialty lines)	4	872	94	--	20	38	38	--	34

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CLEVELAND, OHIO

TABLE 1. - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Electrical Goods	13	314,163	31,444	--	357	3831	3826	25	3688
Apparatus and equipment	6	9,323	946	--	244	593	591	2	351
Wiring supplies and construction material	4	3,278	373	--	78	151	151	--	276
All other	3	1,862	125	--	55	87	84	3	61
Farm Products - consumer goods	5	2,119	708	1	98	160	160	--	69
Furniture and House Furnishings	9	1,856	267	--	81	138	135	3	235
Furniture (household and office)	4	509	73	--	28	42	41	1	21
All other	5	1,347	194	--	53	96	94	2	214
Groceries and Foods (specialty lines)	14	27,661	3,477	--	586	1,098	1,094	4	859
Lumber and Construction Materials	15	8,838	1,965	--	525	1,085	1,058	27	798
Machinery, Equipment and Supplies	62	21,365	3,779	1	1,108	2,363	2,324	39	2,859
Commercial machinery, eqpt. and spls.	14	2,325	670	--	263	524	520	4	225
Office (except furniture)	5	326	59	1	28	50	18	32	8
Store, restaurant and hotel	43	18,714	3,050	--	817	1,789	1,786	3	2,626
Other machinery, equipment and supplies	4	1,000	190	--	155	230	230	--	190
Metals and Metal Work (except scrap)	14	15,216	823	--	258	473	470	3	1,033
Iron and steel (except structural)	3	7,414	326	--	116	208	205	3	613
All other	9	11,774	427	--	142	265	265	--	420
Paper and Its Products	4	1,301	186	--	77	126	126	--	134
Plumbing and Heating Equipment and Spls.	6	7,212	558	--	146	254	247	7	394
All Other 6/	14	4,189	932	--	388	548	544	4	554
<b>MANUFACTURERS' SALES OFFICES</b>									
<b>(WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	4	5,252	366	--	116	191	191	--	--
Chemicals and Paints	7	3,231	435	--	60	149	149	--	--
Electrical Goods	14	4,721	312	--	54	126	127	1	--
Lumber and Construction Materials	11	2,492	349	--	71	196	196	--	--
Machinery, Equipment and Supplies	28	11,452	1,142	3	273	692	690	2	--
Metals and Metal Work (except scrap)	29	63,326	1,760	--	265	1,063	1,058	5	--
Paper and Its Products	5	1,817	57	--	13	39	39	--	--
Plumbing and Heating Equipment and Spls.	6	320	40	--	13	31	31	--	--
All Other 7/	34	14,646	1,526	6	228	541	524	7	--
<b>BULK TANK STATIONS (PETROLEUM)</b>									
Petroleum and Its Products	40	26,650	3,305	4	759	1,361	1,351	10	1,344
<b>AGENTS AND BROKERS</b>									
	372	115,333	5,098	257	1,291	2,843	2,755	88	874
Automotive	7	313	28	5	11	9	8	1	5
Automotive equipment	7	313	28	5	11	9	8	1	5
Beer, Wines and Liquors	6	3,198	168	4	36	76	76	--	35
Chemicals and Paints	20	3,501	230	10	56	122	106	16	23
Industrial chemicals	4	644	14	3	6	8	8	--	--
Naval stores	3	360	43	1	10	22	22	--	20
Paints and varnishes	4	2,247	67	--	24	47	33	14	--
All other	9	414	106	6	16	45	43	2	3
Clothing and Furnishings	9	541	23	12	5	4	4	--	3
Women's and children's	2	330	16	4	3	3	3	--	1
Millinery and millinery supplies	3	170	9	5	1	--	--	--	2
All other	4	41	4	3	1	1	1	--	--
Coal and Coke	12	26,739	1,750	3	316	895	891	4	562
Dry Goods (specialty lines)	6	1,114	17	7	5	4	3	1	3

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935  
CITY OF CLEVELAND, OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Electrical Goods	26	\$1,591	\$90	19	36	\$51	\$48	\$3	\$16
Apperatus and equipment	9	505	45	5	15	26	25	1	--
Wiring supplies and construction material	12	956	36	10	16	19	17	2	16
Radioe, refrigeretors and appliances	5	130	9	4	5	6	6	--	--
<b>Farm Products - raw materials</b>									
Livestock	8	8,328	122	13	42	74	72	2	3
All other	5	7,556	94	8	36	52	50	2	--
	3	772	28	5	6	22	22	--	3
<b>Farm Products - consumer goods</b>									
Poultry and poultry products	26	17,230	643	15	199	432	418	14	73
Fruits and vegetables (fresh)	3	540	16	1	6	10	9	1	1
All other	21	14,428	601	11	187	408	395	13	68
	4	2,462	26	3	6	14	14	--	4
<b>Furniture and House Furnishings</b>									
China, glassware and crockery	10	1,695	190	8	40	120	116	4	9
Furniture (household and office)	3	1,081	108	2	12	79	78	1	--
All other	4	141	37	4	14	11	10	1	7
	3	473	45	2	14	30	28	2	2
<b>Groceries and Foods (specialty lines)</b>									
Canned goods	29	27,464	351	22	85	196	190	6	15
Sugar	6	2,581	43	5	10	23	23	--	7
All other	5	13,050	83	2	17	44	44	--	--
	18	11,833	225	15	58	129	123	6	8
<b>Hardware</b>									
Hardware (specialty lines)	7	304	43	4	18	22	21	1	3
	7	304	43	4	18	22	21	1	3
<b>Lumber and Construction Materials</b>									
Builders' supplies (full line)	25	1,716	159	16	65	104	93	11	18
Lumber and millwork	11	500	67	8	27	42	37	5	--
All other	8	510	38	5	17	29	29	--	--
	6	706	54	3	21	33	27	6	18
<b>Machinery, Equipment and Supplies</b>									
Commercial mchnry., eqpt. and spls.	98	5,780	575	74	186	336	321	15	59
Industrial equipment and supplies	6	222	65	5	19	36	34	2	17
Beltng, hose and packing	5	524	67	4	11	51	51	--	--
Power transmission equipment	4	264	18	2	7	11	11	--	2
All other	32	2,110	169	24	67	102	94	8	36
Industrial machinery									
Construction (including road building)	3	90	10	3	1	1	1	--	--
Machine tools	5	583	75	2	21	45	45	--	--
Power plant	10	553	27	7	9	9	9	--	1
All other	15	638	57	14	22	31	28	3	3
Transportation equipment and supplies									
Railroad	6	454	33	3	10	32	31	1	--
Other machinery, equipment and supplies	12	342	54	10	19	18	17	1	--
<b>Metals and Metal Work (except scrap)</b>									
Iron and steel (except structural)	25	10,601	343	18	75	169	166	3	22
All other	11	6,489	236	9	39	98	95	3	22
	14	4,112	107	9	36	71	71	--	--
<b>Paper and Its Products</b>									
	4	124	6	4	3	3	3	--	--
<b>Plumbing and Heating Equipment and Spls.</b>									
	13	1,080	115	6	40	74	69	5	10
<b>Waste Materials</b>									
	5	1,522	89	--	13	49	48	1	7
<b>All Other</b>									
Books, periodicals and newspapers	18	2,832	166	17	60	103	102	1	8
Micellaneous kinds of business <u>g/</u>	4	247	22	3	8	16	16	--	--
	14	2,585	144	14	52	87	86	1	8

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF CLEVELAND, OHIO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>ASSEMBLERS</u>	13	\$6,906	\$312	7	111	\$153	\$137	\$16	\$146
Farm Products - consumer goods	9	4,752	274	4	100	130	114	16	145
All Other 9/	4	2,154	38	3	11	23	23	--	1

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Includes stocks held on consignment amounting in \$1,173,000.
- 2/ Includes 1 voluntary-group wholesaler; 1 converter; and 1 retailer-cooperative warehouse.
- 3/ Includes 1 import agent and 2 other agents.
- 4/ Includes 6 country buyers of farm products and 1 packer and shipper.
- 5/ Includes 1 establishment dealing in general merchandise and 11 in miscellaneous kinds of business.
- 6/ Includes 3 establishments dealing in beer, wines and liquors; 3 in clothing and furnishings; 2 in hardware; 2 in jewelry and optical goods; 3 in petroleum and its products; 3 in tobacco and its products (except leaf); and 8 in all other products.
- 7/ Includes 3 establishments dealing in automotive products; 1 in beer, wines and liquors; 6 in clothing and furnishings; 1 in coal and coke; 1 in drugs and drug sundries (specialty lines); 4 in dry goods (specialty lines); 2 in furniture and house furnishings; 3 in groceries and foods (specialty lines); 2 in hardware; 1 in tobacco and its products (except leaf); and 10 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 1 in farm supplies; 1 in general merchandise; 1 in petroleum and its products; and 10 in miscellaneous kinds of business.
- 9/ Includes 1 establishment dealing in farm products - raw materials and 3 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF DALLAS, TEXAS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	903	\$409,668	\$38,298	470	1/ 9,802	1/ \$16,184	1/ \$16,002	1/ \$182	2/ \$40,637
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	478	211,687	21,978	302	5,957	9,247	9,163	84	32,471
Wholesale merchants	426	113,215	15,301	259	5,524	8,294	8,214	80	15,747
Exporters	25	93,408	6,088	28	239	605	602	3	16,030
Industrial distributors	5	1,120	283	--	90	208	208	--	482
Drop shippers or desk jobbers	7	1,449	113	5	26	57	57	--	1
Wagon distributors	10	1,146	69	9	33	33	33	--	17
All other 3/	5	1,349	124	1	45	50	49	1	194
MANUFACTURERS' SALES BRANCHES (With stocks)	153	93,594	11,026	--	2,627	4,707	4,643	64	6,779
MANUFACTURERS' SALES OFFICES (Without stocks)	64	33,244	3,019	--	516	1,064	1,055	9	--
BULK TANK STATIONS (PETROLEUM)	24	4,717	726	15	1/	1/	1/	1/	182
Independent stations	12	1,032	94	10	39	46	43	3	28
Chain-operated stations	11	3,685	632	5	1/ 214	1/ 348	1/ 347	1/ 1	154
Commission stations	1								
AGENTS AND BROKERS	180	64,832	1,454	153	429	729	710	19	951
Brokers	50	42,954	568	39	147	292	289	3	61
Commission merchants	6	1,644	17	4	2	1	1	--	17
Manufacturers' agents	91	10,239	517	83	216	286	271	15	842
Selling agents	28	8,518	264	19	60	140	139	1	31
Other agents 4/	5	1,477	88	8	4	10	10	--	--
ASSEMBLERS 5/	4	1,594	95	--	20	43	41	2	254
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	478	211,687	21,978	302	5,957	9,247	9,163	84	32,471
Amusement and Sporting Goods	19	3,040	559	12	239	387	384	3	297
Automotive	47	11,183	1,672	22	684	980	975	5	1,179
Automobiles and other motor vehicles	9	6,904	644	1	241	338	338	--	403
Automotive equipment	35	4,159	1,011	16	433	631	626	5	755
Tires and tubes	3	120	17	5	10	11	11	--	21
Beer, Wines and Liquors	17	4,092	385	15	124	170	170	--	499
Beer and other fermented malt liquors	9	874	140	8	50	54	54	--	77
Wines and liquors	8	3,218	245	7	74	116	116	--	422
Chemicals and Paints	10	1,023	111	4	45	69	66	3	214
Clothing and Furnishings	30	4,950	687	23	203	352	348	4	687
Drugs (full line)	2								
Drugs and Drug Sundries (specialty lines)	11	5,518	633	8	226	351	350	1	882
Dry Goods (full line)	3	5,556	791	1	277	559	557	2	911
Dry Goods (specialty lines)	3	593	25	1	9	19	19	--	40
Electrical Goods	21	6,659	1,115	7	386	726	720	6	734
Farm Products - raw materials	28	109,261	7,248	32	304	732	714	18	19,654
Farm Products - consumer goods	50	10,169	1,293	45	701	821	817	4	193
Dairy products	6	2,201	716	3	384	467	467	--	2
Fruits and vegetables (fresh)	36	5,533	473	31	213	277	274	3	189
All other	8	2,435	104	11	104	77	76	1	2
Farm Supplies	3	576	107	1	34	67	66	1	93
Furniture and House Furnishings	8	1,539	173	3	65	86	86	--	269
Groceries (full line)	6	2,813	197	--	64	133	133	--	280

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF DALLAS, TEXASTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries and Foods (specialty lines)	45	\$6,015	\$757	34	358	\$401	\$388	\$13	\$468
Coffee, tea and spices	6	1,632	248	1	107	113	113	--	189
Confectionery	8	789	34	10	13	10	9	1	21
Flour	3	107	21	2	14	18	18	--	3
Meats and meat products	8	312	49	10	22	19	19	--	2
All other	20	3,175	405	11	202	241	229	12	253
Hardware	4	2,540	470	--	148	243	243	--	607
Jewelry and Optical Goods	10	986	248	4	79	135	135	--	386
Lumber and Construction Materials	16	1,930	331	5	113	175	172	3	222
Machinery, Equipment and Supplies	72	8,692	2,012	42	667	1,119	1,107	12	1,830
Paper and Its Products	13	1,450	399	2	142	206	204	2	272
Petroleum and Its Products	8	1,198	190	5	50	123	122	1	34
Plumbing and Heating Equipment and Spls.	11	1,344	255	5	114	149	144	5	251
Tobacco and Its Products (except leaf)	8	4,863	205	10	86	127	126	1	222
Waste Materials	9	2,246	269	4	127	172	172	--	138
All Other	24	13,451	1,846	17	712	945	945	--	2,109
Books, periodicals and newspapers	5	1,128	126	2	62	72	72	--	238
Leather and leather goods	4	474	102	1	34	63	63	--	74
Textiles and materials other than dry goods	4	66	7	5	8	5	5	--	2
Miscellaneous kinds of business 6/	11	11,783	1,611	9	608	805	805	--	1,795
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	153	93,594	11,026	--	2,627	4,707	4,643	64	6,779
Amusement and Sporting Goods	5	1,883	347	--	125	189	189	--	108
Automotive	24	36,533	2,191	--	475	958	948	10	1,647
Chemicals and Paints	9	2,768	698	--	153	247	243	4	354
Drugs and Drug Sundries (specialty lines)	5	1,387	297	--	85	171	171	--	174
Dry Goods (specialty lines)	4	324	29	--	15	22	22	--	28
Electrical Goods	7	4,588	533	--	127	265	264	1	650
Furniture and House Furnishings	6	1,699	195	--	52	92	91	1	122
Groceries and Foods (specialty lines)	22	26,498	2,847	--	569	914	902	12	521
Meats and meat products	6	7,032	542	--	251	299	292	7	200
All other	16	19,466	2,305	--	318	615	610	5	321
Machinery, Equipment and Supplies	45	11,566	2,412	--	696	1,242	1,219	23	2,043
Metals and Metal Work (except scrap)	4	1,239	243	--	40	66	66	--	242
Plumbing and Heating Equipment and Spls.	4	895	229	--	60	66	63	3	204
All Other 7/	18	4,214	1,005	--	230	475	465	10	686
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	64	33,244	3,019	--	516	1,064	1,055	9	--
Dry Goods (specialty lines)	7	2,750	143	--	23	53	53	--	--
Groceries and Foods (specialty lines)	5	3,946	683	--	54	127	126	1	--
Machinery, Equipment and Supplies	14	4,154	300	--	75	155	151	4	--
Metals and Metal Work (except scrap)	7	3,350	137	--	25	71	71	--	--
Paper and Its Products	4	1,260	192	--	8	18	16	2	--
All Other 8/	26	17,184	1,564	--	331	640	638	2	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	24	4,717	726	15	1/	1/	1/	1/	182

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF DALLAS, TEXASTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u>	180	\$64,832	\$1,454	153	429	\$729	\$710	\$19	\$951
Automotive	11	1,689	118	7	47	81	80	1	225
Clothing and Furnishings	13	1,580	29	14	7	8	8	--	5
Electrical Goods	9	873	62	8	17	25	25	--	42
Farm Products - raw materials	22	14,327	138	21	21	38	38	--	17
Farm Products - consumer goods	10	4,280	127	3	39	63	63	--	16
Groceries and Foods (specialty lines)	20	20,315	264	18	79	155	155	--	45
Lumber and Construction Materials	11	1,411	76	7	25	50	50	--	--
Machinery, Equipment and Supplies	22	925	90	19	34	56	56	--	55
Metals and Metal Work (except scrap)	3	390	8	3	4	4	4	--	3
Plumbing and Heating Equipment and Spls.	4	281	40	3	14	18	18	--	4
All Other 9/	55	18,761	442	50	142	231	213	18	539
<u>ASSEMBLERS 10/</u>	4	1,594	95	--	30	43	41	2	254

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).
- 2/ Includes stocks not owned but held on consignment valued at \$1,795,000.
- 3/ Includes 1 converter; 2 importers; and 2 mail-order wholesalers.
- 4/ Includes 4 export agents and 1 import agent.
- 5/ Includes 1 country buyer of farm products; 2 cooperative marketing associations; and 1 elevator (grain).
- 6/ Includes 2 establishments dealing in coal and coke; 2 in general merchandise; 1 in metals and metal work (except scrap); and 6 in miscellaneous kinds of business.
- 7/ Includes 3 establishments dealing in beer, wines and liquors; 3 in clothing and furnishings; 1 in jewelry and optical goods; 1 in lumber and construction materials; 3 in paper and its products; 1 in petroleum and its products; and 6 in all other products.
- 8/ Includes 4 establishments dealing in amusement and sporting goods; 1 in automotive; 1 in beer, wines and liquors; 1 in chemicals and paints; 1 in clothing and furnishings; 3 in electrical goods; 4 in furniture and house furnishings; 3 in lumber and construction materials; 3 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 9/ Includes 1 establishment dealing in amusement and sporting goods; 6 in chemicals and paints; 3 in coal and coke; 1 in drugs and drug sundries (specialty lines); 20 in dry goods (specialty lines); 5 in furniture and house furnishings; 4 in hardware; 1 in jewelry and optical goods; 5 in paper and its products; 2 in petroleum and its products; and 7 in all other products.
- 10/ Includes 2 establishments dealing in farm products - raw materials and 2 in farm products - consumer goods.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION- 1935  
CITY OF DENVER, COLO.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses including pay roll  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	835	\$261,593	\$24,064	425	1/ 7,431	1/ \$11,907	1/ \$11,731	1/ \$176	2/ \$13,047
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	476	87,981	12,105	284	4,640	6,556	6,437	119	8,657
Wholesale merchants	454	84,373	11,574	272	4,491	6,312	6,198	114	8,491
Industrial distributors	4	1,205	236	--	99	147	147	--	134
Drop shippers or desk jobbers	8	1,290	93	5	13	31	29	2	--
Wagon distributors	7	732	87	4	33	58	55	3	23
All other 3/	3	381	15	3	4	8	8	--	9
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	108	58,751	6,562	2	1,478	2,874	2,860	14	3,415
<b>MANUFACTURERS' SALES OFFICES 4/ (Without stocks)</b>	45	19,936	1,420	--	296	578	578	--	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	33	2,983	1,666	10	1/	1/	1/	1/	456
Independent stations	12	3,021	360	8	105	204	202	2	194
Chain-operated stations	20	6,962	1,306	2	1/ 324	1/ 558	1/ 557	1/ 1	262
Commission stations	1								
<b>AGENTS AND BROKERS</b>	154	76,761	1,966	119	509	999	960	39	266
Brokers	35	18,020	491	30	113	268	265	3	17
Commission merchants	28	43,791	696	18	178	344	325	19	98
Manufacturers' agents	76	9,393	261	65	86	113	107	6	42
Other agents 5/	15	5,557	518	6	132	274	263	11	109
<b>ASSEMBLERS</b>	19	8,201	345	10	79	138	137	1	253
Cooperative marketing associations	5	6,328	144	--	34	78	78	--	40
Elevators (grain)	3	1,135	46	2	9	13	12	1	204
All other 6/	11	738	155	8	36	47	47	--	9
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS</b>	476	87,981	12,105	284	4,640	6,556	6,437	119	8,657
<b>Automotive</b>	48	4,558	1,034	31	452	594	586	8	668
Automotive equipment	40	3,080	818	27	379	475	469	6	552
All other	8	1,478	216	4	73	119	117	2	116
<b>Beer, Wines and Liquors</b>	13	3,233	385	3	157	217	216	1	264
Beer and other fermented malt liquors	5	690	99	2	32	59	59	--	24
Wines and liquors	8	2,543	286	1	125	158	157	1	240
<b>Coal and Coke</b>	4	117	7	4	3	2	2	--	1
<b>Drugs (full line) Drugs &amp; Drug Sundries (specialty lines)</b>	5 9	5,212	772	9	257	392	390	2	643
<b>Farm Products - raw materials</b>	10	9,134	499	1	162	251	245	6	551
Grain	5	6,813	292	1	114	181	179	2	442
All other	5	2,321	207	--	48	70	66	4	109
<b>Farm Products - consumer goods</b>	75	10,932	1,112	66	539	630	614	16	225
Dairy products	6	1,962	151	1	77	107	106	1	84
Fruits and vegetables (fresh)	59	8,205	810	58	395	459	447	12	90
All other	10	765	151	7	67	64	61	3	51
<b>Farm Supplies</b>	6	1,291	98	3	38	46	44	2	134
<b>Groceries (full line)</b>	19	11,693	1,361	5	508	842	834	8	1,218
<b>Groceries and Foods (specialty lines)</b>	48	9,433	1,057	35	376	458	445	13	238
Confectionery	5	1,024	84	3	42	44	40	4	48
Fish and sea foods	5	734	90	3	51	46	43	3	16
Meats and meat products	8	1,087	144	5	82	88	85	3	10
All other	30	6,588	739	24	201	280	277	3	164
<b>Lumber and Construction Materials</b>	17	3,310	585	5	164	266	264	2	437
Lumber and millwork	8	1,394	189	2	46	86	84	2	276
Cement, lime and plaster	5	852	130	2	31	48	48	--	63
All other	4	1,064	266	1	87	132	132	--	118

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF DENVER, COLO.

TABLE 1. - SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees 'full-time and part- time): Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Machinery, Equipment and Supplies	67	\$7,914	\$1,690	35	581	\$947	\$932	\$15	\$1,231
Commercial machinery, eqpt. and spls.	5	185	54	3	27	30	29	1	31
Farm and dairy machinery and equipment	4	374	67	2	24	41	40	1	24
Industrial equipment and supplies									
Belting, hose and packing	3	139	51	--	18	29	29	--	21
All other	9	1,162	196	7	93	127	126	1	186
Industrial machinery									
Construction (including road building)	3	2,119	251	--	62	152	151	1	160
Used machinery and equipment	4	323	162	2	63	96	93	3	178
All other	10	1,557	320	2	77	165	164	1	177
Service equipment and supplies									
Barber and beauty parlor	10	613	225	10	89	122	118	4	141
Laundry	3	192	45	2	14	21	21	--	24
All other	7	478	100	2	36	60	58	2	61
Other machinery, equipment and supplies	9	772	219	5	78	104	103	1	228
Petroleum and Its Products	6	163	40	2	20	24	24	--	8
Plumbing and Heating Eqpt. and Spls.	10	1,850	401	3	174	202	189	13	418
Plumbing fixtures, equipment and spls.	5	491	101	2	36	51	50	1	69
All other	5	1,359	300	1	138	151	139	12	349
Tobacco and Its Products (except leaf)	5	3,467	163	2	69	97	95	2	156
Waste Materials	16	609	85	15	58	48	43	5	114
Junk and scrap (full line)	12	420	56	12	42	30	27	3	93
All other	4	189	29	3	16	18	16	2	21
All Other 7/	120	15,065	2,816	65	1,082	1,540	1,514	26	2,351
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	108	58,731	6,562	2	1,478	2,874	2,860	14	3,415
Amusement and Sporting Goods	5	818	215	--	75	121	121	--	57
Beer, Wines and Liquors	7	3,329	430	--	56	121	121	--	114
Groceries and Foods (specialty lines)	21	12,027	1,883	--	324	613	609	4	456
Canned goods	4	1,998	231	--	52	101	99	2	198
All other	17	10,029	1,652	--	272	512	510	2	258
Metals and Metal Work (except scrap)	4	8,340	215	--	49	113	112	1	167
All Other 8/	71	34,217	3,819	2	974	1,906	1,897	9	2,621
<b>MANUFACTURERS' SALES OFFICES 4/ (WITHOUT STOCKS)</b>	45	19,936	1,420	--	296	578	578	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	33	9,983	1,666	10	1/	1/	1/	1/	456
<b>AGENTS AND BROKERS</b>	154	76,761	1,966	119	509	999	960	39	266
Amusement and Sporting Goods	3	13	8	3	4	3	3	--	--
Clothing and Furnishings	5	331	25	4	6	14	14	--	1
Electrical Goods	8	679	33	5	11	14	13	1	1
Farm Products - raw materials	28	46,614	684	23	174	346	327	19	99
Farm Products - consumer goods	12	5,705	138	9	32	55	54	1	5
Furniture and House Furnishings	5	753	53	5	16	31	31	--	72
Groceries and Foods (specialty lines)	22	14,421	322	15	73	182	178	4	10
Hardware	5	211	9	4	2	3	3	--	--
Lumber and Construction Materials	6	280	35	5	11	17	16	1	3
Metals and Metal Work (except scrap)	4	136	4	4	1	--	--	--	1
Paper and Its Products	3	66	1	3	1	1	1	--	--
All Other 9/	53	7,552	654	39	178	333	320	13	74

(continued on next page)



CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF DENVER, COLO.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	19	\$8,201	\$345	10	79	\$138	\$137	\$1	\$253
Farm Products - raw materials	7	6,394	131	3	27	62	61	1	212
Farm Products - consumer goods	5	1,610	162	3	34	55	55	--	40
All Other <u>10/</u>	7	297	52	4	18	21	21	--	1

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$460,000.
- 3/ Includes 1 importer and 2 mail-order wholesalers.
- 4/ Information by kinds of business withheld to avoid disclosing individual operations.
- 5/ Includes 1 auction company; 1 export agent; and 13 selling agents.
- 6/ Includes 10 country buyers of farm products and 1 packer and shipper.
- 7/ Includes 12 establishments dealing in amusement and sporting goods; 6 in chemicals and paints; 19 in clothing and furnishings; 1 in dry goods (full line); 3 in dry goods (specialty lines); 22 in electrical goods; 9 in furniture and house furnishings; 1 in general merchandise; 1 in hardware; 5 in jewelry and optical goods; 2 in metals and metal work (except scrap); 10 in paper and its products; and 29 in all other products.
- 8/ Includes 16 establishments dealing in automotive products; 2 in chemicals and paints; 3 in clothing and furnishings; 3 in drugs and drug sundries (specialty lines); 5 in electrical goods; 4 in furniture and house furnishings; 1 in jewelry and optical goods; 2 in lumber and construction materials; 26 in machinery, equipment and supplies; 2 in paper and its products; 1 in petroleum and its products; 3 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 2 in all other products.
- 9/ Includes 6 establishments dealing in automotive products; 1 in beer, wines and liquors; 2 in chemicals and paints; 7 in coal and coke; 2 in dry goods (specialty lines); 30 in machinery, equipment and supplies; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 2 in all other products.
- 10/ Includes 2 establishments dealing in farm supplies and 5 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF DETROIT, MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>2,333</b>	<b>\$950,734</b>	<b>\$76,744</b>	<b>1,332</b>	<b>1/ 22,727</b>	<b>1/ \$39,953</b>	<b>1/ \$39,289</b>	<b>1/ \$664</b>	<b>2/ \$39,591</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESAERS</b>	<b>1,493</b>	<b>319,171</b>	<b>42,870</b>	<b>986</b>	<b>15,137</b>	<b>23,937</b>	<b>23,437</b>	<b>500</b>	<b>27,635</b>
Wholesale merchants	1,371	295,415	39,953	918	14,231	22,292	21,834	458	26,091
Importers	17	3,640	280	9	87	164	163	1	181
Industrial distributors	31	9,045	1,521	5	420	844	809	35	1,205
Drop shippers or desk jobbers	20	4,901	237	10	60	130	128	2	--
Wagon distributors	51	4,748	782	44	297	449	445	4	46
All other 3/	3	1,422	97	--	42	58	58	--	112
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	236	183,423	17,018	2	4,469	8,939	8,778	61	8,845
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	157	248,067	6,378	1	1,002	2,942	2,927	15	--
<b>BULK TANK STATIONS (PETROLEUM)</b>									
Independent stations	38	44,501	5,771	5	1/	1/	1/		1,620
Chain-operated stations	16	5,890	988	5	227	376	366	10	189
Commission stations	21	38,611	4,783	--	1/ 713	1/ 1,335	1/ 1,333	1/ 2	1,431
1									
<b>AGENTS AND BROKERS</b>	371	151,488	4,585	289	1,132	2,459	2,384	75	1,445
Brokers	43	44,101	679	29	144	345	340	6	36
Commission merchants	23	27,411	666	18	250	420	414	6	158
Manufacturers' agents	274	50,976	2,075	230	503	1,136	1,091	45	342
Other agents 4/	31	29,000	1,165	12	235	557	539	18	909
<b>ASSEMBLERS</b>	38	4,084	122	49	47	65	64	1	46
Country buyers of farm products	35	684	42	49	18	16	15	1	26
All other 5/	3	3,400	80	--	29	49	49	--	20
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESAERS</b>	<b>1,493</b>	<b>319,171</b>	<b>42,870</b>	<b>986</b>	<b>15,137</b>	<b>23,937</b>	<b>23,437</b>	<b>500</b>	<b>27,635</b>
Automotive	118	43,293	5,868	72	1,701	2,802	2,782	20	3,554
Automobiles and other motor vehicles	11	33,509	3,370	1	770	1,355	1,354	1	1,697
Automotive equipment	95	9,158	2,375	57	876	1,388	1,372	16	1,697
Tires and tubes	12	626	143	14	55	59	56	3	160
Beer, Wines and Liquors	26	8,709	433	18	178	253	247	6	577
Chemicals and Paints	28	8,773	1,310	4	377	771	765	6	676
Paints and vernishes	20	2,542	784	2	268	518	513	5	390
All other	8	4,231	526	2	109	253	252	1	286
Clothing and Furnishings	53	6,666	683	37	249	373	365	8	709
Men's and boys'	12	691	74	8	34	47	46	1	115
Women's and children's	13	2,384	167	8	69	78	76	2	88
Furs, dressed and fur clothing	3	515	37	6	13	17	16	1	66
Hosiery	4	380	60	2	19	25	24	1	58
All other	21	2,698	345	13	114	206	203	3	382
Coal and Coke	19	4,910	574	5	184	320	319	1	185
Drugs (full line)	5	6,204	823	23	341	480	472	8	722
Drugs and Drug Sundries (specialty lines)	30								
Dry Goods (full line)	3	8,882	904	17	359	567	567	--	1,080
Dry Goods (specialty lines)	23								
Electrical Goods	45	16,299	2,579	20	756	1,465	1,462	3	1,734
Electrical merchandise (full line)	7	6,056	988	1	295	592	591	1	723
Radios, refrigerators and appliances	22	5,750	867	13	257	454	453	1	375
All other	16	4,493	724	6	204	419	418	1	636
Farm Products - raw materials	11	3,762	300	8	91	143	139	4	313
Hides, skins, and furs (raw)	7	1,903	147	6	64	87	83	4	231
All other	4	1,859	153	2	27	56	56	--	82

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF DETROIT, MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
<b>Farm Products - consumer goods</b>	190	\$42,012	\$5,501	175	1,821	\$2,795	\$2,758	\$37	\$608
Dairy products	32	10,334	3,098	16	1,035	1,679	1,677	2	61
Poultry and poultry products	46	6,754	500	48	202	312	305	7	82
Dairy and poultry products	22	4,612	309	19	103	146	142	4	124
Fruits and vegetables (fresh)	90	20,312	1,594	92	479	658	634	24	341
<b>Farm Supplies</b>	10	3,409	1,378	10	708	888	695	193	1,616
Feed	7	445	69	9	26	26	26	--	19
All other	3	2,964	1,309	1	682	862	669	193	1,597
<b>Furniture and House Furnishings</b>	40	4,007	573	24	196	358	353	5	765
<b>Groceries (full line)</b>	34	16,601	1,147	20	458	666	662	4	1,847
<b>Groceries and Foods (specialty lines)</b>	216	27,894	3,170	192	1,307	1,837	1,803	34	1,301
Canned goods	7	845	74	7	30	38	38	--	99
Coffee, tea and spices	21	1,407	346	17	150	219	218	1	143
Confectionery	19	682	87	16	55	52	49	3	91
Fish and sea foods	16	1,220	189	10	90	105	104	1	54
Meats and meat products	63	13,493	1,455	60	518	858	847	11	302
Soft drinks	3	66	25	4	11	11	11	--	4
Sugar	3	870	54	--	28	37	37	--	31
Other food and grocery specialties	84	9,311	940	78	425	517	499	18	577
<b>Hardware</b>	19	7,591	1,069	9	423	694	691	3	1,191
<b>Jewelry and Optical Goods</b>	34	2,136	757	16	370	493	489	4	416
Jewelry (full line)	7	402	72	5	29	41	40	1	118
Other jewelry specialties	13	483	105	10	45	52	49	3	154
Optical goods	11	1,081	543	1	285	383	383	--	116
All other	3	170	37	--	11	17	17	--	28
<b>Lumber and Construction Materials</b>	45	8,428	1,252	15	442	750	737	13	957
Builders' supplies (full line)	9	1,009	147	3	51	102	101	1	71
Lumber and millwork	22	5,805	641	6	235	362	357	5	635
Glass	7	1,164	346	1	121	221	221	--	216
All other	7	450	118	5	35	65	58	7	35
<b>Machinery, Equipment and Supplies</b>	160	21,301	4,361	85	1,399	2,604	2,538	66	2,909
Commercial machinery, eqpt. and spls.									
Store, restaurant and hotel	22	1,757	337	16	153	209	206	3	231
All other	7	403	105	3	35	57	57	--	62
Farm and dairy machinery and equipment	4	1,186	272	2	116	181	180	1	88
Industrial equipment and supplies									
Industrial (full line)	3	1,766	321	--	91	157	157	--	410
Belting, hose and pecking	5	805	149	--	49	79	79	--	78
All other	42	6,557	1,136	25	303	638	610	28	630
Industrial machinery									
Construction (including road building)	5	503	121	--	41	86	86	--	68
All other	26	3,398	732	10	187	459	428	31	448
Service equipment and supplies									
Barber and beauty parlor	6	709	185	2	62	110	109	1	153
All other	28	2,184	491	20	179	298	296	2	264
Other machinery, equipment and supplies	12	2,033	513	7	123	330	330	--	477
<b>Metals and Metal Work (except scrap)</b>	37	15,499	2,148	11	559	1,176	1,150	26	1,935
Iron and steel (except structural)	17	10,837	1,263	5	298	729	721	8	1,569
All other	20	4,662	885	6	261	447	429	18	366
<b>Paper and Its Products</b>	53	13,519	2,572	34	762	1,407	1,402	5	1,614
Wrapping or coarse paper and products	34	11,840	2,143	23	612	1,173	1,171	2	1,282
Wall paper	11	802	228	3	81	136	135	1	128
All other	8	877	201	8	69	98	96	2	204
<b>Petroleum and Its Products</b>	11	929	158	7	51	75	72	3	57
<b>Plumbing and Heating Equipment and Spls.</b>	38	6,897	1,409	11	525	830	826	4	869
<b>Tobacco and Its Products (except leaf)</b>	58	22,633	809	23	321	455	451	4	824

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF DETROIT, MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Waste Materials	99	\$14,046	\$1,770	92	971	\$961	\$941	\$20	\$601
Iron and steel scrap	31	5,772	756	25	326	420	412	8	339
Junk and scrap (full line)	21	1,763	292	23	259	198	196	2	113
Waste paper, rags and rubber	40	3,331	598	36	351	282	273	9	71
Nonferrous metals	7	3,180	124	8	35	61	60	1	78
All Other	68	6,769	1,302	58	588	774	751	23	585
Books, periodicals and newspapers	6	1,564	278	7	199	194	191	3	65
Flowers and nursery stock	5	340	55	4	18	30	27	3	5
Forest products (except lumber)	11	512	148	7	80	80	73	7	28
Leather and leather goods	14	1,335	202	10	64	115	115	--	210
Miscellaneous kinds of business 6/	52	3,018	619	30	227	355	345	10	267
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	236	183,423	17,018	2	4,469	8,839	8,778	61	8,845
Amusement and Sporting Goods	7	2,977	609	--	165	300	299	1	145
Automotive	24	40,079	2,123	--	614	1,170	1,164	6	1,088
Automobiles and other motor vehicles	7	26,863	958	--	283	540	540	--	435
Automotive equipment	10	5,751	406	--	105	202	201	1	295
Tires and tubes	7	7,465	759	--	226	428	423	5	358
Beer, Wines and Liquors	4	2,486	194	--	38	89	89	--	101
Chemicals and Paints	17	5,704	1,116	1	215	447	442	5	494
Paints and varnishes	8	3,654	848	--	163	339	335	4	407
All other	9	2,050	268	1	52	108	107	1	87
Drugs and Drug Sundries (specialty lines)	7	2,400	540	--	282	333	333	--	658
Electrical Goods	19	24,506	1,569	--	346	910	907	3	852
Apparatus and equipment	9	15,267	779	--	172	442	442	--	455
All other	10	9,239	790	--	174	468	465	3	397
Farm Products - consumer goods	4	2,124	392	--	104	183	180	3	99
Dairy products	4	2,124	392	--	104	183	180	3	99
Groceries and Foods (specialty lines)	31	46,775	4,613	--	1,047	1,950	1,945	5	1,130
Meats and meat products	7	16,093	839	--	312	493	491	2	453
All other	24	30,682	3,774	--	735	1,457	1,454	3	677
Hardware	4	361	58	--	16	28	28	--	32
Hardware (specialty lines)	4	361	58	--	16	28	28	--	32
Lumber and Construction Materials	7	17,295	430	--	168	270	270	--	429
Machinery, Equipment and Supplies	64	23,397	3,027	--	796	1,953	1,920	33	1,641
Commercial machinery, eqpt. and spls.									
Office (except furniture)	15	3,029	964	--	355	771	764	7	272
Store, restaurant and hotel	4	942	156	--	27	67	45	22	41
Industrial equipment and supplies									
Power transmission equipment	4	1,148	76	--	17	49	49	--	37
All other	24	14,779	1,241	--	256	721	718	3	1,058
Other machinery, equipment and supplies	17	3,499	590	--	141	345	344	1	233
Paper and Its Products	5	1,185	191	--	69	125	125	--	153
All Other 7/	43	14,134	2,156	1	609	1,081	1,076	5	2,023
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
	157	248,067	6,378	1	1,002	2,942	2,927	15	--
Amusement and Sporting Goods	5	3,271	428	--	130	221	221	--	--
Automotive	6	5,431	121	--	23	87	87	--	--
Chemicals and Paints	9	15,322	961	--	73	286	286	--	--
Electrical Goods	12	8,255	200	--	40	123	123	--	--
Groceries and Foods (specialty lines)	5	2,769	467	--	46	106	106	--	--
Lumber and Construction Materials	8	32,503	230	--	50	111	111	--	--
Machinery, Equipment and Supplies	53	26,009	1,418	--	263	781	774	7	--
All Other 8/	59	154,507	2,553	1	377	1,227	1,219	8	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF DETROIT, MICHIGANTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year add 000
						Total	Full-time	Part-time	
<u>BULK TANK STATIONS</u>									
Petroleum and Its Products	38	\$44,501	\$5,771	5	1/	1/	1/	1/	\$1,620
<u>AGENTS AND BROKERS</u>	371	151,488	4,585	289	1,132	\$2,459	\$2,384	\$75	1,445
<u>Automotive</u>	39	14,715	441	33	49	215	213	2	23
Automotive equipment	36	14,637	431	30	47	214	212	2	23
All other	3	78	10	3	2	1	1	--	--
<u>Chemicals and Paints</u>	8	655	51	5	18	31	30	1	32
<u>Coal and Coke</u>	15	17,227	728	3	142	329	327	2	879
<u>Dry Goods (specialty lines)</u>	3	875	13	2	3	5	5	--	15
<u>Farm Products - raw materials</u>	6	14,575	259	6	91	164	162	2	1
<u>Farm Products - consumer goods</u>	21	19,072	524	13	186	344	337	7	132
Fruits and vegetables (fresh)	17	7,434	340	11	124	220	215	5	43
All other	4	11,638	184	2	62	124	122	2	89
<u>Groceries (full line)</u>	1								
Groceries and Foods (specialty lines)	37	40,735	559	30	134	278	272	6	40
<u>Lumber and Construction Materials</u>	15	1,018	37	13	12	14	13	1	1
Builders' supplies (full line)	7	205	20	3	8	10	9	1	--
Lumber and millwork	4	554	9	5	1	1	1	--	--
All other	4	259	8	5	3	3	3	--	1
<u>Machinery, Equipment and Supplies</u>	132	20,454	1,132	111	300	676	640	36	128
Commercial machinery, eqpt. and spls.									
Office (except furniture)	5	167	25	5	19	20	19	1	--
Store, restaurant and hotel	6	505	40	5	13	20	19	1	2
Industrial equipment and supplies									
Belting, hose and packing	10	2,429	32	9	14	16	15	1	4
Power transmission equipment	5	201	8	4	6	4	3	1	--
All other	54	7,108	370	50	107	200	174	26	63
Industrial machinery									
Construction (including road building)	5	116	19	2	9	15	15	--	2
Machine tools	15	4,551	357	8	64	236	232	4	14
Power plant	7	363	32	7	13	19	18	1	3
All other	10	2,450	133	10	30	69	88	1	--
Service equipment and supplies									
Upholsterers'	5	4,150	54	3	11	28	28	--	20
All other	5	46	4	6	2	1	1	--	1
Other machinery, equipment and supplies	5	358	48	2	13	28	28	--	19
<u>Metals and Metal Work (except scrap)</u>	23	11,459	257	16	43	105	103	2	--
Iron and steel (except structural)	11	7,005	171	7	23	64	62	2	--
All other	12	4,454	86	9	20	41	41	--	--
<u>Paper and Its Products</u>	5	879	41	4	8	22	21	1	--
<u>Plumbing and Heating Equipment and Spls.</u>	8	640	46	3	16	34	33	1	5
<u>All Other</u>	58	9,184	497	50	128	242	228	14	189
Books, periodicals and newspapers	5	310	34	3	12	19	19	--	2
Miscellaneous kinds of businesses 9/	53	8,874	463	47	116	223	209	14	187

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935  
CITY OF DETROIT, MICHIGAN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	<b>38</b>	<b>\$4,084</b>	<b>\$122</b>	<b>49</b>	<b>47</b>	<b>\$65</b>	<b>\$64</b>	<b>\$1</b>	<b>\$46</b>
Farm Products - raw materials	3	279	32	3	12	12	11	1	25
Farm Products - consumer goods	23	3,769	90	28	35	53	53	--	21
All Other	12	36	--	18	--	--	--	--	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).
- 2/ Includes stocks not owned but held on consignment valued at \$1,910,000.
- 3/ Includes 1 exporter and 2 retailer-cooperative warehouses.
- 4/ Includes 2 auction companies and 29 selling agents.
- 5/ Includes 2 cooperative marketing associations and 1 packer and shipper.
- 6/ Includes 22 establishments dealing in amusement and sporting goods; 2 in general merchandise; and 28 in miscellaneous kinds of businesses.
- 7/ Includes 3 establishments dealing in clothing and furnishings; 2 in dry goods (specialty lines); 1 in farm supplies; 8 in furniture and house furnishings; 2 in jewelry and optical goods; 9 in metals and metal work (except scrap); 2 in petroleum and its products; 8 in plumbing and heating equipment and supplies; 3 in tobacco and its products (except leaf); and 5 in all other products.
- 8/ Includes 2 establishments dealing in beer, wines and liquors; 2 in clothing and furnishings; 1 in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in dry goods (specialty lines); 3 in furniture and house furnishings; 2 in hardware; 30 in metals and metal work (except scrap); 3 in paper and its products; 5 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 8 in all other products.
- 9/ Includes 5 establishments dealing in amusement and sporting goods; 2 in beer, wines and liquors; 9 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 13 in electrical goods; 4 in furniture and house furnishings; 8 in hardware; 1 in petroleum and its products; 2 in waste materials; and 8 in miscellaneous kinds of businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF HOUSTON, TEXASTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	576	\$331,180	\$33,868	250	7,259	\$11,823	\$11,626	\$197	1/4 \$35,938
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>	345	210,202	25,530	180	4,876	7,757	7,616	141	30,629
Wholesale merchants	282	64,887	8,829	166	3,507	5,056	4,968	88	8,641
Exporters	11	115,068	12,943	4	319	912	889	23	18,572
Importers	3	3,067	813	—	174	305	304	1	237
Industrial distributors	35	22,425	2,422	2	692	1,200	1,190	10	3,149
Drop shippers or desk jobbers	9	3,747	250	5	74	148	129	19	--
Wagon distributors	5	1,008	273	3	110	136	136	--	30
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	97	57,457	5,162	2	1,519	2,569	2,530	39	4,216
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	34	15,246	909	2	234	460	458	2	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	20	11,183	1,281	4	388	568	561	7	1,717
Independent stations	6	1,271	282	3	73	76	74	2	32
Chain-operated stations	14	9,912	1,019	1	315	492	487	5	1,685
<b>AGENTS AND BROKERS</b>	76	36,858	958	58	228	450	445	5	330
Brokers	37	28,045	325	26	76	177	176	1	7
Manufacturers' agents	27	1,657	262	24	67	117	114	3	214
Other agents 2/	12	7,156	371	8	85	156	155	1	109
<b>ASSEMBLERS</b>	4	234	28	4	14	19	16	3	46
Country buyers of farm products	4	234	28	4	14	19	16	3	46
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE</b>	345	210,202	25,530	180	4,876	7,757	7,616	141	30,629
<b>Automotive</b>	30	3,777	913	15	388	607	601	6	756
Automotive equipment	27	3,538	837	12	356	569	563	6	748
Tires and tubes	3	239	76	3	32	38	38	--	8
<b>Beer, Wines and Liquors</b>	7	1,136	166	7	53	89	86	3	223
Beer and other fermented malt liquors	4	327	75	2	26	33	32	1	20
Wines and liquors	3	809	91	5	27	56	54	2	203
<b>Chemicals and Paints</b>	5	1,883	359	—	99	168	167	1	899
<b>Clothing and Furnishings</b>	4	527	78	4	23	42	42	--	43
<b>Drugs (full line)</b>	2								
Drugs and Drug Sundries (specialty lines)	3	3,306	404	3	136	231	227	4	714
<b>Dry Goods (full line)</b>	3								
Dry Goods (specialty lines)	1	1,863	296	2	82	188	187	1	373
<b>Electrical Goods</b>	17	4,011	622	8	190	298	294	4	564
<b>Farm Products - raw materials</b>	14	116,764	13,042	5	351	972	945	27	18,627
<b>Farm Products - consumer goods</b>	39	6,778	937	33	456	521	515	6	150
<b>Farm Supplies</b>	3	2,213	131	2	67	82	70	12	85
Feed	3	2,213	131	2	67	82	70	12	85
<b>Furniture and House Furnishings</b>	6	1,140	170	2	75	61	80	1	174
<b>Groceries (full line)</b>	8	13,768	1,078	2	394	613	609	4	1,397
<b>Groceries and Foods (specialty lines)</b>	36	9,214	1,535	22	513	749	742	7	678
Coffee, tea and spices	4	3,006	853	—	202	345	344	1	276
Confectionery	7	1,189	118	7	58	77	77	--	105
Meats and meat products	4	1,174	108	5	47	55	55	--	3
All other	21	3,845	456	10	206	272	266	6	294
<b>Jewelry and Optical Goods</b>	4	166	29	2	15	17	17	--	10

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF HOUSTON, TEXAS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL SERVICE AND LIMITED FUNCTION WHOLESALEERS (continued)</b>									
Lumber and Construction Materials	21	\$5,646	\$833	11	304	\$430	\$401	\$29	\$337
Machinery, Equipment and Supplies	69	21,935	2,568	20	760	1,355	1,339	16	2,873
Commercial mchnry, eqpt. and spls.	7	550	139	3	80	105	104	1	147
Industrial equipment and supplies									
Belting, hose and pecking	3	120	30	1	11	14	14	--	28
All other	5	806	143	1	45	57	57	--	102
Industrial machinery									
Oil well and oil refining	29	17,675	1,701	1	405	836	828	8	2,014
All other	6	962	171	4	54	90	87	3	174
Service equipment and supplies									
Barber and beauty parlor	4	127	45	3	22	27	26	1	26
Laundry	3	208	31	--	13	18	16	2	58
All other	5	714	165	3	83	136	136	--	176
Other machinery, equipment and supplies	7	773	143	4	49	72	71	1	148
Metals and Metal Work (except scrap)	4	1,465	232	--	104	111	106	5	637
Paper and Its Products	6	1,552	346	1	118	245	245	--	--
Petroleum and Its Products	4	392	72	3	36	39	37	2	8
Plumbing and Heating Equipment and Spls.	5	778	134	3	51	63	61	2	135
Tobacco and Its Products (except leaf)	7	3,524	196	11	73	119	119	--	112
Waste Materials	13	2,077	371	10	139	159	148	11	524
All Other 3/	34	6,289	1,018	14	449	578	578	--	1,310
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	97	57,457	5,162	2	1,519	2,569	2,530	39	4,216
Automotive	11	25,752	1,345	--	337	538	535	3	864
Electrical Goods	4	3,139	216	--	50	106	106	--	274
Groceries and Foods (specialty lines)	19	12,315	1,308	--	431	654	642	12	583
Machinery, Equipment and Supplies	37	7,918	1,156	2	396	757	740	17	1,260
Metals and Metal Work (except scrap)	4	3,332	382	--	49	68	67	1	603
All Other 4/	22	5,001	815	--	256	446	440	6	632
<b>MANUFACTURERS' SALES BRANCHES (WITHOUT STOCKS)</b>									
	34	15,246	909	2	234	460	458	2	--
Machinery, Equipment and Supplies	12	2,133	137	1	31	86	85	1	--
Metals and Metal Work (except scrap)	7	8,887	289	--	67	174	174	--	--
Plumbing and Heating Equipment and Spls.	4	488	87	--	12	21	20	1	--
All Other 5/	11	3,738	396	1	124	179	179	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	20	11,183	1,281	4	388	568	561	7	1,717
<b>AGENTS AND BROKERS</b>									
	76	36,858	958	58	228	450	445	5	330
Automotive	3	79	9	3	4	5	5	--	3
Farm Products - raw materials	10	9,545	48	10	16	22	21	1	--
Farm Products - consumer goods	6	1,006	19	5	5	6	6	--	--
Groceries and Foods (specialty lines)	15	15,767	367	8	73	168	168	--	84
Lumber and Construction Materials	6	2,075	113	6	38	65	65	--	5
Machinery, Equipment and Supplies	19	1,519	225	16	54	95	92	3	199
Petroleum and Its Products	5	2,713	55	2	9	18	18	--	1
All Other 6/	12	4,554	122	8	29	71	70	1	38

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF HOUSTON, TEXASTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS 7/	4	\$234	\$28	4	14	\$19	\$16	\$3	\$46

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Includes stocks not owned but held on consignment valued at \$1,771,000.

2/ Includes 2 commission merchants and 10 selling agents.

3/ Includes 2 establishments dealing in amusement and sporting goods; 1 in general merchandise; 2 in hardware; and 29 in all other products.

4/ Includes 2 establishments dealing in amusement and sporting goods; 4 in chemicals and paints; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in furniture and house furnishings; 1 in jewelry and optical goods; 1 in lumber and construction materials; 2 in paper and its products; 6 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 1 in all other products.

5/ Includes 1 establishment dealing in beer, wines and liquors; 1 in chemicals and paints; 1 in furniture and house furnishings; 2 in lumber and construction materials; 1 in paper and its products; 3 in petroleum and its products; 1 in tobacco and its products (except leaf); and 1 in all other products.

6/ Includes 2 establishments dealing in chemicals and paints; 3 in electrical goods; 2 in farm supplies; 1 in furniture and house furnishings; 1 in plumbing and heating equipment and supplies; 2 in waste materials; and 1 in all other products.

7/ Includes 3 establishments dealing in farm products - raw materials and 1 in farm supplies.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF INDIANAPOLIS, IND.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	735	\$306,302	\$25,323	389	8,232	\$13,030	\$12,850	\$180	1/ \$15,493
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	430	109,154	14,682	237	5,401	8,011	7,893	118	11,592
Wholesale merchants	397	97,584	13,347	227	4,927	7,296	7,184	112	10,694
Importers	4	1,059	21	1	7	16	16	--	14
Industrial distributors	8	3,690	756	1	283	426	422	4	722
Drop shippers or desk jobbers	6	1,582	38	3	11	21	21	--	--
Wagon distributors	11	449	122	5	54	73	71	2	8
All other 2/	4	4,790	398	--	119	179	179	--	254
MANUFACTURERS' SALES BRANCHES (With stocks)	88	51,195	5,448	--	1,482	2,631	2,605	26	2,361
MANUFACTURERS' SALES OFFICES (Without stocks)	33	18,610	1,645	--	359	691	688	3	--
BULK TANK STATIONS (PETROLEUM)	25	8,056	1,593	3	442	738	736	2	472
Independent stations	5	790	65	3	26	33	32	1	27
Chain-operated stations	20	7,266	1,528	--	416	705	704	1	445
AGENTS AND BROKERS	152	98,494	1,589	149	466	803	775	28	218
Brokers	37	27,171	364	21	102	193	190	3	6
Commission merchants	33	59,188	523	63	170	257	247	10	156
Manufacturers' agents	61	7,057	336	53	110	176	174	2	29
Selling agents	16	2,908	310	7	62	159	149	10	--
Other agents 3/	5	2,170	56	5	22	18	15	3	27
ASSEMBLERS 4/	7	20,793	366	--	82	156	153	3	850
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	430	109,154	14,682	237	5,401	8,011	7,893	118	11,592
Amusement and Sporting Goods	9	803	234	--	63	152	149	3	51
Automotive	32	11,322	1,744	10	602	905	904	1	1,098
Automobiles and other motor vehicles	5	7,246	855	2	163	274	274	--	443
Automotive equipment	20	3,651	749	5	384	554	553	1	576
Tires and tubes	7	425	140	3	55	77	77	--	79
Beer, Wines and Liquors	19	3,838	621	2	210	301	296	5	252
Beer and other fermented malt liquors	11	1,813	386	1	126	195	190	5	38
Wines and liquors	8	2,025	235	1	84	106	106	--	214
Chemicals and Paints	13	815	216	5	68	114	111	3	112
Paints and varnishes	8	459	146	3	42	77	75	2	63
All other	5	356	70	2	26	37	36	1	49
Clothing and Furnishings	11	1,055	159	8	70	77	75	2	96
Clothing and/or furnishings (full line)	4	319	44	4	12	14	13	1	49
Millinery and millinery supplies	3	249	61	1	43	42	41	1	9
All other	4	487	54	3	15	21	21	--	38
Coal and Coke	12	1,476	107	6	52	61	60	1	19
Drugs (full line)	3	5,716	833	--	242	397	397	--	779
Drugs and Drug Sundries (specialty lines)	8	211	58	2	37	38	34	4	5
Dry Goods (full line)	1)								
Dry Goods (specialty lines)	2)	2,001	283	1	131	185	184	1	363
Electrical Goods	22	6,796	1,081	10	388	599	587	12	877
Electrical merchandise (full line)	6	2,661	317	--	106	157	151	6	399
Radios, refrigerators and appliances	11	3,300	563	8	173	329	329	--	320
All other	5	835	201	2	109	113	107	6	158
Farm Products - raw materials	6	8,674	217	4	88	129	128	1	1,111
Farm Products - consumer goods	48	11,455	1,124	48	336	461	446	15	240
Poultry and poultry products	14	3,189	326	13	42	35	34	1	106
Fruits and vegetables (fresh)	30	7,339	631	32	244	335	322	13	116
All other	4	927	167	3	50	91	90	1	18

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF INDIANAPOLIS, IND.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Farm Supplies	5	\$4,799	\$409	1	120	\$182	\$181	\$1	\$259
Furniture and House Furnishings	11	1,676	238	6	86	115	114	1	360
Furniture (household and office)	3	113	22	2	10	12	11	--	13
House furnishings (except as specified)	3	290	42	2	22	19	19	--	56
All other	5	1,273	174	2	54	84	84	--	291
Groceries (full line)	12	9,273	781	--	303	435	435	--	954
Groceries and Foods (specialty lines)	46	5,724	544	40	248	308	297	11	311
Canned goods	5	537	69	1	26	48	48	--	120
Coffee, tea and spices	5	318	105	2	42	61	61	--	30
Confectionery	8	243	26	11	17	17	15	2	18
Fish and sea foods	3	286	58	1	32	32	31	1	22
Meats and meat products	9	791	103	12	54	47	42	5	13
Other food and grocery specialties	16	3,549	183	13	77	103	100	3	108
Hardware	4	5,417	1,184	--	459	752	748	4	1,417
Jewelry and Optical Goods	9	656	190	6	81	136	136	--	74
Optical goods	5	408	146	4	65	105	105	--	43
All other	4	248	44	2	16	31	31	--	31
Lumber and Construction Materials	17	2,119	424	8	175	233	217	16	464
Lumber and millwork	13	1,785	307	6	112	159	147	12	360
All other	4	334	117	2	63	74	70	4	104
Machinery, Equipment and Supplies	55	6,056	1,279	25	468	750	744	6	832
Commercial machinery, eqpt. and sps.	8	556	182	2	58	103	103	--	93
Farm and dairy machinery and equipment	6	506	93	4	32	37	33	4	25
Industrial equipment and supplies									
Industrial (full line)	3	1,846	306	--	109	195	195	--	334
All other	9	1,169	239	3	99	157	157	--	112
Industrial machinery	7	780	163	2	55	110	109	1	85
Professional equipment and supplies	6	529	124	5	45	54	54	--	65
Service equipment and supplies									
Barber and beauty parlor	9	261	74	2	40	48	47	1	33
Laundry	3	240	75	--	17	33	33	--	15
All other	4	169	23	7	13	13	13	--	70
Metals and Metal Work (except scrap)	6	2,387	384	--	123	195	195	--	415
Paper and Its Products	16	3,974	864	5	310	543	536	7	518
Wrapping or coarse paper and products	9	2,689	532	4	208	352	350	2	378
Wall paper	4	342	126	1	29	50	45	5	42
All other	3	943	206	--	73	141	141	--	98
Petroleum and Its Products	4	1,415	174	--	55	83	83	--	57
Plumbing and Heating Equipment and Spls.	10	1,456	329	5	147	209	207	2	330
Plumbing fixtures, equipment and sps.	7	433	113	5	58	79	77	2	98
All other	3	1,023	216	--	89	130	130	--	232
Tobacco and Its Products (except leaf)	4	4,711	351	2	101	180	179	1	150
Waste Materials	26	3,229	459	29	239	237	221	16	196
Iron and steel scrap	8	1,489	158	12	61	85	74	11	85
Junk and scrap (full line)	8	1,186	171	9	98	80	77	3	67
Waste paper, rags and rubber	7	356	115	3	53	66	64	2	29
Nonferrous metals	3	198	15	5	7	6	6	--	15
All Other Products	19	2,100	395	14	189	234	229	5	252
Books, periodicals and newspapers	3	628	144	--	69	91	89	2	62
Leather and leather goods	4	499	89	7	35	47	46	1	125
Miscellaneous kinds of business	12	973	162	7	85	96	94	2	65
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	88	51,195	5,448	--	1,482	2,631	2,605	26	2,361
Automotive	15	27,935	1,354	--	383	730	727	3	903
Groceries and Foods (specialty lines)	14	5,878	576	--	184	301	295	6	140
Machinery, Equipment and Supplies	23	8,254	2,021	--	452	851	846	5	576
All Other 5/	36	9,128	1,497	--	463	749	737	12	742

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF INDIANAPOLIS, IND.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>MANUFACTURERS' SALES OFFICES</u> (WITHOUT STOCKS)	33	\$18,610	\$1,645	--	359	\$691	\$688	\$3	--
Amusement and Sporting Goods	4	2,145	337	--	108	169	169	--	--
Machinery, Equipment and Supplies	11	2,691	205	--	46	112	111	1	--
All Other 6/	18	13,774	1,103	--	205	410	408	2	--
<u>BULK TANK STATIONS</u>									
Petroleum and Its Products	25	8,056	1,593	3	442	738	736	2	\$472
<u>AGENTS AND BROKERS</u>	152	98,494	1,589	149	466	803	775	28	218
Automotive	4	183	10	4	2	2	2	--	9
Chemicals and Paints	3	171	10	2	6	5	5	--	1
Coal and Coke	7	1,619	157	2	36	82	73	9	--
Electrical Goods	9	800	45	6	12	18	18	--	--
Farm Products - raw materials	38	68,996	587	66	187	274	261	13	150
Farm Products - consumer goods	7	2,027	57	7	20	27	27	--	8
Furniture and House Furnishings	5	193	33	4	15	14	13	1	25
Groceries and Foods (specialty lines)	21	15,084	248	8	68	141	138	3	6
Hardware	4	601	50	4	14	36	36	--	--
Lumber and Construction Materials	5	692	31	4	8	12	11	1	--
Machinery, Equipment and Supplies	28	2,245	152	20	52	87	86	1	17
Plumbing and Heating Eqpt. and Spls.	7	264	29	5	10	11	11	--	--
All Other 7/	14	5,619	180	17	36	94	94	--	2
<u>ASSEMBLERS</u>	7	20,793	366	--	82	156	153	3	850
Farm Products - raw materials	4	19,292	321	--	68	128	126	2	850
Farm Products - consumer goods	3	1,501	45	--	14	28	27	1	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Includes stocks not owned but held on consignment valued at \$686,000.

2/ Includes 1 exporter; 1 mail-order wholesaler; and 2 retailer-cooperative warehouses.

3/ Includes 4 auction companies and 1 other agent.

4/ Includes 1 country buyer of farm products and 6 cooperative marketing associations.

5/ Includes 4 establishments dealing in amusement and sporting goods; 1 in beer, wines and liquors; 4 in chemicals and paints; 1 in clothing and furnishings; 3 in drugs and drug sundries (specialty lines); 2 in electrical goods; 2 in farm products - consumer goods; 3 in furniture and house furnishings; 2 in jewelry and optical goods; 4 in lumber and construction materials; 2 in metals and metal work (except scrap); 2 in paper and its products; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 1 in all other products.

6/ Includes 1 establishment dealing in automotive products; 2 in chemicals and paints; 1 in coal and coke; 2 in electrical goods; 2 in groceries and foods (specialty lines); 2 in metals and metal work (except scrap); 1 in petroleum and its products; 3 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 3 in all other products.

7/ Includes 3 establishments dealing in clothing and furnishings; 1 in farm supplies; 1 in groceries (full line); 6 in metals and metal work (except scrap); and 3 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF KANSAS CITY, MO.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	1,459	\$649,885	\$53,239	882	15,983	\$26,488	\$26,085	\$403	1,349,766
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	770	204,618	27,060	506	9,535	14,629	14,385	244	32,007
Wholesale merchants	696	186,101	25,020	462	8,793	13,428	13,223	205	30,246
Importers	6	1,343	95	3	25	41	41	--	186
Industrial distributors	10	4,859	1,089	4	458	729	721	8	1,148
Drop shippers or desk jobbers	21	7,161	346	7	88	209	181	28	--
Mail-order wholesalers	7	501	156	4	43	36	34	1	87
Wagon distributors	25	1,502	171	26	70	105	103	2	42
All other 2/	5	3,151	183	--	58	82	82	--	298
MANUFACTURERS' SALES BRANCHES (With stocks)	179	113,438	16,288	6	3,851	7,074	6,978	96	15,176
MANUFACTURERS' SALES OFFICES (Without stocks)	71	31,551	2,821	1	551	1,182	1,180	2	--
BULK TANK STATIONS (PETROLEUM)	29	8,279	1,325	3	426	687	685	2	243
Independent stations	7	1,420	145	2	49	67	66	1	18
Chain-operated stations	22	6,859	1,180	1	377	620	619	1	225
AGENTS AND BROKERS	393	265,988	4,675	352	1,372	2,472	2,416	56	860
Auction companies	5	222	19	6	13	11	10	1	10
Brokers	66	55,705	1,071	45	235	602	596	6	335
Commission merchants	205	191,682	2,574	204	791	1,267	1,229	38	331
Manufacturers' agents	92	5,761	374	89	146	184	175	9	85
Selling agents	25	12,618	637	8	187	408	406	2	99
ASSEMBLERS	17	26,011	1,070	14	248	444	441	3	1,480
Country buyers of farm products	11	2,768	47	14	20	33	33	--	15
Cooperative marketing associations	6	23,243	1,023	--	228	411	408	3	1,465
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	770	204,618	27,060	506	9,535	14,629	14,385	244	32,007
Amusement and Sporting Goods	14	1,166	337	12	104	173	170	3	162
Automotive	70	9,287	1,722	49	664	976	961	15	1,236
Automobiles and other motor vehicles	8	4,000	453	1	158	258	251	7	268
Automotive equipment	52	4,291	1,041	38	445	636	629	7	786
Tires and tubes	10	996	228	10	61	82	81	1	182
Beer, Wine and Liquors	27	9,223	944	22	293	530	521	9	1,039
Beer and other fermented malt liquors	11	2,962	364	12	103	209	206	3	172
Wine and liqueur	16	6,261	580	10	190	321	315	6	867
Chemicals and Paints	20	3,208	546	10	185	316	311	5	392
Industrial chemicals	3	2,327	317	--	105	217	215	2	263
Paints and varnishes	11	680	182	6	59	75	73	2	94
All other	6	201	47	4	21	24	23	1	35
Clothing and Furnishings	32	4,802	612	27	212	353	349	4	361
Men's and boys'	6	674	79	10	27	25	25	--	202
Millinery and millinery supplies	5	249	48	4	19	21	18	3	--
All other	21	3,879	485	13	166	307	306	1	159
Coal and Coke	6	1,322	96	1	23	50	50	--	--
Drugs (full line)	4	6,560	834	--	309	425	423	2	744
Drugs and Drug Sundries (specialty lines)	11	904	279	7	142	147	141	6	134
Patent medicines	3	168	82	--	27	25	21	4	16
Toilet articles and preparations	3	50	17	3	36	12	10	2	3
All other	5	686	180	4	79	110	110	--	115
Dry Goods (specialty lines)	8	482	48	6	18	23	23	--	34
Notions	4	102	15	4	8	10	10	--	18
All other	4	380	33	2	10	13	13	--	16

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF KANSAS CITY, MO

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE (continued)</b>									
Electrical Goods	26	\$8,041	\$1,513	7	457	\$723	\$714	\$9	\$1,167
Wiring supplies & construction material	5	1,001	221	1	62	104	104	--	148
Radios, refrigerators and appliances	14	4,594	842	6	238	384	377	7	549
All other	7	2,446	450	--	157	235	233	2	470
Farm Products - raw materials	11	38,191	2,199	2	407	853	849	4	11,537
Farm Products - consumer goods	119	19,749	1,597	112	652	888	854	34	226
Dairy products	5	961	227	--	102	139	139	--	4
Poultry and poultry products	30	4,086	189	32	70	88	86	2	7
Dairy and poultry products	3	703	50	1	17	32	30	2	23
Fruits and vegetables (fresh)	81	13,999	1,131	79	463	629	599	30	192
Farm supplies	10	5,536	397	2	129	198	198	--	844
Furniture and House Furnishings	13	5,626	1,207	10	462	727	712	15	1,554
Floor coverings	3	2,563	344	3	169	224	224	--	600
Furniture (household and office)	3	1,501	331	--	108	196	182	14	400
House furnishings (except as specified)	5	387	92	3	31	51	51	--	92
All other	7	1,175	440	4	154	256	255	1	462
Groceries (full line)	17	12,424	1,525	4	634	976	975	1	2,128
Groceries and Foods (specialty lines)	86	22,725	3,607	64	1,108	1,700	1,682	18	1,867
Coffee, tea and spices	13	5,462	1,420	5	294	533	529	4	519
Confectionery	10	570	81	11	62	70	69	1	54
Meats and meat products	17	2,992	478	16	246	330	328	2	119
All other	46	13,701	1,628	32	506	767	756	11	1,175
Hardware	12	7,210	1,515	3	686	984	982	2	2,027
Lumber and Construction Materials	37	7,978	948	8	340	565	522	43	543
Lumber and millwork	29	7,231	688	5	244	374	342	32	485
All other	8	747	260	3	96	191	180	11	58
Machinery, Equipment and Supplies	90	9,326	2,259	58	772	1,291	1,254	37	1,602
Commercial mchnry., eqpt. and spls.	5	552	170	5	46	87	70	12	24
Office (except furniture)	9	510	121	9	64	71	70	1	114
Stores, restaurant and hotel	6	780	130	4	40	65	63	2	74
Farm and dairy machinery and equipment	3	682	223	2	51	130	129	1	101
Industrial equipment and supplies	12	1,809	330	6	111	218	210	8	324
Belting, hose and pecking	3	225	64	2	22	32	32	--	38
All other	9	978	288	5	101	191	189	2	232
Professional equipment and supplies	4	1,022	211	1	78	94	94	--	181
Surgical, medical and hospital	4	177	48	2	12	25	25	--	28
All other	11	352	91	11	41	46	46	--	81
Service equipment and supplies	24	2,239	583	11	206	337	326	11	405
Barber and beauty parlor	4	1,022	211	1	78	94	94	--	181
Laundry	4	177	48	2	12	25	25	--	28
All other	11	352	91	11	41	46	46	--	81
Other machinery, equipment and supplies	24	2,239	583	11	206	337	326	11	405
Metals and Metal Work (except scrap)	8	3,211	601	1	191	313	303	10	469
Iron and steel (except structural)	5	1,606	355	1	118	202	200	2	371
All other	3	1,605	246	--	73	111	103	8	98
Paper and Its Products	28	6,511	1,026	13	347	586	576	10	777
Wrapping or coarse paper and products	16	4,883	637	10	212	379	373	6	541
Stationery and stationery supplies	6	194	31	3	23	19	18	1	20
All other	6	1,434	358	--	112	188	185	3	216
Petroleum and Its Products	6	1,725	108	1	31	63	62	1	19
Plumbing and Heating Equipment and Spls.	13	2,684	396	7	145	218	218	--	707
Tobacco and Its Products (except leaf)	10	6,422	497	6	157	316	316	--	290

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF KANSAS CITY, MO.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Waste Materials	38	\$817	\$251	40	185	\$125	\$121	\$4	\$50
Iron and steel scrap	13	120	18	14	26	13	12	1	3
Junk and scrap (full line)	15	254	43	19	61	29	28	1	20
Waste paper, rags and rubber	10	443	190	7	98	83	81	2	27
All Other	49	9,488	1,996	34	882	1,110	1,098	12	2,098
Forest products (except lumber)	6	98	28	7	18	19	17	2	1
Leather and leather goods	8	488	107	5	44	62	62	--	121
Miscellaneous kinds of business 3/	35	8,902	1,861	22	820	1,029	1,019	10	1,976
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	179	113,438	16,288	6	3,851	7,074	6,978	96	15,176
Amusement and Sporting Goods	7	1,989	443	--	149	235	235	--	181
Automotive	26	32,503	2,583	1	636	1,207	1,185	22	2,025
Drugs and Drug Sundries (specialty lines)	10	6,780	1,786	--	367	845	845	1	626
Electrical Goods	12	6,484	646	--	171	324	320	4	606
Furniture and House Furnishings	5	1,618	155	--	43	82	82	--	117
Groceries and Foods (specialty lines)	22	28,628	3,217	--	592	1,174	1,170	4	610
Canned goods	4	5,396	314	--	82	180	180	--	116
All other	18	23,232	2,903	--	510	994	990	4	494
Lumber and Construction Materials	5	1,106	183	1	80	138	130	8	147
Machinery, Equipment and Supplies	51	22,090	4,536	--	1,118	1,987	1,844	43	9,410
Plumbing and Heating Equipment and Spls.	10	2,729	547	--	158	262	257	5	483
All Other 4/	31	9,511	2,192	4	537	919	910	9	971
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
	71	31,551	2,821	1	551	1,182	1,180	2	--
Amusement and Sporting Goods	4	2,196	473	--	152	227	227	--	--
Lumber and Construction Materials	7	3,304	403	--	92	209	209	--	--
Machinery, Equipment and Supplies	18	3,751	311	--	73	199	197	2	--
Metals and Metal Work (except scrap)	9	5,786	312	--	52	132	132	--	--
Plumbing and Heating Equipment and Spls.	5	888	108	--	18	35	35	--	--
All Other 5/	28	15,626	1,214	1	164	380	380	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	29	8,279	1,325	3	426	687	685	2	243
<b>AGENTS AND BROKERS</b>									
	393	265,986	4,675	352	1,372	2,472	2,416	56	660
Automotive	8	645	28	9	22	18	17	1	--
Chemicals and Paints	6	146	22	5	9	12	11	1	--
Clothing and Furnishings	8	526	23	8	8	9	9	--	8
Coal and Coke	14	7,368	358	2	83	210	209	1	--
Dry Goods (specialty lines)	3	1,515	21	2	7	13	13	--	6
Farm Products - raw materials	194	199,659	2,468	195	744	1,216	1,181	35	274
Farm Products - consumer goods	18	8,305	263	10	70	129	125	4	154
Farm Supplies	22	2,603	139	21	29	49	48	1	2
Furniture and House Furnishings	7	509	26	8	14	12	11	1	10
Groceries and Foods (specialty lines)	31	35,525	642	26	157	417	413	4	226
Lumber and Construction Materials	15	3,831	244	11	99	173	172	1	27
Machinery, Equipment and Supplies	31	1,700	159	25	63	91	86	5	133
Plumbing and Heating Equipment and Spls.	10	393	30	11	12	16	15	1	7
All Other 6/	26	3,263	252	19	55	107	106	1	13

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF KANSAS CITY, MOTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	17	\$26,011	\$1,070	14	248	\$444	\$441	\$3	\$1,480
Farm Products - raw materials	7	22,503	1,005	5	226	398	395	3	1,480
Farm Products - consumer goods	10	3,508	65	9	22	46	46	--	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Includes stocks not owned but held on consignment valued at \$4,122,000.
- 2/ Includes 1 converter and 4 retailer-cooperative warehouses.
- 3/ Includes 2 establishments dealing in dry goods (full line); 1 in general merchandise; 15 in jewelry and optical goods; and 17 in miscellaneous kinds of business.
- 4/ Includes 2 establishments dealing in beer, wines and liquors; 8 in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 2 in farm products - consumer goods; 1 in farm supplies; 2 in jewelry and optical goods; 2 in metals and metal work (except scrap); 6 in paper and its products; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 5/ Includes 2 establishments dealing in automotive products; 5 in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 3 in electrical goods; 1 in furniture and house furnishings; 4 in groceries and foods (specialty lines); 1 in hardware; 2 in paper and its products; 2 in petroleum and its products; 2 in tobacco and its products (except leaf); and 4 in all other products.
- 6/ Includes 2 establishments dealing in amusement and sporting goods; 1 in drugs and drug sundries (specialty lines); 11 in electrical goods; 2 in hardware; 2 in metals and metal work (except scrap); 4 in petroleum and its products; and 4 in all other products.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)	
						Total	Full-time	Part-time		
<b>TOTALS, 1935:</b>	3,975	\$939,461	\$111,081	2,861	1/34,820	1/\$55,622	1/\$54,140	1/\$1,482	2/\$84,733	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	2,578	464,665	65,044	2,112	23,244	35,426	34,517	909	60,861	
Wholesale merchants	2,391	401,043	57,316	1,994	21,011	31,694	30,879	815	47,792	
Exporters	12	14,730	1,385	10	65	149	146	3	4,559	
Importers	65	13,729	1,222	37	346	567	553	14	1,328	
Industrial distributors	43	22,841	3,809	9	1,278	2,204	2,152	52	6,146	
Drop shippers or desk jobbers	6	2,334	131	4	20	59	59	--	81	
Mail-order wholesalers	5	49	13	6	5	5	5	--	6	
Wagon distributors	50	5,551	949	52	446	606	582	24	430	
All other 3/	6	4,388	219	--	73	142	141	1	519	
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	371	181,458	22,221	19	5,909	11,361	11,246	115	18,114	
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	109	48,153	3,451	3	726	1,547	1,537	10	--	
<b>BULK TANK STATIONS (PETROLEUM)</b>	64	47,833	6,551	9	1/	1/	1/	1/	2,068	
Independent stations	14	2,542	435	8	113	201	195	6	158	
Chain-operated stations	49	45,091	6,116	1	1/ 1,011	1/ 2,136	1/ 2,130	1/	6	1,910
Commission stations	1									
<b>AGENTS AND BROKERS</b>	753	158,925	6,608	642	1,772	3,194	3,118	76	3,075	
Auction companies	14	1,494	150	11	64	68	64	4	55	
Brokers	113	69,690	1,456	96	325	709	701	8	383	
Commission merchants	44	27,071	1,589	25	380	676	668	8	568	
Manufacturers' agents	520	45,414	2,845	468	858	1,430	1,378	52	1,668	
Selling agents	52	14,579	545	33	140	305	302	3	390	
Other agents 4/	10	677	23	9	5	6	5	1	11	
<b>ASSEMBLERS</b>	100	38,627	7,206	76	2,045	1,757	1,397	360	615	
Country buyers of farm products	62	681	112	65	95	67	63	4	4	
Cooperative marketing associations	12	29,584	5,045	--	966	828	670	158	341	
Peckers and shippers	26	8,362	2,049	11	984	862	664	198	270	
<b>BY KINDS OF BUSINESS:</b>										
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	2,578	464,665	65,044	2,112	23,244	35,426	34,517	909	60,861	
<b>Amusement and Sporting Goods</b>	70	13,113	1,312	43	423	775	763	12	1,754	
Cameras & motion picture eqpt. & spls.	9	407	83	5	29	46	45	1	90	
Moving picture films	10	8,971	511	2	88	306	304	2	877	
Sporting goods (full line)	12	1,173	236	7	117	161	161	--	310	
Toys, novelties and fireworks	28	1,687	345	21	140	185	180	5	366	
All other	11	875	137	8	49	77	73	4	111	
<b>Automotive</b>	199	38,774	5,744	160	2,236	3,376	3,258	118	4,893	
Automobiles and other motor vehicles	16	26,125	2,345	6	775	1,272	1,173	99	2,330	
Automotive equipment	153	10,698	2,859	130	1,257	1,776	1,761	15	2,145	
Tires and tubes	30	1,951	540	24	204	328	324	4	418	
<b>Beer, Wines and Liquors</b>	120	23,587	2,964	77	1,091	1,565	1,533	32	2,031	
Beer and other fermented malt liquors	35	3,481	396	31	159	239	235	4	107	
Wines and liquors	85	20,106	2,568	46	932	1,326	1,298	28	1,924	
<b>Chemicals and Paints</b>	53	6,142	1,003	40	364	548	528	20	929	
Industrial chemicals	4	2,324	268	3	80	159	157	2	432	
Paints and varnishes	33	2,496	371	24	152	204	200	4	306	
All other	16	1,322	364	13	132	185	171	14	191	
<b>Clothing and Furnishings</b>	144	16,858	1,964	126	632	1,086	1,053	33	2,064	
Men's and boys'	32	3,580	462	31	136	272	262	10	625	
Women's and children's	41	6,728	604	33	214	383	380	3	461	
Furs, dressed and fur clothing	16	1,331	213	14	59	112	102	10	169	
Millinery and millinery supplies	23	1,265	200	22	70	89	86	3	120	
Shoes and other footwear	13	1,934	263	13	67	110	108	2	432	
All other	19	1,970	222	13	86	120	115	5	257	

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE (continued)									
Coal and Coke	3	\$294	\$43	3	16	\$25	\$25	--	\$59
Drugs (full line)	5	17,898	2,764	2	1,084	1,503	1,501	\$2	3,023
Drugs and Drug Sundries (specialty lines)	67	4,793	1,274	53	392	697	686	11	575
Drug specialties	15	570	127	12	56	71	69	2	107
Patent medicines	11	1,085	296	4	48	87	84	3	241
Toilet articles and preparations	34	3,026	826	29	276	524	518	6	214
All other	7	112	25	8	12	15	15	--	13
Dry Goods (full line)	5	416	54	5	16	17	16	1	77
Dry Goods (specialty lines)	88	15,401	1,737	60	509	887	863	24	2,473
Piece goods	60	13,856	1,482	39	392	748	728	20	1,953
All other	28	1,545	255	21	117	139	135	4	520
Electrical Goods	94	22,526	3,678	62	1,256	1,953	1,938	15	3,105
Electrical merchandise (full line)	7	10,141	1,473	--	425	689	688	1	1,339
Apparatus and equipment	7	286	91	4	43	63	62	1	42
Wiring supplies and construction material	28	3,372	561	19	213	323	318	5	757
Radios, refrigerators and appliances	52	8,727	1,553	39	575	878	870	8	967
Farm Products - raw materials	26	17,587	1,761	20	222	323	321	2	4,911
Cotton	6	14,840	1,406	5	44	108	107	1	4,663
Tobacco (leaf)	3	41	10	2	5	5	5	--	3
All other	17	2,706	345	13	173	210	209	1	245
Farm Products - consumer goods	418	59,082	6,835	475	2,401	3,397	3,271	126	1,003
Poultry and poultry products	37	10,252	935	37	433	511	498	13	431
Dairy and poultry products	6	9,222	1,687	4	322	510	507	3	69
Fruits and vegetables (fresh)	356	34,068	3,623	421	1,365	1,971	1,871	100	256
All other	19	5,540	590	13	281	405	395	10	247
Farm Supplies	19	6,770	644	7	240	319	310	9	891
Feed	6	1,186	77	3	23	36	36	--	94
Fertilizer	4	2,569	262	1	51	106	103	3	231
Seeds	9	3,015	305	3	166	177	171	6	576
Furniture and House Furnishings	98	8,818	1,242	87	520	686	663	23	1,782
China, glassware and crockery	7	345	84	8	32	50	49	1	41
Floor coverings	12	4,193	424	10	230	235	229	6	985
Furniture (household and office)	27	833	138	28	74	87	80	7	135
House furnishings (except as specified)	41	2,919	409	36	127	216	208	8	465
Musical instruments and sheet music	11	528	187	5	57	98	97	1	156
General Merchandise	11	4,167	746	5	245	460	458	2	804
Groceries (full line)	56	43,057	3,124	11	1,249	1,892	1,883	9	4,393
Groceries and Foods (specialty lines)	294	41,201	6,605	314	2,513	3,636	3,514	122	3,325
Canned goods	11	1,174	134	8	67	86	83	3	65
Coffee, tea and spices	32	5,916	1,404	20	475	793	790	3	779
Confectionery	20	1,483	166	20	130	122	116	6	78
Fish and sea foods	31	3,071	592	34	176	266	264	2	471
Flour	3	990	68	2	14	32	32	--	40
Meats and meat products	56	8,385	1,321	98	473	676	666	10	210
Soft drinks	9	555	133	5	69	82	82	--	9
All other	132	19,627	2,787	127	1,109	1,579	1,481	98	1,673
Hardware	24	13,177	2,283	17	886	1,376	1,360	16	4,736
Hardware (full line)	6	12,465	2,108	--	815	1,269	1,259	10	4,490
Hardware (specialty lines)	18	712	175	17	71	107	101	6	246
Jewelry and Optical Goods	71	8,486	1,479	55	487	767	739	28	1,822
Jewelry (full line)	14	2,900	553	9	172	221	220	1	1,018
Clocks and watches	3	247	50	1	14	37	37	--	34
Diamonds and other precious stones	18	1,606	117	20	28	50	45	5	254
Other jewelry specialties	29	3,108	506	21	170	309	289	20	406
Optical goods	7	625	253	4	103	150	148	2	110

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Lumber and Construction Materials	68	\$14,747	\$2,730	46	933	\$1,481	\$1,431	\$50	\$2,115
Builders' supplies (full line)	8	1,049	178	18	65	135	107	28	84
Lumber and millwork	32	10,570	1,854	2	648	986	970	16	1,575
Brick, tile and terra cotta	3	109	30	2	14	17	16	1	107
Cement, lime and plaster	3	1,678	206	16	33	64	64	--	66
Glass	19	1,222	417	1	153	254	250	4	279
All other	3	119	45	7	20	25	24	1	4
<b>Machinery, Equipment and Supplies</b>	252	37,485	7,963	141	2,585	4,529	4,363	166	7,734
Commercial machinery, eqpt. and appls.									
Store, restaurant and hotel	25	2,243	553	13	219	306	287	19	289
All other	12	841	204	9	65	124	122	2	95
Farm and dairy machinery and equipment	8	1,214	249	3	81	135	134	1	250
Industrial equipment and supplies									
Industrial (full line)	3	4,891	883	--	301	528	512	16	1,512
Belting, hose and packing	6	798	192	2	66	121	120	1	212
All other	36	3,979	787	22	285	492	454	38	690
Industrial machinery									
Construction (including road building)	8	2,270	538	6	145	337	309	28	593
Machine tools	4	175	41	3	14	18	18	--	50
Mining and quarrying	5	186	53	2	20	33	33	--	21
Oil well and oil refining	23	9,588	1,455	6	395	798	779	19	1,638
Used machinery and equipment	4	119	55	5	17	10	10	--	58
All other	23	1,252	313	12	109	185	183	2	260
Professional equipment and supplies									
Dental	9	1,175	364	2	131	203	202	1	321
Surgical, medical and hospital	8	767	242	3	79	134	132	2	144
All other	12	1,685	562	7	146	222	215	7	408
Service equipment and supplies									
Barber and beauty parlor	15	1,534	575	11	180	342	328	14	239
Laundry	5	1,274	243	--	65	127	125	2	230
Upholsterers'	12	1,016	174	10	73	90	80	10	108
All other	23	921	217	16	103	154	151	3	153
Transportation equipment and supplies	11	1,557	263	9	91	170	169	1	463
<b>Metals and Metal Work (except scrap)</b>	32	5,742	926	12	369	573	556	17	1,117
Iron and steel (except structural)	14	2,523	563	3	194	326	312	14	735
Wire, wire fence and wire rope	5	1,058	89	2	30	55	54	1	111
Sheet metal products	6	1,352	169	4	90	127	126	1	221
All other	7	809	105	3	55	65	64	1	50
<b>Paper and Its Products</b>	52	8,835	1,616	41	606	982	970	12	1,567
Wrapping or coarse paper and products	21	6,959	1,217	16	434	748	744	4	1,140
Stationery and stationery supplies	15	958	184	11	76	106	103	3	213
All other	16	918	215	14	96	128	123	5	214
<b>Petroleum and Its Products</b>	15	3,875	545	8	131	272	270	2	804
<b>Plumbing and Heating Equipment and Spls.</b>	39	4,607	794	17	289	465	461	4	754
<b>Tobacco and Its Products (except leaf)</b>	27	11,452	568	16	203	301	300	1	505
<b>Waste Materials</b>	47	5,824	908	40	511	515	500	15	429
Iron and steel scrap	10	378	47	13	27	28	23	5	30
Junk and scrap (full line)	15	2,695	356	9	207	234	230	4	238
Waste paper, rags and rubber	13	2,298	465	9	265	241	239	2	141
Nonferrous metals	9	453	40	9	12	12	8	4	20
<b>All Other Products</b>	181	9,951	1,738	169	835	1,020	983	37	1,186
Books, periodicals and newspapers	12	2,474	417	5	183	278	276	2	454
Flowers and nursery stock	90	1,054	314	97	189	184	176	8	35
Forest products (except lumber)	22	2,045	278	21	125	145	139	6	79
Leather and leather goods	16	1,435	257	12	99	146	136	10	307
Textiles and materials other than dry goods	18	1,824	312	16	161	174	165	9	233
Miscellaneous kinds of business	23	1,119	160	18	78	93	91	2	78

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1.--SALES, EXPENSES PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS)	371	\$181,458	\$22,221	19	5,909	\$11,361	\$11,246	\$115	\$18,114
Amusement and Sporting Goods	10	3,642	638	--	210	335	335	--	537
Automotive	29	42,809	2,811	1	762	1,486	1,478	8	2,308
Automobiles and other motor vehicles	9	31,640	1,460	--	432	786	785	1	1,239
Automotive equipment	10	727	166	1	42	70	70	--	158
Tires and tubes	10	10,442	1,185	--	288	630	623	7	911
Beer, Wines and Liquors	20	12,844	1,604	--	282	554	551	3	739
Beer and other fermented malt liquors	9	4,031	830	--	139	224	222	2	47
Wines and liquors	11	8,813	774	--	143	330	329	1	692
Chemicals and Paints	19	5,096	1,231	2	381	703	696	7	1,346
Paints and varnishes	13	4,174	1,015	--	334	588	583	5	1,219
All other	6	922	216	2	47	115	113	2	127
Dry Goods (specialty lines)	17	3,022	252	1	66	167	166	1	473
Notions	5	354	33	--	17	22	22	--	70
Piece goods	12	2,668	219	1	49	145	144	1	403
Electrical Goods	19	8,494	934	2	201	423	423	--	952
Apparatus and equipment	6	3,202	238	--	68	126	126	--	476
Radios, refrigerators and appliances	8	874	176	--	36	67	67	--	238
All other	5	4,418	520	2	97	230	230	--	238
Furniture and House Furnishings	10	2,486	270	2	72	126	125	1	295
Groceries and Foods (specialty lines)	38	54,720	6,018	--	1,373	2,818	2,784	34	2,967
Canned goods	5	8,197	757	--	150	388	380	8	394
Confectionery	4	1,252	77	--	27	54	54	--	39
Meats and meat products	4	13,894	853	--	358	560	553	7	396
All other	25	31,377	4,331	--	838	1,816	1,797	19	2,138
Hardware	5	408	74	--	31	42	41	1	62
Hardware (specialty lines)	5	408	74	--	31	42	41	1	62
Jewelry and Optical Goods	4	692	230	--	46	89	89	--	54
Optical goods	4	692	230	--	46	89	89	--	54
Lumber and Construction Materials	13	3,699	510	--	130	279	277	2	369
Builders' supplies (full line)	4	2,152	275	--	77	161	161	--	47
Brick, tile and terra cotta	4	474	124	--	24	58	58	--	4
All other	5	1,073	111	--	29	60	58	2	318
Machinery, Equipment and Supplies	99	16,002	3,492	--	1,142	2,159	2,132	27	2,844
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	17	3,042	1,030	--	379	787	785	2	416
Store, restaurant and hotel	6	618	115	--	34	53	53	--	95
Farm and dairy machinery and equipment	4	773	155	--	41	61	61	--	156
Industrial equipment and supplies									
Belting, hose and packing	4	1,561	130	--	48	82	70	12	76
Power transmission equipment	5	853	113	--	39	65	64	1	139
All other	17	1,958	338	--	109	201	201	--	475
Industrial machinery									
Construction (including road building)	4	472	100	--	23	53	53	--	113
Oil well and oil refining	4	709	150	--	57	90	90	--	231
All other	13	3,471	625	--	210	401	397	4	572
Service equipment and supplies									
Laundry	4	345	105	--	33	78	70	8	133
Upholsterers'	4	514	91	--	21	43	43	--	190
All other	8	560	186	--	69	107	107	--	83
Other machinery, equipment and supplies	9	1,126	354	--	79	138	138	--	165
Metals and Metal Work (except scrap)	16	6,967	810	--	212	395	391	4	2,086
Iron and steel (except structural)	7	2,811	540	--	136	239	236	3	1,541
All other	9	4,156	270	--	76	156	155	1	545

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Paper and Its Products	13	\$7,204	\$1,045	2	353	\$592	\$591	\$1	\$1,252
Wrapping or coarse paper and products	8	6,971	990	--	334	555	554	1	1,227
Stationery and stationery supplies	5	233	55	2	19	37	37	--	25
Plumbing and Heating Equipment and Spls.	12	4,506	728	2	289	426	408	18	911
All Other 5/	47	8,867	1,574	7	359	767	759	8	919
<b>MANUFACTURERS' SALES OFFICES</b>									
<b>(WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	109	48,153	3,451	3	726	1,547	1,537	10	--
Dry Goods (specialty lines)	4	3,711	434	--	144	221	221	--	--
Electrical Goods	8	766	51	--	16	42	42	--	--
Furniture and House Furnishings	7	1,810	140	--	33	72	72	--	--
Groceries and Foods (specialty lines)	5	1,058	87	2	16	32	32	--	--
Lumber and Construction Materials	4	1,156	175	--	18	52	52	--	--
Machinery, Equipment and Supplies	9	5,832	480	--	127	259	259	--	--
All Other 6/	20	6,810	419	--	114	246	246	--	--
	52	25,010	1,665	1	258	623	613	10	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	64	47,633	6,551	9	1/	1/	1/	1/	2,068
<b>AGENTS AND BROKERS</b>									
	753	156,925	6,608	642	1,772	3,194	3,118	76	3,075
<b>Amusement and Sporting Goods</b>									
Moving picture films	19	2,054	370	15	72	128	125	3	1
Toys, novelties and fireworks	10	1,434	332	6	59	108	107	1	--
All other	4	431	23	4	7	15	14	1	1
	5	189	15	5	6	5	4	1	--
<b>Automotive</b>									
Automobiles and other motor vehicles	34	2,628	144	28	59	74	72	2	196
All other	5	1,526	49	4	19	25	25	--	143
	29	1,102	95	24	40	49	47	2	53
<b>Beer, Wines and Liquors</b>									
Wines and liquors	9	1,334	56	10	23	29	29	--	105
	9	1,334	56	10	23	29	29	--	105
<b>Chemicals and Paints</b>									
Industrial chemicals	25	2,831	117	19	36	63	62	1	74
Paints and varnishes	7	1,326	65	2	19	39	39	--	63
All other	3	45	1	4	--	--	--	1	5
	15	1,460	51	13	17	24	23	1	6
<b>Clothing and Furnishings</b>									
Clothing and/or furnishings (full line)	67	10,297	328	85	65	121	119	2	120
Men's and boys'	8	1,282	28	8	6	7	7	--	12
Women's and children's	21	2,585	59	20	6	11	11	--	2
Furs, dressed and fur clothing	33	3,620	140	32	29	57	56	1	26
Hosiery	5	1,018	65	4	14	32	31	1	77
Millinery and millinery supplies	4	390	11	4	--	--	--	--	--
Shoes and other footwear	11	329	2	11	1	1	1	--	3
	5	1,073	23	6	5	13	13	--	--
<b>Dry Goods (full line)</b>									
Dry Goods (specialty lines)	1	10,521	216	95	76	100	97	3	243
	95								
<b>Electrical Goods</b>									
Apparatus and equipment	49	2,699	203	40	75	100	94	6	262
Wiring supplies and construction material	8	316	29	6	8	15	15	--	52
Radios, refrigerators and appliances	16	1,228	67	10	29	43	42	1	147
	25	1,155	87	24	38	42	37	5	63
<b>Farm Products - raw materials</b>									
Cotton	13	2,771	80	10	21	49	48	1	128
Grain	4	378	19	3	8	13	12	1	20
All other	3	1,408	25	2	7	16	16	--	75
	6	985	36	5	6	20	20	--	33
<b>Farm Products - consumer goods</b>									
Fruits and vegetables (fresh)	63	39,414	1,957	41	428	661	650	11	315
All other	56	34,032	1,697	38	415	619	608	11	301
	7	5,382	60	3	13	42	42	--	14

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF LOS ANGELES, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u> (continued)									
Farm Supplies	6	\$6,249	\$115	3	29	\$61	\$58	\$3	\$17
Groceries (full line)	1	43,616	1,000	57	263	520	515	5	536
Groceries and Foods (specialty lines)	62								
Jewelry and Optical Goods	14	474	15	13	3	5	5	--	40
Jewelry (full line)	3	152	7	3	1	1	1	--	40
Other jewelry specialties	7	187	4	7	--	--	--	--	--
All other	4	135	4	3	2	4	4	--	--
Lumber and Construction Materials	15	1,454	78	10	24	38	37	1	15
Lumber and millwork	9	1,333	57	4	16	25	24	1	3
All other	6	121	21	6	8	13	13	--	12
Machinery, Equipment and Supplies	97	7,463	895	85	248	501	489	12	425
Commercial mchnry., eqpt. and spls.									
Store, restaurant and hotel	6	726	210	4	63	150	150	--	22
All other	6	259	55	5	14	25	22	3	35
Industrial equipment and supplies									
Belting, hose and packing	4	66	12	3	5	6	6	--	--
Power transmission equipment	4	227	36	4	14	23	22	1	42
Rope, cordage and twine	3	337	29	3	7	10	10	--	70
All other	18	647	77	21	34	47	47	--	72
Industrial machinery									
Construction (including road building)	3	110	29	1	10	18	17	1	63
Mining and quarrying	3	38	6	2	3	4	4	--	1
Oil well and oil refining	5	3,115	205	3	26	107	106	1	10
Power plant	3	451	43	1	13	24	24	--	10
All other	14	343	28	16	11	10	9	1	11
Service equipment and supplies									
Barber and beauty parlor	6	282	56	5	7	13	12	1	19
All other	12	182	30	10	15	14	10	4	1
Other machinery, equipment and spls.	10	680	79	7	26	50	50	--	69
Metals and Metal Work (except scrap)	11	928	39	7	18	28	26	2	108
Paper and Its Products	12	739	32	13	13	12	11	1	36
Stationery and stationery supplies	6	452	16	7	5	3	2	1	13
All other	6	287	16	6	8	9	9	--	23
Plumbing and Heating Equipment and Sple.	15	1,466	218	9	60	126	125	1	112
All Other	125	21,987	745	102	259	378	356	22	342
Books, periodicals and newspapers	6	80	27	2	36	22	17	5	13
Oils and greases (animal and vegetable)	3	9,043	77	2	11	37	37	--	3
Miscellaneous kinds of business 7/	116	12,864	641	98	212	319	302	17	326
<u>ASSEMBLERS</u>	100	38,627	7,206	76	2,045	1,757	1,397	360	615
Farm Products - consumer goods	49	29,230	6,004	29	1,699	1,383	1,151	232	528
Farm Supplies	3	320	46	2	15	24	20	4	8
Groceries and Foods (specialty lines)	5	8,115	1,073	3	243	294	171	123	79
All other 8/	43	962	83	42	88	56	55	1	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at \$6,115,000.

3/ Includes 1 voluntary-group wholesaler; 3 converters; and 2 retailer-cooperative warehouses.

4/ Includes 2 export agents; 6 import agents; and 2 other agents.

5/ Includes 14 establishments dealing in clothing and furnishings; 10 in drugs and drug sundries (specialty lines); 2 in farm products - consumer goods; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 18 in all other products.

6/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 6 in chemicals and paints; 4 in clothing and furnishings; 2 in drugs and drug sundries (specialty lines); 2 in hardware; 5 in jewelry and optical goods; 8 in metals and metal work (except scrap); 9 in paper and its products; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 10 in all other products.

7/ Includes 2 establishments dealing in coal and coke; 17 in drugs and drug sundries (specialty lines); 46 in furniture and house furnishings; 5 in general merchandise; 25 in hardware; 7 in petroleum and its products; and 14 in miscellaneous kinds of business.

8/ Includes 2 establishments dealing in farm products - raw materials and 41 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF MILWAUKEE, WISC.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,251	\$344,732	\$37,469	548	12,646	\$20,569	\$20,226	\$343	1/4 25,582
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	809	147,029	22,654	361	8,150	12,931	12,676	255	20,090
Wholesale merchants	749	131,836	20,443	327	7,352	11,541	11,295	246	17,443
Industrial distributors	13	5,931	1,267	2	478	831	826	5	1,917
Drop shippers or desk jobbers	8	930	69	3	17	35	35	--	18
Wagon distributors	31	2,674	310	27	100	163	159	4	161
All other 2/	8	5,658	565	2	203	361	361	--	551
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	113	61,653	7,907	2	2,710	4,458	4,432	26	3,514
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	51	29,198	1,689	2	354	738	727	11	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	32	15,277	2,024	4	537	836	834	2	1,159
Independent stations	15	2,550	663	3	222	300	298	2	140
Chain-operated stations	17	12,727	1,361	1	315	536	536	--	1,019
<b>AGENTS AND BROKERS</b>	237	88,718	2,740	175	711	1,288	1,243	45	804
Brokers	47	35,213	543	33	144	322	314	8	330
Commission merchants	39	40,129	1,091	24	293	538	528	10	76
Manufacturers' agents	135	9,701	555	107	204	320	300	20	114
Other agents 3/	16	3,675	551	11	70	108	101	7	284
<b>ASSEMBLERS</b>	9	2,857	555	4	184	318	314	4	15
Country buyers of farm products	6	274	18	4	9	9	5	4	10
All other 4/	3	2,583	537	--	175	309	309	--	5
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	809	147,029	22,654	361	8,150	12,931	12,676	255	20,090
<b>Amusement and Sporting Goods</b>	13	1,395	361	4	96	177	174	3	141
Moving picture films	7	396	115	2	39	67	66	1	6
Toys, novelties and fireworks	8	737	201	1	43	86	85	1	109
All other	3	263	45	1	14	24	23	1	26
<b>Automotive</b>	40	4,286	1,150	8	435	661	654	7	830
Automotive equipment	35	2,505	820	7	337	508	505	3	544
Tires and tubes	5	1,781	330	1	98	153	149	4	286
<b>Beer, Wines and Liquors</b>	52	9,720	1,231	20	490	671	644	27	696
Beer and other fermented malt liquors	15	1,168	195	10	65	95	88	7	22
Wines and liquors	37	8,552	1,036	10	425	576	556	20	674
<b>Chemicals and Paints</b>	22	1,621	469	8	168	260	256	4	448
Paints and varnishes	17	1,495	425	7	150	235	232	3	438
All other	5	126	44	1	18	25	24	1	10
<b>Clothing and Furnishings</b>	39	3,588	738	14	237	458	439	19	461
Clothing and/or furnishings (full line)	10	1,524	272	6	95	170	163	7	241
Men's and boys'	13	762	189	3	74	112	102	10	138
Millinery and millinery supplies	6	115	16	3	12	6	5	1	2
Shoes and other footwear	3	167	17	1	6	11	11	--	12
All other	7	1,020	244	1	50	159	158	1	68
<b>Coal and Coka</b>	14	16,548	3,149	2	914	1,616	1,612	4	3,965
<b>Drugs (full line)</b>	4	4,084	608	--	230	361	360	1	657
<b>Drugs and Drug Sundries (specialty lines)</b>	11	730	150	6	69	98	96	2	186
<b>Electrical Goods</b>	31	7,961	1,248	4	461	750	746	4	879
Electrical merchandise (full line)	4	3,452	447	--	151	257	256	1	396
Radios, refrigerators and appliances	16	2,846	461	--	171	303	301	2	243
All other	11	1,663	340	4	139	190	189	1	240
<b>Farm Products - raw materials</b>	11	7,272	589	8	176	353	345	8	1,090
Hides, skins, and furs (raw)	5	2,418	163	7	51	87	81	6	162
All other	6	4,854	426	1	125	266	264	2	928

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF MILWAUKEE, WISC.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Farm Products - consumer goods	73	\$15,337	\$1,215	42	416	\$598	\$566	\$32	\$393
Dairy products	8	1,921	222	3	63	119	118	1	126
Poultry and poultry products	13	4,185	210	8	79	85	70	15	143
Dairy and poultry products	6	1,071	86	3	32	51	49	2	26
Fruits and vegetables (fresh)	46	8,160	697	28	242	343	329	14	98
Farm Supplies	8	2,180	295	1	74	151	147	4	335
Seeds	5	1,801	251	1	56	124	121	3	313
All other	3	379	44	--	18	27	26	1	22
Groceries (full line)	13	15,005	1,620	1	648	1,030	1,015	15	1,798
Groceries and Foods (specialty lines)	113	10,051	1,480	86	580	846	820	26	804
Confectionery	28	1,041	94	28	39	49	48	1	52
Fish and sea foods	15	949	214	12	73	116	107	9	132
Flour	5	1,193	150	2	41	75	72	3	121
Meats and meat products	21	3,908	475	13	208	298	292	6	83
All other	44	2,960	547	31	219	308	301	7	416
Hardware	13	5,438	1,050	2	445	654	649	5	1,371
Hardware (full line)	4	4,931	939	--	390	579	576	3	1,348
Hardware (specialty lines)	9	557	111	2	55	75	73	2	23
Jewelry and Optical Goods	10	633	146	5	62	90	89	1	142
Other jewelry specialties	4	139	46	2	16	26	25	1	8
All other	6	494	100	3	46	64	64	--	134
Lumber and Construction Materials	17	2,005	490	7	108	221	217	4	233
Lumber and millwork	7	692	76	2	21	35	35	--	33
All other	10	1,313	414	5	87	186	182	4	200
Machinery, Equipment and Supplies	106	12,831	2,977	37	1,011	1,794	1,768	26	2,630
Commercial machinery, eqpt. and spls.	17	1,079	345	9	101	189	187	2	174
Farm and dairy machinery and equipment	3	168	38	--	19	22	20	2	35
Industrial equipment and supplies	8	328	79	2	31	63	62	1	24
Belting, hose and packing	30	6,145	1,130	8	385	737	731	6	1,405
Professional equipment and supplies	5	547	185	1	58	145	142	3	110
Dental	6	1,263	341	1	152	186	186	--	335
Service equipment and supplies	8	385	119	3	40	62	62	--	46
Barber and beauty parlor	9	1,145	301	2	88	165	162	3	216
All other	20	1,771	439	11	137	225	216	9	285
Other machinery, equipment and supplies									
Metals and Metal Work (except scrap)	6	1,110	167	2	40	98	97	1	142
Paper and Its Products	20	2,533	531	4	227	333	330	3	311
Wrapping or coarse paper and products	13	1,333	254	3	134	173	171	2	181
All other	7	1,200	277	1	93	160	159	1	130
Petroleum and Its Products	7	368	85	--	43	61	54	7	23
Plumbing and Heating Equipment and Spls.	25	4,891	1,052	4	358	607	597	10	1,095
Plumbing fixtures, equipment and spls.	13	2,707	589	4	185	337	328	9	586
All other	12	2,184	463	--	173	270	269	1	509
Tobacco and Its Products (except leaf)	26	8,333	299	16	116	195	193	2	287
Waste Materials	65	4,132	605	49	369	336	317	19	163
Iron and steel scrap	24	1,305	228	19	96	120	108	12	71
Junk and scrap (full line)	14	1,137	142	13	119	75	71	4	41
Waste paper, rags and rubber	22	1,337	200	16	141	129	128	1	41
Nonferrous metals	5	353	35	1	13	12	10	2	10
All Other	65	4,926	949	31	377	512	491	21	1,010
Books, periodicals and newspapers	4	586	111	1	52	68	68	--	8
Flowers and nursery stock	6	423	129	5	47	66	64	2	40
Forest products (except lumber)	8	254	35	5	14	20	19	1	30
Leather and leather goods	13	742	106	5	36	66	65	1	186
Textiles and materials other than dry goods	6	316	75	5	35	33	32	1	31
Miscellaneous kinds of business 5/ (continued on next page)	28	2,505	493	10	193	259	243	16	715

\* Includes no compensation for proprietors and firm members of unincorporated businesses



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF MILWAUKEE, WISC.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	113	\$61,653	\$7,807	2	2,710	\$4,458	\$4,432	\$26	\$3,514
Amusement and Sporting Goods	6	1,072	257	--	84	139	139	--	67
Automotive	14	17,610	1,337	--	332	688	686	2	792
Automobiles and other motor vehicles	7	14,207	836	--	203	426	426	--	460
All other	7	3,403	501	--	129	262	260	2	332
Bear, Wines and Liquors	4	710	153	--	22	48	48	--	52
Chemicals and Paints	5	1,796	275	--	105	199	199	--	174
Groceries and Foods (specialty lines)	23	19,205	1,476	1	517	836	826	10	318
Meats and meat products	8	13,940	795	--	276	437	432	5	174
All other	15	5,265	681	1	241	399	394	5	144
Machinery, Equipment and Supplies	26	4,344	662	--	307	600	598	2	399
Commercial mchnry., eqpt. and spls.	12	1,394	441	--	170	349	347	2	114
Offica (except furniture)	14	2,950	421	--	137	251	251	--	285
Other machinery, equipmant and supplies									
All Other 6/	35	16,916	3,447	1	1,343	1,948	1,936	12	1,712
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	51	29,198	1,689	2	354	738	727	11	--
Amusement and Sporting Goods	4	1,665	306	--	104	155	155	--	--
Electrical Goods	4	2,131	116	--	16	49	49	--	--
Lumbar and Construction Materials	4	1,497	260	1	67	133	132	1	--
Machinery, Equipment and Supplies	13	3,324	271	--	53	127	118	9	--
Metals and Metal Work (except scrap)	8	12,476	160	--	34	86	86	--	--
Plumbing and Heating Equipment and Spla.	5	861	87	--	20	40	39	1	--
All Other 7/	13	7,244	489	1	60	148	148	--	--
<b>BULK TANK STATIONS</b>									
Patrolaum and Its Products	32	15,277	2,024	4	537	836	834	2	1,159
<b>AGENTS AND BROKERS</b>	237	88,718	2,740	175	711	1,288	1,243	45	804
Clothing and Furnishings	5	245	7	5	2	1	1	--	1
Farm Products - raw materials	21	34,814	712	8	141	328	325	3	2
Livastock	7	21,820	526	--	98	234	233	1	2
All other	14	12,994	186	8	43	94	92	2	--
Farm Products - consumer goods	22	9,287	405	23	152	222	213	9	69
Fruits and vagatables (fresh)	18	7,740	320	18	107	171	166	5	44
All other	4	1,547	85	5	45	51	47	4	25
Groceries and Foods (specialty lines)	36	29,325	446	25	120	269	264	5	314
Canned goods	6	3,872	111	1	23	59	58	1	1
Coffea, tea and spices	4	1,075	4	4	1	--	--	--	--
Sugar	7	13,505	143	2	35	77	77	--	180
All other	19	10,873	188	18	61	133	129	4	133
Hardware	3	89	5	4	3	2	2	--	12
Hardware (spacialty lines)	3	89	5	4	3	2	2	--	12
Lumbar and Construction Materials	8	411	15	7	9	9	7	2	--
Builders' supplies (full line)	5	88	9	4	5	6	4	2	--
All other	3	323	6	3	4	3	3	--	--
Machinery, Equipment and Supplies	63	3,333	326	42	121	212	197	15	70
Commercial mchnry., eqpt. and spls.									
Store, restaurant and hotel	4	227	13	2	11	6	5	1	2
All other	5	205	39	5	18	19	16	3	13
Industrial equipment and supplies									
Belting, hose and packing	5	169	31	3	9	21	21	--	1
Power transmission equipmant	5	232	26	3	9	16	15	1	9
All other	19	1,920	145	10	36	110	102	8	14
Industrial machinery									
Construction (including road building)	4	78	8	3	6	4	4	--	7
All other	13	379	39	10	13	18	17	1	19
Other machinery, equipmant and supplies	8	123	25	6	19	18	17	1	5

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF MILWAUKEE, WISC.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Paper and Its Products	6	\$463	\$21	5	12	\$10	\$8	\$2	--
Plumbing and Heating Equipment and Spls. Heating (including stoves and ranges)	17	558	67	10	21	33	33	--	\$1
Plumbing fixtures, equipment and spls.	3	99	15	2	4	7	7	--	--
All other	3	34	4	3	2	3	3	--	--
	11	425	48	5	15	23	23	--	1
All Other	56	10,193	736	46	130	202	193	9	335
Leather and leather goods	13	3,693	61	13	13	20	19	1	11
Miscellaneous kinds of business 8/	43	6,500	675	33	117	182	174	8	324
<b>ASSEMBLERS</b>									
Farm Products - raw materials	9	2,857	555	4	184	318	314	4	15
All Other 9/	4	591	49	3	17	27	23	4	12
	5	2,266	506	1	167	291	291	--	3

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Includes stocks not owned but held on consignment valued at \$825,000.

2/ Includes 2 voluntary-group wholesalers; 1 exporter; 4 importers; and 1 retailer-cooperative warehouse.

3/ Includes 1 suction company; 1 export agent; and 14 selling agents.

4/ Includes 2 cooperative marketing associations and 1 elevator (grain).

5/ Includes 8 establishments dealing in dry goods (specialty lines); 14 in furniture and house furnishings; 1 in general merchandise; and 5 in miscellaneous kinds of business.

6/ Includes 1 establishment dealing in clothing and furnishings; 1 in dry goods (specialty lines); 8 in electrical goods; 2 in farm products - consumer goods; 2 in furniture and house furnishings; 3 in jewelry and optical goods; 1 in lumber and construction materials; 6 in metals and metal work (except scrap); 3 in paper and its products; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 5 in all other products.

7/ Includes 2 establishments dealing in chemicals and paints; 1 in clothing and furnishings; 1 in dry goods (specialty lines); 2 in groceries and foods (specialty lines); 2 in paper and its products; 2 in tobacco and its products (except leaf); and 3 in all other products.

8/ Includes 1 establishment dealing in amusement and sporting goods; 2 in automotive products; 1 in beer, wines and liquors; 2 in chemicals and paints; 2 in coal and coke; 2 in dry goods (specialty lines); 10 in electrical goods; 3 in farm supplies; 5 in furniture and house furnishings; 1 in jewelry and optical goods; 7 in metals and metal work (except scrap); and 7 in miscellaneous kinds of business.

9/ Includes 2 establishments dealing in farm products - consumer goods and 3 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF MINNEAPOLIS AND ST. PAUL, MINN.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	1,655	\$788,585	\$73,958	870	1/ 21,195	1/ \$35,330	1/ \$34,753	1/ \$577	2/ \$89,958
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	1,008	425,800	47,938	589	14,978	23,820	23,474	346	73,225
Wholesale merchants	923	381,291	44,287	545	13,851	21,778	21,447	331	68,807
Drop shippers or desk jobbers	24	19,608	1,213	11	208	549	542	7	1,859
Retailer-cooperatives warehouses	7	13,958	878	--	327	531	531	--	1,100
Wagon distributors	32	1,772	234	26	100	167	166	1	54
All other 3/	22	9,171	1,326	7	492	795	788	7	1,405
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	196	115,248	13,925	7	3,577	6,340	6,205	135	9,553
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	77	38,651	3,164	2	586	1,275	1,260	15	--
<b>BULK TANK STATIONS (PETROLEUM)</b>	42	14,933	2,677	4	1/	1/	1/	1/	1,231
Independent stations	11	1,459	296	3	104	176	173	3	137
Chain-operated stations	30	13,474	2,381	1	1/ 631	1/ 1,051	1/ 1,049	1/ 2	1,094
Commission stations	1								
<b>AGENTS AND BROKERS</b>	316	172,432	5,075	264	1,060	2,196	2,140	56	1,994
Brokers	72	56,232	760	57	212	396	384	12	171
Commission merchants	38	85,598	1,690	17	366	931	928	3	550
Manufacturers' agents	183	15,762	859	179	287	498	471	27	168
Other agents 4/	23	14,840	1,766	11	195	371	357	14	1,105
<b>ASSEMBLERS</b>	16	21,521	1,179	4	259	472	452	20	3,955
Country buyers of farm products	7	651	71	4	15	19	11	8	46
Elevators (grain)	6	3,012	481	--	69	161	154	7	2,831
All other 5/	3	17,858	627	--	175	292	287	5	1,078
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALE</b>	1,008	425,800	47,938	589	14,978	23,820	23,474	346	73,225
<b>Amusement and Sporting Goods</b>	14	1,337	306	6	98	161	152	9	154
Cameras and motion picture eqpt. & sps.	3	105	22	2	8	7	5	2	28
Moving picture films	5	426	123	1	33	72	68	4	10
All other	6	806	161	3	57	82	79	3	116
<b>Automotive</b>	69	20,611	3,144	38	1,258	1,905	1,894	11	2,713
Automobiles and other motor vehicles	5	10,438	690	--	223	378	378	--	585
Automotive equipment	61	9,564	2,313	36	992	1,468	1,458	10	1,921
Tires and tubes	3	609	141	2	43	59	58	1	207
<b>Beer, Wine and Liqueur</b>	25	9,729	984	17	322	585	579	6	740
Beer and other fermented malt liquors	13	1,170	152	14	56	77	72	5	12
Wines and liqueur	12	8,559	832	3	266	508	507	1	728
<b>Chemicals and Paints</b>	24	2,214	473	11	151	262	257	5	581
Industrial chemicals	3	691	112	--	35	75	72	3	113
Paints and varnishes	18	1,425	319	10	100	159	157	2	462
All other	3	98	42	1	16	28	28	--	6
<b>Clothing and Furnishings</b>	51	6,658	824	40	263	392	354	38	528
Clothing and/or furnishings (full line)	5	652	83	4	40	41	39	2	58
Men's and boys'	13	2,904	257	15	82	132	130	2	190
Women's and children's	13	1,427	220	7	67	116	86	30	45
Millinery and millinery supplies	10	728	125	10	33	46	43	3	10
Shoes and other footwear	7	818	120	3	37	50	50	--	212
All other	3	129	19	1	4	7	6	1	13
<b>Dry Goods (full line)</b>	4	9,279	1,550	2	564	882	877	5	1,150
<b>Dry Goods (specialty lines)</b>	6	1,136	155	2	60	87	83	4	233
Piece goods	3	887	126	--	42	68	65	3	174
All other	3	249	29	2	18	19	18	1	59
<b>Electrical Goods</b>	46	10,209	1,591	20	535	917	906	11	1,169
Electrical merchandise (full line)	11	5,689	782	--	255	443	443	--	635
Radios, refrigerators and appliances	24	3,405	578	16	203	338	330	8	333
All other	11	1,115	231	4	77	136	133	3	201

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF MINNEAPOLIS AND ST. PAUL, MINN

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)									
Farm Products - raw materials	49	\$140,442	\$7,464	17	906	\$1,965	\$1,936	\$29	\$32,205
Farm Products - consumer goods	100	25,964	2,824	89	944	1,407	1,349	58	782
Dairy products	13	1,566	318	8	119	217	215	2	25
Poultry and poultry products	15	4,560	575	21	91	116	103	13	338
Fruits and vegetables (fresh)	67	18,974	1,814	56	698	1,020	993	27	372
All other	5	864	117	4	36	54	38	16	47
Farm Supplies	18	10,011	1,823	3	586	847	840	7	2,470
Feed	11	2,774	300	2	70	98	96	2	198
All other	7	7,237	1,523	1	516	749	744	5	2,272
Groceries (full line)	21	31,065	2,930	6	1,037	1,642	1,642	--	3,959
Groceries and Foods (specialty lines)	113	13,349	2,279	81	774	1,194	1,174	20	1,012
Canned goods	5	556	62	5	20	28	28	--	44
Coffee, tea and spices	14	2,723	1,139	6	289	544	541	3	345
Confectionery	12	802	82	12	32	30	29	1	39
Fish and sea foods	14	1,424	240	7	131	171	165	6	177
Meats and meat products	15	3,110	250	16	123	161	159	2	113
Soft drinks	4	36	10	3	4	5	4	1	16
All other	49	4,698	496	32	175	255	248	7	278
Hardware	13	16,496	2,842	2	1,241	1,770	1,752	18	3,575
Jewelry and Optical Goods	19	1,830	530	7	212	335	333	2	427
Jewelry (full line)	7	874	184	3	54	87	86	1	273
Optical goods	7	785	311	--	146	233	233	--	88
All other	5	171	35	4	12	15	14	1	66
Lumber and Construction Materials	48	21,230	2,248	14	628	1,222	1,194	28	1,281
Lumber and millwork	25	17,135	1,393	8	349	720	708	12	607
All other	23	4,095	855	6	279	502	486	16	674
Machinery, Equipment and Supplies	89	21,296	4,066	48	1,235	2,240	2,233	7	4,651
Commercial machinery, eqpt. and apls.	9	830	209	8	60	92	92	--	112
Farm and dairy machinery and equipment	11	10,177	1,630	3	423	717	716	1	2,996
Industrial equipment and supplies									
Power transmission equipment	3	214	57	1	24	40	40	--	83
All other	19	1,604	246	15	81	132	129	3	239
Industrial machinery									
Construction (including road building)	6	2,811	479	4	107	293	292	1	324
All other	7	1,233	249	5	89	151	151	--	152
Professional equipment and supplies									
Surgical, medical and hospital	6	1,008	280	3	96	212	211	1	177
All other	7	673	206	3	68	157	157	--	212
Other machinery, equipment and supplies	21	2,746	710	6	287	446	445	1	356
Paper and Its Products	42	10,070	2,010	13	753	1,217	1,201	16	1,572
Wrapping or coarse paper and products	29	7,260	1,382	10	518	856	849	7	1,181
Wall paper	3	228	81	--	25	36	35	1	37
All other	10	2,582	547	3	210	325	317	8	354
Petroleum and Its Products	17	15,665	1,551	6	356	571	571	--	715
Plumbing and Heating Equipment and Spls.	28	3,812	912	17	355	513	505	8	946
Heating (including stoves and ranges)	5	521	131	3	43	69	64	5	135
All other	23	3,291	781	14	312	444	441	3	811
Tobacco and Its Products (except leaf)	32	6,996	226	22	102	122	122	--	305
Waste Materials	60	4,314	501	58	460	355	347	8	742
Iron and steel scrap	17	2,938	334	18	178	239	236	3	646
Junk and scrap (full line)	22	1,007	113	22	253	85	81	4	82
All other	21	369	54	18	29	31	30	1	14
All Other 5/	120	42,087	6,705	70	2,138	3,229	3,173	56	11,315

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF MINNEAPOLIS AND ST. PAUL, MINN.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b> (WITH STOCKS)	196	\$115,248	\$13,925	7	3,577	\$6,340	\$6,205	\$135	\$9,553
Beer, Wines and Liquors	7	2,359	456	--	123	200	200	--	136
Clothing and Furnishings	7	1,597	282	1	81	134	129	5	242
Electrical Goods	9	5,647	483	--	121	247	246	1	378
Furniture and House Furnishings	6	1,829	204	--	53	100	99	1	197
Groceries and Foods (specialty lines)	40	45,665	5,007	6	992	1,784	1,727	57	1,565
Flour	4	12,103	604	--	133	273	273	--	540
Meats and meat products	12	14,118	862	6	302	486	478	8	374
All other	24	19,444	3,541	--	557	1,025	976	49	651
Machinery, Equipment and Supplies	55	13,341	2,916	--	958	1,624	1,580	44	3,609
Metals and Metal Work (except scrap)	5	1,290	206	--	73	96	96	--	328
Paper and Its Products	5	742	137	--	58	94	93	1	96
Plumbing and Heating Eqpt. and Spl.	7	2,845	527	--	170	284	280	4	554
All Other 7/	55	39,933	3,707	--	948	1,777	1,755	22	2,448
<b>MANUFACTURERS' SALES OFFICES</b> (WITHOUT STOCKS)	77	38,651	3,164	2	586	1,275	1,260	15	--
Amusement and Sporting Goods	4	2,139	424	--	149	226	226	--	--
Paper and Its Products	4	612	77	--	4	14	13	1	--
All Other 8/	69	35,900	2,663	2	433	1,035	1,021	14	--
<b>BULK TANK STATIONS</b> Petroleum and Its Products	42	14,933	2,677	4	1/	1/	1/	1/	1,231
<b>AGENTS AND BROKERS</b>	316	172,432	5,075	264	1,060	2,196	2,140	56	1,994
Amusement and Sporting Goods	6	200	50	8	15	17	17	--	8
Automotive	7	460	34	8	11	13	13	--	12
Clothing and Furnishings	15	1,649	56	13	16	25	25	--	12
Electrical Goods	20	650	58	23	39	38	35	3	43
Farm Products - raw materials	42	88,868	1,605	21	360	922	916	6	443
Farm Products - consumer goods	15	7,028	226	12	65	107	102	5	26
Farm Supplies	9	5,629	131	8	23	41	39	2	4
Furniture and House Furnishings	10	738	35	9	10	21	20	1	--
Groceries and Foods (specialty lines)	35	39,062	373	28	106	221	217	4	115
Lumber and Construction Materials	11	932	129	9	32	86	82	4	1
Machinery, Equipment and Supplies	49	2,793	196	43	76	118	116	2	60
Metals and Metal Work (except scrap)	10	1,880	48	11	11	21	20	1	--
Petroleum and Its Products	4	1,084	49	1	10	17	17	--	--
All Other 9/	83	21,459	2,085	70	286	549	521	28	1,270
<b>ASSEMBLERS</b>	16	21,521	1,179	4	259	472	452	20	3,955
Farm Products - raw materials	8	18,350	1,051	2	234	422	413	9	3,894
All Other 10/	8	3,171	128	2	25	50	39	11	61

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).
- 2/ Includes stocks not owned but held on consignment valued at \$2,712,000.
- 3/ Includes 1 voluntary-group wholesaler; 1 converter; 5 importers; 13 industrial distributors; and 2 mail-order wholesalers.
- 4/ Includes 1 export agent and 22 selling agents.
- 5/ Includes 2 cooperative marketing associations and 1 packer and shipper.
- 6/ Includes 15 establishments dealing in coal and coke; 3 in drugs (full line); 26 in drugs and drug sundries (specialty lines); 18 in furniture and house furnishings; 5 in general merchandise; 8 in metals and metal work (except scrap); and 45 in all other products.
- 7/ Includes 8 establishments dealing in amusement and sporting goods; 20 in automotive products; 8 in chemicals and paints; 4 in drugs and drug sundries (specialty lines); 2 in dry goods (specialty lines); 3 in jewelry and optical goods; 5 in lumber and construction materials; 1 in petroleum and its products; 2 in tobacco and its products (except leaf); and 2 in all other products.
- 8/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 4 in chemicals and paints; 1 in clothing and furnishings; 6 in electrical goods; 3 in furniture and house furnishings; 7 in groceries and foods (specialty lines); 7 in lumber and construction materials; 22 in machinery, equipment and supplies; 10 in metals and metal work (except scrap); 1 in plumbing and heating equipment and supplies; 2 in tobacco and its products (except leaf); and 3 in all other products.
- 9/ Includes 2 establishments dealing in beer, wines and liquors; 8 in chemicals and paints; 11 in coal and coke; 3 in drugs and drug sundries (specialty lines); 15 in dry goods (specialty lines); 8 in hardware; 1 in jewelry and optical goods; 8 in paper and its products; 20 in plumbing and heating equipment and supplies; and 7 in all other products.
- 10/ Includes 6 establishments dealing in farm products - consumer goods; 1 in farm supplies; and 1 in groceries and foods (specialty lines).

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF NEWARK, NEW JERSEY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	799	\$269,815	\$30,765	356	1/9,110	1/15,818	1/15,638	1/180	2/17,005
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	616	151,880	18,730	314	5,958	10,034	9,942	92	11,541
Wholesale merchants	582	132,813	17,039	299	5,539	9,128	9,037	91	10,723
Industrial distributors	12	1,243	312	2	93	179	178	1	205
Wagon distributors	15	1,297	203	13	71	126	126	--	83
All other 3/	7	16,527	1,176	--	255	601	601	--	530
MANUFACTURERS' SALES BRANCHES (With stocks)	85	60,128	7,639	--	2,081	3,865	3,814	51	4,363
BULK TANK STATIONS (PETROLEUM)	18	23,881	2,750	2	1/	1/	1/	1/	809
Independent stations	5	386	54	2	20	30	29	1	2
Chain-operated stations	11	23,495	2,696	--	1/ 567	1/ 976	1/ 964	1/ 12	807
Commission stations	2								
AGENTS AND BROKERS	55	17,880	777	40	290	459	435	24	273
Brokers	5	1,758	34	5	7	15	15	--	--
Commission merchants	24	7,909	482	19	169	286	268	18	48
Manufacturers' agents	18	520	71	11	32	47	46	1	12
Selling agents	5	7,600	178	1	74	102	102	--	213
Other agents 4/	3	93	12	4	8	9	4	5	--
ALL OTHER 5/	25	16,046	869	--	194	454	454	--	19
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	616	151,880	18,730	314	5,958	10,034	9,942	92	11,541
Amusement and Sporting Goods	11	894	177	5	74	104	104	--	104
Automotive	35	20,583	1,819	12	516	970	965	5	3,041
Beer, Wines and Liquors	19	6,922	951	4	348	454	452	2	468
Beer and other fermented malt liquors	3	290	38	1	24	30	30	--	7
Wines and liquors	16	6,632	913	3	324	424	422	2	461
Chemicals and Paints	15	4,182	475	2	150	317	312	5	426
Industrial chemicals	5	3,087	329	--	102	230	225	5	244
Paints and varnishes	7	625	115	2	43	70	70	--	101
All other	3	470	31	--	5	17	17	--	81
Clothing and Furnishings	6	454	73	5	37	41	41	--	68
Coal and Coke	5	730	123	3	44	64	59	5	18
Drugs (full line)	2	5,207	742	3	300	407	406	1	698
Drugs and Drug Sundries (specialty lines)	11								
Dry Goods (full line)	1	978	119	12	48	65	64	1	128
Dry Goods (specialty lines)	12								
Electrical Goods	27	11,271	1,933	7	508	952	952	--	998
Farm Products - raw materials	3	491	62	--	19	39	37	2	10
Farm Products - consumer goods	114	29,751	3,193	83	898	1,578	1,567	11	530
Dairy products	12	9,048	1,397	1	357	694	694	--	181
Poultry and poultry products	15	3,238	207	10	58	92	92	--	3
Dairy and poultry products	9	4,116	416	4	136	242	242	--	244
Fruits and vegetables (fresh)	78	13,349	1,173	68	347	550	539	11	102
Furniture and House Furnishings	7	659	93	3	24	40	40	--	102
Groceries (full line)	6	7,629	464	2	126	251	250	1	478
Groceries and Foods (specialty lines)	78	15,359	1,580	43	555	882	873	9	667
Coffee, tea and spices	5	124	40	2	21	27	26	1	7
Confectionery	15	1,662	227	9	96	150	149	1	115
Fish and sea foods	7	698	159	1	58	76	73	3	5
Meats and meat products	18	8,150	653	9	194	345	342	3	141
All other	33	4,725	501	22	186	284	283	1	399
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF NEWARK, NEW JERSEY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS (continued)</b>									
Hardware	13	2,449	440	8	119	208	206	2	385
Hardware (full line)	6	2,130	344	2	96	163	161	2	339
Hardware (specialty lines)	7	319	96	6	23	45	45	--	46
Jewelry and Optical Goods	6	408	98	2	46	73	73	--	42
Lumber and Construction Materials	27	13,186	1,592	3	367	813	811	2	747
Machinery, Equipment and Supplies	48	3,971	1,022	21	337	574	565	9	671
Metals and Metal Work (except scrap)	11	3,293	532	2	172	284	282	2	474
Paper and Its Products	31	2,869	705	13	237	419	418	1	372
Petroleum and Its Products	5	2,403	349	2	123	265	265	--	202
Plumbing and Heating Eqpt. and Spls.	24	2,348	420	4	154	270	269	1	419
Plumbing and heating (full line)	6	1,177	166	--	48	92	92	--	218
Heating (including stoves and ranges)	3	72	18	1	8	13	12	1	23
Plumbing fixtures, eqpt. and spls.	10	861	158	2	60	118	118	--	150
All other	5	238	78	1	38	47	47	--	28
Tobacco and Its Products (except leaf)	18	7,998	334	23	130	202	200	2	184
Waste Materials	40	3,568	574	25	297	284	266	18	177
Iron and steel scrap	9	347	82	4	38	53	49	4	7
Junk and scrap (full line)	8	1,002	174	7	91	63	50	13	49
Waste paper, rags and rubber	19	811	222	13	145	115	114	1	26
Nonferrous metals	4	1,408	96	1	23	53	53	--	95
All Other	41	4,277	860	27	329	478	465	13	132
Books, periodicals and newspapers	3	2,255	484	--	183	272	263	9	9
Flowers and nursery stock	3	283	55	2	15	24	23	1	4
Forest products (except lumber)	10	140	47	7	26	38	38	--	5
Leather and leather goods	10	355	56	13	17	28	28	--	56
Textiles and materials other than dry goods	5	439	52	3	25	25	24	1	13
Miscellaneous kinds of business 6/	10	805	166	2	63	91	89	2	45
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	85	60,128	7,639	--	2,081	3,865	3,814	51	4,363
Automotive	10	8,223	1,252	--	361	716	716	--	768
Drugs and Drug Sundries (specialty lines)	5	1,498	200	--	37	72	72	--	45
Electrical Goods	4	5,306	295	--	110	199	199	--	301
Groceries and Foods (specialty lines)	13	18,057	1,840	--	439	783	779	4	607
Meats and meat products	5	15,317	1,345	--	257	456	452	4	553
All other	8	2,740	495	--	182	327	327	--	54
Machinery, Equipment and Supplies	20	3,153	810	--	276	590	588	2	290
Plumbing and Heating Eqpt. and Spls.	5	1,579	316	--	67	110	108	2	225
Tobacco and Its Products (except leaf)	5	2,889	374	--	95	170	170	--	119
All Other 7/	23	19,428	2,552	--	696	1,225	1,182	43	2,008
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	18	23,881	2,750	2	1/	1/	1/	1/	809

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEWARK, NEW JERSEYTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	55	\$17,880	\$777	40	290	\$459	\$435	\$24	\$273
Farm Products - consumer goods	23	8,186	466	21	162	275	257	18	48
Lumber and Construction Materials	3	66	9	3	5	7	7	--	6
Machinery, Equipment and Supplies	11	309	39	7	20	25	24	1	9
All Other <u>8/</u>	18	9,319	263	9	103	152	147	5	210
<b>ALL OTHER <u>5/</u></b>	25	16,046	869	--	194	454	454	--	19

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at \$1,181,000.

3/ Includes 1 voluntary-group wholesaler; 1 importer; 1 drop shipper or desk jobber; 1 mail-order wholesaler; and 3 retailer-cooperative warehouses.

4/ Includes 2 auction companies and 1 import agent.

5/ Includes 24 Manufacturers' Sales Offices (without stocks): 2 dealing in beer, wines and liquors; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in electrical goods; 1 in groceries and foods (specialty lines); 1 in jewelry and optical goods; 7 in machinery, equipment and supplies; 3 in metals and metal work (except scrap); 1 in paper and its products; 2 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 3 in all other products; and 1 Assembler dealing in farm products - consumer goods.

6/ Includes 2 establishments dealing in farm supplies; 2 in general merchandise; and 6 in miscellaneous kinds of business.

7/ Includes 5 establishments dealing in beer, wines and liquors; 3 in chemicals and paints; 1 in clothing and furnishings; 2 in farm products - consumer goods; 1 in jewelry and optical goods; 2 in lumber and construction materials; 5 in metals and metal work (except scrap); and 4 in all other products.

8/ Includes 1 establishment dealing in automotive products; 1 in chemicals and paints; 2 in coal and coke; 2 in electrical goods; 4 in groceries and foods (specialty lines); 1 in hardware; 2 in metals and metal work (except scrap); and 5 in all other products.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF NEW ORLEANS, LA.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	934	\$414,188	\$38,825	496	1/ 11,307	1/ \$16,609	1/ \$16,271	1/ \$338	2/ \$61,911
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	541	162,861	19,161	315	7,180	9,979	9,754	225	19,858
Wholesale merchants	451	102,066	14,306	263	5,842	7,560	7,401	159	11,175
Exporters	38	28,339	1,688	31	371	698	661	37	4,482
Importers	18	22,392	1,299	2	283	694	688	6	2,352
Industrial distributors	14	8,213	1,652	6	584	913	905	8	1,775
Wagon distributors	9	481	144	6	74	75	61	14	56
All other 3/	11	1,370	72	7	26	39	38	1	18
MANUFACTURERS' SALES BRANCHES (With stocks)	106	74,677	7,309	--	2,105	3,477	3,439	38	6,125
MANUFACTURERS' SALES OFFICES (Without stocks)	39	25,577	2,022	--	336	693	693	--	--
BULK TANK STATIONS (PETROLEUM) Independent stations	17	5,803	924	--	1/ 107	1/ 141	1/ 140	1/ 1	414
Chain-operated stations	6	1,259	254	--	107	141	140	1	47
Commission stations	9	4,544	670	--	1/ 275	1/ 363	1/ 356	1/ 7	367
AGENTS AND BROKERS	211	64,997	2,228	165	589	899	858	41	962
Brokers	61	26,351	354	54	134	191	183	8	33
Commission merchants	21	12,939	412	14	119	191	182	9	600
Export agents	18	6,286	687	5	83	186	184	2	12
Import agents	3	2,775	49	2	13	29	29	--	28
Manufacturers' agents	97	9,299	333	88	198	199	177	22	120
Selling agents	11	7,344	393	2	42	103	103	--	169
ASSEMBLERS 4/	20	80,273	7,181	16	715	1,057	1,031	26	34,552
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	541	162,861	19,161	315	7,180	9,979	9,754	225	19,858
Amusement and Sporting Goods	9	544	155	2	57	92	88	4	28
Moving picture films	5	341	118	--	42	76	74	2	11
All other	4	203	37	2	15	16	14	2	17
Automotive	21	3,025	743	10	341	436	432	4	961
Automotive equipment	18	2,363	636	7	309	392	391	1	897
All other	3	662	107	3	32	44	41	3	64
Beer, Wines and Liquors	24	5,589	817	8	359	450	439	11	585
Wines and liquors	24	5,589	817	8	359	450	439	11	585
Drugs (full line)	3	4,977	770	2	299	418	415	3	878
Drugs & Drug Sundries (specialty lines)	5	4,977	770	2	299	418	415	3	878
Dry Goods (full line)	8	5,746	908	4	269	538	538	--	943
Dry Goods (specialty lines)	6	5,746	908	4	269	538	538	--	943
Electrical Goods	15	4,695	891	--	280	455	453	2	604
Radios, refrigerators and appliances	10	3,446	654	--	200	319	318	1	347
All other	5	1,249	237	--	80	136	135	1	257
Farm Products - raw materials	47	34,300	2,042	41	342	706	673	33	5,127
Cotton	25	28,802	1,634	28	256	535	515	20	4,675
Hides, skins and furs (raw)	15	2,785	265	12	56	113	101	12	298
All other	7	2,713	143	1	30	58	57	1	154
Farm Products - consumer goods	71	11,366	1,362	60	572	646	630	16	124
Dairy products	11	682	234	10	123	95	95	--	1
Dairy and poultry products	3	2,755	298	--	77	113	112	1	37
Fruits and vegetables (fresh)	38	6,845	726	33	288	377	366	11	82
All other	19	1,084	104	17	84	61	57	4	4
Farm Supplies	3	890	81	1	20	39	39	--	39
Feed	3	890	81	1	20	39	39	--	39
Groceries (full line)	20	14,593	1,037	14	535	742	738	4	1,160

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW ORLEANS, LA.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries and Foods (specialty lines)	114	\$36,329	\$3,084	81	1,271	\$1,631	\$1,596	\$35	\$2,904
Coffee, tea and spices	25	22,979	1,594	7	519	836	817	19	2,441
Confectionery	11	1,084	127	6	84	77	75	2	37
Fish and sea foods	19	580	149	16	126	82	75	7	2
Flour	6	1,746	171	5	46	98	98	--	93
Meats and meat products	11	2,951	344	10	171	180	177	3	49
Sugar	3	1,709	93	3	32	56	56	--	27
All other	39	5,280	606	34	293	302	298	4	255
Hardware	7	4,658	969	1	326	502	501	1	1,405
Lumber and Construction Materials	21	5,741	740	9	226	323	285	38	555
Lumber and millwork	15	4,616	454	8	124	178	145	33	393
All other	6	1,125	286	1	102	145	140	5	162
Machinery, Equipment and Supplies	45	10,888	2,273	22	873	1,265	1,236	29	1,988
Commercial mchnry., eqpt. and spls.	3	514	147	2	61	79	79	--	153
Service equipment and supplies									
Barber and beauty parlor	4	203	66	--	51	33	33	--	37
All other	6	761	149	3	53	72	72	--	60
Transportation equipment and supplies									
Boats (including motor, sail & steam)	5	586	136	6	35	48	48	--	178
All other	4	235	57	2	20	31	30	1	44
Other machinery, equipment and supplies	23	8,589	1,718	9	653	1,002	974	28	1,516
Peper and Its Products	10	2,337	418	2	181	241	239	2	450
Petroleum and Its Products	3	177	42	3	13	19	19	--	8
Plumbing and Heating Eqpt. and Spls.	7	533	103	3	55	67	66	1	88
Plumbing fixtures, eqpt. and spls.	3	192	40	1	21	25	25	--	37
All other	4	341	63	2	34	42	41	1	51
Tobacco and Its Products (except leaf)	12	4,453	299	5	165	204	199	5	136
Waste Materials	18	2,201	447	14	280	221	218	3	244
Iron and steel scrap	3	549	84	1	56	42	42	--	41
Waste paper, rags and rubber	7	533	152	6	101	87	87	--	78
All other	8	1,119	211	7	123	92	89	3	125
All Other 5/	72	9,819	1,980	33	716	984	950	34	1,631
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	106	74,677	7,309	--	2,105	3,477	3,439	38	6,125
Amusement and Sporting Goods	6	874	219	--	76	114	114	--	79
Beer, Wines and Liquors	4	1,858	236	--	35	86	86	--	70
Drugs & Drug Sundries (specialty lines)	5	2,788	430	--	102	186	186	--	304
Groceries and Foods (specialty lines)	24	33,161	2,728	--	688	1,070	1,054	16	1,876
Canned goods	5	3,088	542	--	79	198	196	2	234
Meats and meat products	5	11,458	859	--	363	444	440	4	516
All other	14	18,615	1,327	--	246	428	418	10	1,126
Machinery, Equipment and Supplies	30	4,492	1,123	--	373	694	676	18	1,442
All Other 6/	37	31,504	2,573	--	831	1,327	1,323	4	2,354
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	39	25,577	2,022	--	336	693	693	--	--
Amusement and Sporting Goods	5	1,292	257	--	91	134	134	--	--
Electrical Goods	4	1,110	76	--	20	48	48	--	--
Groceries and Foods (specialty lines)	5	3,142	781	--	34	89	89	--	--
Metals and Metal Work (except scrap)	4	9,122	100	--	17	57	57	--	--
All Other 7/	21	10,911	808	--	174	365	365	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	17	5,803	924	--	1/	1/	1/	1/	414

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW ORLEANS, LA.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u>	211	\$64,997	\$2,228	165	589	\$899	\$858	\$41	\$962
Clothing and Furnishings	4	189	1	5	--	--	--	--	--
Dry Goods (specialty lines)	11	6,089	191	7	32	61	61	--	231
Electrical Goods	7	319	24	5	12	13	12	1	3
Farm Products - raw materials	9	10,178	196	6	55	112	110	2	348
Farm Products - consumer goods	12	3,971	133	10	66	77	66	11	14
Furniture and House Furnishings	5	202	18	5	6	4	3	1	1
Groceries and Foods (specialty lines)	72	31,128	456	62	167	259	254	5	155
Hardware	4	340	9	4	2	4	4	--	--
Lumber and Construction Materials	27	6,881	692	13	103	191	179	12	12
Machinery, Equipment and Supplies	28	1,270	111	20	56	64	60	4	19
Paper and Its Products	3	185	12	6	5	3	3	--	5
All Other 8/	29	4,245	385	22	85	111	106	5	174
<u>ASSEMBLERS 9/</u>	20	80,273	7,181	16	715	1,057	1,031	26	34,552

\* Includes no compensation for proprietors and firm members of unincorporated businesses

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,743,000.
- 3/ Includes 1 converter; 9 drop shippers or desk jobbers; and 1 retailer-cooperative warehouse.
- 4/ Includes 10 country buyers of farm products; 1 cream station; 2 cooperative marketing associations; and 7 peckers and shippers.
- 5/ Includes 14 establishments dealing in chemicals and paints; 11 in clothing and furnishings; 1 in coal and coke; 7 in furniture and house furnishings; 1 in general merchandise; 5 in jewelry and optical goods; 13 in metals and metal work (except scrap); and 20 in all other products.
- 6/ Includes 14 establishments dealing in automotive products; 3 in chemicals and paints; 1 in dry goods (specialty lines); 3 in electrical goods; 2 in furniture and house furnishings; 2 in jewelry and optical goods; 3 in lumber and construction materials; 3 in metals and metal work (except scrap); 2 in paper and its products; 1 in plumbing and heating equipment and supplies; and 3 in all other products.
- 7/ Includes 2 establishments dealing in beer, wines and liquors; 1 in chemicals and paints; 1 in furniture and house furnishings; 3 in lumber and construction materials; 7 in machinery, equipment and supplies; 1 in paper and its products; 3 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 2 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 2 in beer, wines and liquors; 4 in chemicals and paints; 1 in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in farm supplies; 2 in general merchandise; 2 in metals and metal work (except scrap); 7 in plumbing and heating equipment and supplies; 1 in waste materials; and 7 in all other products.
- 9/ Includes 8 establishments dealing in farm products - raw materials; 4 in farm products - consumer goods; 7 in groceries and foods (specialty lines); and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>21,418</b>	<b>\$9,617,910</b>	<b>\$861,920</b>	<b>13,749</b>	<b>1/199,318</b>	<b>1/416,320</b>	<b>1/411,913</b>	<b>1/24,415</b>	<b>2/656,888</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>15,725</b>	<b>3,974,160</b>	<b>481,169</b>	<b>10,646</b>	<b>126,246</b>	<b>244,276</b>	<b>241,206</b>	<b>3,070</b>	<b>464,327</b>
Wholesale merchants	13,128	2,636,901	354,044	9,150	99,828	185,511	182,974	2,537	276,941
Importers	1,585	826,828	75,226	969	15,667	35,443	35,098	345	125,050
Industrial distributors	64	11,484	2,577	18	801	1,614	1,607	7	2,066
Drop shippers or desk jobbers	82	45,678	3,363	23	626	1,651	1,644	7	510
Mail-order wholesalers	48	3,942	780	35	242	360	355	5	454
Retailer-cooperative warehouses	5	2,708	213	--	75	116	115	1	614
Wagon distributors	131	11,945	1,951	107	567	938	930	8	311
All other 3/	682	434,674	43,015	344	8,440	18,643	18,483	160	58,381
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>1,101</b>	<b>1,645,304</b>	<b>208,917</b>	<b>102</b>	<b>39,260</b>	<b>86,031</b>	<b>85,667</b>	<b>364</b>	<b>158,434</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>716</b>	<b>1,007,278</b>	<b>69,990</b>	<b>80</b>	<b>11,887</b>	<b>33,353</b>	<b>33,116</b>	<b>237</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>60</b>	<b>79,943</b>	<b>8,957</b>	<b>10</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>3,253</b>
Independent stations	20	7,530	767	10	152	382	378	4	73
Chain-operated stations	39	72,413	8,190	--	1/2,407	1/4,180	1/4,135	1/45	3,180
Commission stations	1								
<b>AGENTS AND BROKERS</b>	<b>3,776</b>	<b>2,861,936</b>	<b>90,602</b>	<b>2,904</b>	<b>18,868</b>	<b>47,164</b>	<b>46,491</b>	<b>673</b>	<b>30,530</b>
Auction companies	52	75,590	1,542	40	373	799	772	27	180
Brokers	628	815,262	7,947	575	1,848	4,385	4,327	58	2,129
Commission merchants	439	493,514	20,059	329	3,928	10,297	10,135	162	6,914
Export agents	294	165,879	8,475	178	1,488	3,827	3,777	50	3,527
Import agents	229	165,736	8,877	130	952	2,473	2,412	61	4,324
Manufacturers' agents	1,343	180,047	11,701	1,096	3,237	6,751	6,598	153	2,796
Selling agents	450	713,960	25,729	285	4,877	14,386	14,244	142	10,609
Other agents	341	251,948	6,272	271	2,165	4,246	4,226	20	51
<b>ASSEMBLERS</b>	<b>40</b>	<b>49,289</b>	<b>2,285</b>	<b>7</b>	<b>498</b>	<b>942</b>	<b>920</b>	<b>22</b>	<b>344</b>
Cooperative marketing associations	23	48,498	2,041	--	353	812	801	11	250
Packers and shippers	7	630	189	3	127	115	105	10	93
All other 4/	10	161	55	4	18	15	14	1	1
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>15,725</b>	<b>3,974,160</b>	<b>481,169</b>	<b>10,646</b>	<b>126,246</b>	<b>244,276</b>	<b>241,206</b>	<b>3,070</b>	<b>464,327</b>
<b>Amusement and Sporting Goods</b>	<b>276</b>	<b>39,952</b>	<b>7,122</b>	<b>170</b>	<b>2,099</b>	<b>4,197</b>	<b>4,147</b>	<b>50</b>	<b>4,540</b>
Cameras & motion picture eqpt. & spls.	19	2,534	474	7	183	299	293	6	537
Moving picture films	35	7,160	1,581	5	358	827	820	7	32
Sporting goods (full line)	21	3,235	721	9	219	369	362	7	572
Toys, novelties and fireworks	155	19,996	3,297	124	1,053	2,176	2,156	20	2,368
All other	46	7,027	1,049	25	286	526	516	10	1,031
<b>Automotive</b>	<b>281</b>	<b>76,282</b>	<b>13,180</b>	<b>133</b>	<b>3,342</b>	<b>6,930</b>	<b>6,869</b>	<b>61</b>	<b>6,827</b>
Automobiles and other motor vehicles	17	43,308	6,398	2	1,096	3,043	3,023	20	2,066
Automotive equipment	229	25,401	5,671	112	1,944	3,317	3,276	41	3,685
Tires and tubes	35	7,573	1,111	19	302	570	570	--	1,076
<b>Beer, Wines and Liquors</b>	<b>257</b>	<b>95,556</b>	<b>14,163</b>	<b>80</b>	<b>3,679</b>	<b>6,942</b>	<b>6,862</b>	<b>80</b>	<b>11,733</b>
Beer and other fermented malt liquors	86	9,113	1,392	46	524	753	733	20	246
Wines and liquors	171	86,443	12,771	34	3,155	6,189	6,129	60	11,487
<b>Chemicals and Paints</b>	<b>271</b>	<b>116,753</b>	<b>20,084</b>	<b>107</b>	<b>2,656</b>	<b>6,592</b>	<b>6,537</b>	<b>55</b>	<b>10,897</b>
Industrial chemicals	60	36,576	4,219	10	749	2,167	2,161	6	4,087
Naval stores	4	1,722	165	--	47	99	99	--	41
Paints and varnishes	108	12,453	2,032	63	561	990	982	8	1,505
All other	99	66,002	13,668	34	1,299	3,336	3,295	41	5,264
<b>Clothing and Furnishings</b>	<b>1,721</b>	<b>343,519</b>	<b>44,686</b>	<b>1,370</b>	<b>11,774</b>	<b>23,793</b>	<b>23,570</b>	<b>223</b>	<b>36,947</b>
Clothing and/or furnishings (full line)	202	27,260	3,822	199	1,169	2,015	1,999	16	3,586
Men's and boys'	373	58,282	7,134	333	1,733	3,454	3,402	52	8,126
Women's and children's	598	158,341	21,438	412	5,693	12,045	11,979	66	13,551
Millinery and millinery supplies	162	27,734	4,148	89	1,250	2,259	2,207	52	3,706
All other	386	71,902	8,144	337	1,929	4,020	3,983	37	7,978

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF NEW YORK, NEW YORK

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE (continued)</b>									
Coal and Coke	95	\$62,626	\$6,289	14	1,070	\$2,338	\$2,238	\$100	\$2,276
Drugs (full line)	11	14,087	1,613	3	543	956	955	1	2,266
Drugs and Drug Sundries (specialty lines)	395	52,444	11,399	192	3,135	5,502	5,443	59	5,773
Drug specialties	83	10,230	1,301	53	480	684	670	14	1,106
Patent medicines	52	5,352	1,197	18	298	629	628	1	593
Toilet articles and preparations	169	21,661	6,338	68	1,829	3,371	3,333	38	2,591
All other	91	14,191	2,563	53	526	816	812	6	1,483
Dry Goods (full line)	20	20,617	2,453	21	921	1,454	1,452	2	2,880
Dry Goods (specialty lines)	2,338	616,021	66,866	1,739	18,270	36,321	35,994	327	102,376
Notions	640	81,737	15,181	498	4,937	8,765	8,682	83	14,035
Piece goods	1,432	514,941	50,812	997	12,409	25,903	25,678	225	85,357
All other	266	19,343	2,893	244	924	1,653	1,634	19	2,984
Electrical Goods	371	78,100	14,492	170	4,307	7,897	7,834	63	9,399
Electrical merchandise (full line)	18	14,104	2,179	2	652	1,152	1,190	2	1,796
Apparatus and equipment	45	7,698	969	23	262	469	464	5	992
Wiring supplies & construction material	166	18,806	3,692	69	1,777	2,101	2,065	36	3,143
Radios, refrigerators and appliances	142	37,492	7,652	71	2,115	4,135	4,115	20	3,467
Farm Products - raw materials	684	250,645	16,668	534	3,056	7,231	6,930	301	39,609
Farm Products - consumer goods	1,233	402,372	38,237	1,081	9,672	18,617	18,420	197	8,396
Dairy products	149	100,666	13,365	75	2,960	5,001	5,985	16	1,835
Poultry and poultry products	223	62,566	4,339	184	1,361	2,096	2,070	26	1,932
Dairy and poultry products	184	92,626	6,663	135	1,909	3,715	3,697	16	1,575
Fruits and vegetables (fresh)	633	145,852	13,308	686	3,724	6,767	6,630	137	3,034
All other	4	668	62	1	18	38	38	--	20
Farm Supplies	38	14,161	2,073	18	325	674	672	2	2,020
Feed	11	2,566	276	3	79	169	169	--	102
Seeds	18	1,517	410	8	114	213	213	--	295
All other	9	10,078	1,387	7	132	292	290	2	1,623
Furniture and House Furnishings	845	105,816	19,456	572	5,395	10,222	10,095	127	22,920
China, glassware and crockery	141	17,889	4,451	67	1,117	2,300	2,285	15	3,717
Floor coverings	169	30,049	4,043	118	1,032	4,109	4,093	16	9,183
House furnishings (except as specified)	379	40,565	6,625	308	1,942	3,364	3,319	45	7,000
All other	156	17,313	4,337	79	1,304	2,449	2,398	51	3,020
General Merchandise	36	216,200	7,416	15	1,428	3,306	3,288	18	12,283
Groceries (full line)	61	125,849	13,611	60	4,204	7,648	7,636	12	12,656
Groceries and Foods (specialty lines)	1,376	370,604	42,156	986	11,164	20,864	20,686	178	31,272
Canned goods	67	22,835	2,889	74	607	1,089	1,087	2	1,931
Coffee, tea and spices	146	63,907	7,399	91	1,794	3,514	3,491	23	7,341
Confectionery	137	11,245	1,294	107	541	907	797	10	682
Fish and sea foods	148	31,489	4,964	68	1,247	2,657	2,610	47	1,609
Flour	44	12,302	1,252	25	282	553	552	1	552
Meats and meat products	306	113,178	10,280	232	2,722	5,346	5,313	33	2,901
Soft drinks	19	1,091	194	15	81	131	130	1	314
Sugar	15	7,198	359	8	83	149	148	1	1,935
Other food and grocery specialties	494	107,309	13,525	366	3,807	6,618	6,558	60	14,007
Hardware	206	30,656	6,225	109	2,300	3,676	3,645	31	6,284
Hardware (full line)	57	17,275	3,613	26	1,375	2,145	2,122	23	3,627
Hardware (specialty lines)	149	13,381	2,612	83	925	1,531	1,523	8	2,657
Jewelry and Optical Goods	859	88,797	15,104	733	3,596	7,440	7,370	70	26,108
Jewelry (full line)	60	7,325	1,160	55	303	512	507	5	3,310
Clocks and watches	116	24,153	4,460	88	784	2,110	2,074	36	3,087
Diamonds and other precious stones	216	22,996	2,691	230	450	951	936	15	11,236
Other jewelry specialties	425	30,433	5,658	341	1,663	3,144	3,133	11	7,739
Optical goods	42	3,900	1,135	19	396	723	720	3	736

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employee (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Lumber and Construction Materials	308	\$51,199	\$10,342	88	3,137	\$5,863	\$5,428	\$435	\$7,905
Builders' supplies (full line)	55	8,214	2,230	19	755	1,446	1,293	153	656
Lumber and millwork	124	27,082	4,679	32	1,335	2,578	2,480	98	3,895
Brick, tile and terra cotta	28	3,393	649	6	180	306	301	5	471
Cement, lime and plaster	31	5,592	963	11	323	559	532	27	515
Glass	48	3,115	835	20	291	477	438	39	1,094
Sand, gravel and crushed stone	7	1,474	399	--	88	166	112	54	75
All other	15	2,324	587	--	165	331	272	59	1,199
Machinery, Equipment and Supplies	1,118	122,638	29,090	588	8,660	15,639	15,466	173	21,199
Commercial machinery, eqpt. and spls.									
Store, restaurant and hotel	130	9,628	2,384	79	746	1,247	1,238	9	1,425
All other	56	5,510	1,240	32	468	769	761	8	585
Farm and dairy machinery and equipment	8	883	228	--	63	119	114	5	164
Industrial equipment and supplies									
Belting, hose and packing	28	1,418	485	16	132	240	239	1	225
Power transmission equipment	9	951	214	1	54	127	127	--	286
Rope, cordage and twine	20	5,036	551	7	160	303	298	5	458
All other	168	18,113	3,937	104	1,265	2,245	2,224	21	3,517
Industrial machinery									
Construction (including road building)	16	3,162	983	3	549	559	550	9	353
Oil well and oil refining	7	4,038	781	1	112	136	136	--	46
Used machinery and equipment	48	3,165	824	29	267	424	397	27	534
All other	112	10,931	2,708	53	749	1,537	1,508	29	2,173
Professional equipment and supplies									
Dental	34	2,270	569	22	225	330	328	2	719
Surgical, medical and hospital	56	5,486	1,535	23	425	907	905	2	881
All other	67	6,342	1,527	38	531	864	857	7	1,811
Service equipment and supplies									
Barber and beauty parlor	65	6,904	2,283	54	641	1,126	1,120	6	996
Laundry	18	4,437	911	7	230	509	508	1	424
Upholsterers	87	13,299	3,414	37	865	1,746	1,735	11	4,148
All other	121	7,558	1,872	67	632	1,070	1,064	6	1,160
Transportation equipment and supplies	48	13,507	2,644	15	546	1,381	1,357	24	1,294
Metals and Metal Work (except scrap)	169	132,850	11,919	54	2,200	5,075	5,050	25	14,706
Iron and steel (except structural)	74	46,251	7,397	28	1,088	2,551	2,544	7	2,605
Structural iron and steel	12	1,642	468	--	143	265	260	5	614
Sheet metal products	27	5,781	813	5	282	484	478	6	987
All other	56	79,176	3,241	21	687	1,775	1,768	7	10,500
Paper and Its Products	664	102,535	16,789	399	5,348	9,719	9,621	98	10,874
Wrapping or coarse paper and products	374	67,125	9,616	231	3,001	5,458	5,365	73	5,885
Fine or printing and writing paper	63	17,405	3,197	20	844	1,926	1,924	2	2,573
Stationery and stationery supplies	208	16,623	3,265	142	1,262	2,006	1,983	23	1,936
Wall paper	19	1,382	711	6	241	329	329	--	480
Petroleum and Its Products	49	11,110	1,890	15	388	977	970	7	849
Plumbing and Heating Equipment and Spls.	265	38,164	7,464	93	2,366	4,140	4,073	67	6,584
Tobacco and Its Products (except leaf)	171	97,327	4,033	139	1,441	2,467	2,455	12	4,329
Waste Materials	609	49,768	7,969	521	3,108	4,179	4,075	104	3,418
Iron and steel scrap	103	7,015	1,065	76	309	459	422	37	554
Junk and scrap (full line)	66	2,733	370	55	146	200	192	8	232
Waste paper, rags and rubber	400	35,624	6,095	356	2,511	3,293	3,242	51	2,379
Nonferrous metals	40	4,396	439	34	142	227	219	8	253
All Other Products	998	247,312	26,360	642	6,662	13,617	13,425	192	37,002
Books, periodicals and newspapers	114	28,788	6,152	54	1,941	3,654	3,571	83	2,859
Flowers and nursery stock	55	5,689	1,026	34	295	499	487	12	354
Forest products (except lumber)	97	41,189	2,889	66	554	1,501	1,482	19	4,829
Leather and leather goods	235	19,377	2,263	192	659	1,033	1,023	10	3,543
Oils and greases (animal and vegetable)	39	28,351	2,627	19	488	1,281	1,274	7	4,693
Rubber (crude)	20	57,212	2,520	5	250	969	969	--	12,181
Textiles and materials other than dry goods	68	13,241	1,642	51	519	972	967	5	1,794
Miscellaneous kinds of business	370	53,465	7,241	221	1,956	3,708	3,652	56	6,749

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	1,101	\$1,645,304	\$208,917	102	39,260	\$36,031	\$85,667	\$364	\$158,434
Amusement and Sporting Goods	18	30,259	6,120	--	1,208	2,488	2,488	--	5,140
Cameras and motion picture eqpt. & spls.	6	11,571	657	--	221	383	383	--	748
Sporting goods (full line)	4	3,670	2,169	--	316	517	517	--	642
All other	8	15,018	3,294	--	671	1,588	1,588	--	3,750
Automotive	43	80,482	5,767	--	1,795	3,382	3,357	25	4,791
Automobiles and other motor vehicles	19	65,784	3,830	--	1,368	2,400	2,382	18	3,583
Automotive equipment	12	3,258	653	--	143	336	335	1	308
Tires and tubes	12	11,440	1,284	--	284	646	640	6	900
Beer, Wines and Liquors	20	94,125	12,865	--	1,367	3,629	3,624	5	7,002
Beer and other fermented malt liquors	5	10,242	1,365	--	250	551	551	--	818
Wines and liquors	15	83,883	11,500	--	1,117	3,078	3,073	5	6,184
Chemicals and Paints	60	111,105	17,155	--	2,530	6,895	6,887	8	8,687
Dyestuffs	5	17,327	2,409	--	368	1,083	1,083	--	1,191
Industrial chemicals	10	20,203	2,266	--	314	899	899	--	1,150
Paints and varnishes	19	39,064	5,567	--	985	2,323	2,315	8	3,294
All other	26	34,511	6,913	--	863	2,590	2,590	--	3,052
Clothing and Furnishings	147	114,095	12,990	51	2,721	7,003	6,975	28	16,598
Clothing and/or furnishings (full line)	9	4,696	483	--	138	305	304	1	448
Men's and boys'	44	55,971	6,303	16	1,142	3,229	3,214	15	10,467
Women's and children's	71	38,123	4,226	31	919	2,428	2,422	6	3,521
Hosiery	7	5,359	459	--	116	247	247	--	370
Shoes and other footwear	4	8,316	1,257	--	326	669	664	5	1,579
All other	12	1,630	262	4	80	125	124	1	213
Coal and Coke	4	4,103	1,235	--	301	577	577	--	241
Drugs and Drug Sundries (specialty lines)	61	62,918	17,869	1	3,649	6,602	6,594	8	6,056
Drug specialties	21	31,073	7,098	--	1,750	3,535	3,535	--	3,162
Patent medicines	9	12,222	5,238	--	307	646	644	2	745
Toilet articles and preparations	25	16,575	4,796	--	1,517	2,212	2,209	3	1,955
All other	6	3,048	737	1	75	209	206	3	194
Electrical Goods	36	50,841	4,639	--	1,138	2,921	2,899	22	2,692
Apparatus and equipment	14	35,727	2,314	--	652	1,783	1,783	--	255
Wiring supplies and construction material	13	11,061	1,357	--	214	564	559	5	1,430
Radios, refrigerators and appliances	9	4,053	968	--	272	574	557	1?	407
Farm Products - consumer goods	9	16,787	2,423	--	496	923	922	1	784
Furniture and House Furnishings	32	16,252	2,910	4	552	1,310	1,303	7	2,547
Furniture (household and office)	10	3,825	850	2	204	473	469	4	317
House furnishings (except as specified)	17	3,976	844	2	147	366	366	--	748
All other	5	8,451	1,216	--	201	471	468	3	1,482
Groceries and Foods (specialty lines)	128	282,510	23,991	5	5,261	10,334	10,270	64	11,659
Canned goods	16	23,991	4,235	--	746	1,434	1,424	10	1,778
Confectionery	6	16,097	1,694	1	398	914	914	--	1,183
Meats and meat products	45	108,694	4,878	--	1,487	2,552	2,530	22	2,210
All other	61	133,728	13,184	4	2,630	5,434	5,402	32	6,488
Jewelry and Optical Goods	29	63,098	3,095	8	625	1,468	1,468	--	7,484
Other jewelry specialties	19	59,504	1,844	8	377	970	970	--	6,572
All other	10	3,594	1,251	--	248	498	498	--	912
Lumber and Construction Materials	18	4,777	1,130	--	229	640	615	25	755
Lumber and millwork	4	691	140	--	40	97	96	1	203
Brick, tile and terra cotta	6	1,420	308	--	69	143	143	--	129
All other	8	2,666	682	--	180	400	376	24	423

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\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Machinery, Equipment and Supplies	206	\$99,339	\$23,258	5	6,923	\$14,408	\$14,312	\$96	\$17,058
Commercial machinery, eqpt. and spls.									
Office (except furniture)	35	18,737	6,228	1	2,244	4,856	4,811	45	1,722
Store, restaurant and hotel	5	1,116	244	--	61	151	127	24	50
Farm and dairy machinery and equipment	7	2,921	698	--	116	219	219	--	132
Industrial equipment and supplies									
Belting, hoas and packing	8	8,326	1,141	1	352	696	694	2	720
Power transmission equipment	7	1,278	193	--	52	112	112	--	132
All other	51	19,182	4,306	--	1,622	2,793	2,790	3	2,723
Industrial machinery									
Machine tools	4	1,186	147	--	31	61	61	--	19
All other	24	15,301	2,367	--	803	1,760	1,758	2	6,406
Professional equipment and supplies									
Dental	6	5,134	1,331	--	264	688	688	--	1,074
Surgical, medical and hospital	13	6,975	889	2	247	510	510	--	921
All other	4	1,170	223	--	69	125	125	--	105
Service equipment and supplies									
Upholsterers'	6	2,013	549	--	108	261	261	--	379
All other	31	14,709	4,624	1	880	1,970	1,950	20	2,598
Transportation equipment and supplies	5	1,291	318	--	74	206	206	--	77
Metals and Metal Work (except scrap)	29	70,952	3,701	--	828	2,046	2,042	4	13,902
Iron and steel (except structural)	11	6,394	801	--	183	408	405	3	493
Wirs, wirs fence and wire rope	6	14,718	958	--	249	510	509	1	239
All other	12	49,840	1,942	--	396	1,128	1,128	--	13,170
Paper and Its Products	32	72,260	8,122	--	1,213	3,184	3,176	8	6,002
Wrapping or coarse paper and products	19	56,016	5,895	--	765	2,194	2,187	7	5,797
Fine or printing and writing paper	5	11,834	735	--	90	345	345	--	93
Stationery and stationery supplies	8	4,410	1,492	--	358	645	644	1	112
Plumbing and Heating Equipment and Spls.	35	15,628	3,555	1	839	1,676	1,661	15	2,160
All Other	194	455,773	58,092	27	7,525	16,545	16,497	48	44,876
Books, periodicals and newspapers	12	8,162	2,031	--	522	1,045	1,044	1	1,684
Leather and leather goods	15	10,068	904	--	201	469	466	3	791
Textiles and materials other than dry goods	8	8,080	1,045	--	209	679	679	--	1,544
Miscellaneous kinds of business 5/	159	429,463	54,112	27	6,593	14,352	14,308	44	40,857
<b>MANUFACTURERS' SALES OFFICES</b>									
<b>(WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	10	12,618	1,001	1	346	577	577	--	--
Chemicals and Paints	40	80,761	8,061	1	1,076	3,444	3,412	32	--
Drugs and Drug Sundries (specialty lines)	13	4,903	1,066	--	111	227	225	2	--
Dry Goods (specialty lines)	39	158,932	6,304	3	1,364	3,475	3,457	18	--
Electrical Goods	27	30,861	2,367	--	525	1,562	1,558	4	--
Groceries and Foods (specialty lines)	24	31,382	1,872	1	350	853	852	1	--
Hardware	9	4,338	524	--	109	298	297	1	--
Jewelry and Optical Goods	13	2,364	191	6	49	124	122	2	--
Lumber and Construction Materials	38	30,239	4,737	--	1,004	2,591	2,554	37	--
Machinery, Equipment and Supplies	143	144,252	10,738	6	1,922	5,667	5,643	24	--
Metals and Metal Work (except scrap)	55	156,877	4,180	1	742	2,496	2,479	17	--
Petroleum and Its Products	5	27,456	4,421	--	481	1,295	1,295	--	--
Plumbing and Heating Equipment and Spls.	16	3,287	466	1	98	282	282	--	--
All Other 5/	284	319,008	24,062	60	3,710	10,462	10,363	99	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	60	79,943	8,957	10	1/	1/	1/	1/	3,253
<b>AGENTS AND BROKERS</b>									
	3,776	2,861,936	90,602	2,904	18,868	47,164	46,491	673	30,530
Automotive	58	29,148	1,872	33	273	597	594	3	1,395
Automotive equipment	47	17,993	612	30	164	340	337	3	181
Tires and tubes	11	11,155	1,260	3	109	257	257	--	1,214
Beer, Wines and Liquors	4	957	68	2	19	52	52	--	--
Wines and liquors	4	957	68	2	19	52	52	--	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm mem- bers	Employees full-time and part- time: Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>	<b>105</b>	<b>\$53,102</b>	<b>\$7,133</b>	<b>62</b>	<b>384</b>	<b>\$1,214</b>	<b>\$1,190</b>	<b>\$24</b>	<b>\$402</b>
Chemicals and Paints	3	765	32	1	5	22	21	1	2
Dyestuffs	24	15,728	859	11	139	477	471	6	195
Industrial chemicals	10	3,600	252	6	38	100	100	--	145
Naval stores	15	1,000	136	8	50	99	99	--	7
Paints and varnishes	53	32,009	5,854	36	152	516	499	17	53
All other									
Coal and Coke	33	73,561	3,465	5	370	1,160	1,144	16	4,684
Drugs (full line)	1	16,969	1,060	49	347	667	665	2	84
Drugs and Drug Sundries (specialty lines)	53								
Dry Goods (full line)	9	21,995	234	8	61	144	143	1	1
Dry Goods (specialty lines)	402	842,749	24,689	359	5,027	14,057	13,985	72	10,547
Notions	38	11,851	2,972	38	525	1,204	1,192	12	3,107
Piece goods	341	828,336	21,597	301	4,462	12,792	12,734	58	7,439
All other	23	2,562	120	20	40	61	59	2	1
Electrical Goods	132	11,810	928	98	292	495	486	9	398
Apparatus and equipment	14	1,349	91	10	32	63	62	1	60
Wiring supplies and construction material	53	5,053	329	43	108	167	166	1	211
Radios, refrigerators and appliances	65	5,408	508	45	152	265	258	7	127
Farm Products - raw materials	187	184,282	3,050	150	603	1,499	1,488	11	1,659
Cotton	6	4,920	130	8	31	74	74	--	75
Grain	9	51,385	323	3	82	217	217	--	141
Hides, skins and furs (raw)	107	33,923	1,088	92	264	604	599	5	801
Horses and mules	3	478	56	--	19	35	34	1	5
Livestock	6	847	26	8	9	8	5	3	--
Silk (raw)	13	7,943	170	7	31	82	81	1	103
Tobacco (leaf)	11	2,262	163	10	23	71	70	1	197
Wool and mohair	8	10,323	99	5	18	56	56	--	1
All other	24	72,201	995	17	126	352	352	--	336
Farm Products - consumer goods	214	220,530	7,657	143	1,553	4,037	3,905	132	1,088
Dairy products	14	5,588	135	8	34	64	63	1	153
Poultry and poultry products	41	37,244	1,360	21	253	762	730	32	459
Fruits and vegetables (fresh)	151	173,468	6,074	108	1,243	3,163	3,065	98	403
All other	8	4,210	98	6	23	48	47	1	73
Farm Supplies	16	7,152	203	9	43	93	92	1	127
Fertilizer	8	5,961	149	5	29	68	68	--	123
All other	8	1,191	54	4	14	25	24	1	4
Furniture and House Furnishings	121	33,282	1,580	95	444	942	921	21	149
Floor coverings	13	3,388	215	9	59	154	139	15	20
Furniture (household and office)	29	4,132	292	20	96	188	188	--	35
House furnishings (except as specified)	60	22,364	849	50	217	472	467	5	84
All other	19	3,398	224	14	72	128	127	1	10
General Merchandise	42	57,415	2,061	31	534	1,259	1,239	20	164
Groceries and Foods (specialty lines)	324	451,232	5,288	285	1,233	2,918	2,895	23	1,658
Canned goods	49	42,801	881	40	180	518	513	5	360
Coffee, tea and spices	57	58,606	565	66	141	298	294	4	7
Confectionery	5	848	23	4	10	15	15	--	6
Fish and sea foods	11	1,441	196	6	68	119	117	2	22
Flour	19	12,358	256	20	60	117	117	--	27
Meats and meat products	13	9,866	234	8	54	128	127	1	57
Sugar	53	225,403	1,363	58	290	745	745	--	566
All other	117	99,909	1,770	83	430	978	967	11	613
Hardware	69	10,471	892	56	260	463	456	7	146
Hardware (full line)	6	5,378	551	2	141	289	289	--	--
Hardware (specialty lines)	63	5,093	341	54	119	174	167	7	146

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF NEW YORK, NEW YORKTABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Jewelry and Optical Goods	55	\$2,653	\$147	53	46	\$80	\$78	\$2	\$146
Clocks and watches	3	860	55	2	12	39	38	1	--
Other jewelry specialties	35	907	63	36	26	28	27	1	65
All other	17	886	29	15	8	13	13	--	81
Lumber and Construction Materials	96	13,669	1,207	48	293	658	612	46	77
Builders' supplies (full line)	24	1,352	318	10	95	172	151	21	49
Lumber and millwork	25	5,733	220	12	57	132	114	18	--
Brick, tile and terre cotta	18	2,056	352	8	69	147	144	3	28
Cement, lime and plaster	6	743	72	3	19	64	62	2	--
Glass	9	1,741	114	6	30	66	66	--	--
Sand, gravel and crushed stone	4	393	69	1	9	42	42	--	--
All other	10	1,651	62	8	14	35	33	2	--
Machinery, Equipment and Supplies	440	58,005	6,093	271	1,364	3,464	3,384	80	1,313
Commercial machinery, eqpt. and sple.									
Office (except furniture)	17	429	124	11	50	90	89	1	25
Store, restaurant and hotel	23	354	301	17	57	198	197	1	55
All other	6	388	69	5	12	42	42	--	1
Farm and dairy machinery and equipment	9	1,309	102	6	28	62	61	1	3
Industrial equipment and supplies									
Belting, hose and packing	13	1,237	114	7	34	65	64	1	--
Power transmission equipment	5	262	20	3	8	12	12	--	5
Rope, cordage and twine	8	3,127	127	4	37	87	81	6	269
All other	97	12,480	1,385	68	264	669	657	12	279
Industrial machinery									
Construction (including road building)	6	246	11	8	5	5	5	--	2
Machine tools	13	2,389	235	9	60	160	157	3	24
Mining and quarrying	8	573	53	2	15	27	27	--	1
Oil well and oil refining	8	2,998	213	2	45	179	122	7	23
Power plant	14	1,175	123	8	36	84	83	1	3
Textile	7	447	71	3	16	32	32	--	1
Used machinery and equipment	6	191	29	4	7	9	7	2	2
All other	61	6,694	732	34	192	430	403	27	79
Professional equipment and supplies									
Surgical, medical and hospital	14	2,253	171	10	67	126	125	1	109
All other	11	410	53	8	18	23	22	1	12
Service equipment and supplies									
Barber and beauty parlor	10	222	73	8	19	35	35	--	7
Upholsterers'	20	4,597	261	14	86	130	123	7	27
All other	27	1,198	158	19	41	75	72	3	53
Transportation equipment and supplies									
Aircraft and aeronautical	7	9,736	731	2	97	393	393	--	294
Railroad	34	4,002	812	9	148	502	496	6	37
All other	11	788	125	10	24	79	79	--	2
Metals and Metal Work (except scrap)	92	83,756	1,832	57	360	1,137	1,065	72	376
Iron and steel (except structural)	49	24,746	851	27	156	404	383	21	335
Structural iron and steel	7	1,490	74	1	19	42	40	2	--
Wire, wire fence and wire rope	10	799	81	7	19	50	49	1	--
Copper	3	1,102	115	3	22	87	86	1	9
Sheet metal products	5	604	37	4	12	21	21	--	1
All other	18	55,015	674	15	132	533	486	47	31
Plumbing and Heating Equipment and Spls.	66	5,750	593	43	190	334	331	3	71
Tobacco and Its Products (except leaf)	3	155	1	4	1	1	1	--	--
All Other	1,254	683,293	20,549	1,045	5,171	11,893	11,765	128	6,045
Books, periodicals and newspapers	42	5,900	463	34	215	314	302	12	76
Flowers and nursery stock	32	4,226	627	11	187	342	340	2	3
Forest products (except lumber)	16	26,806	812	11	101	481	481	--	1,803
Leather and leather goods	36	5,768	183	37	56	82	80	2	96
Oils and greases (animal and vegetable)	16	49,335	485	11	58	232	232	--	284
Rubber (crude)	9	63,597	491	7	61	195	195	--	2,630
Textiles and materials other than dry goods	11	14,537	299	11	43	85	85	--	55
Yarns	23	63,205	1,035	12	126	488	482	6	56
Miscellaneous kinds of businesses <u>7/</u>	1,069	449,919	16,154	911	4,324	9,674	9,568	106	1,042

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF NEW YORK, NEW YORK

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>ASSEMBLERS</u>	40	\$49,289	\$2,285	7	498	\$942	\$920	\$22	\$344
Farm Products - raw materials	3	41	15	2	10	8	7	1	4
Farm Products - consumer goods	25	48,410	2,042	1	355	906	795	11	250
Groceries and Foods (specialty lines)	6	732	191	--	124	119	109	10	90
All Other <u>B/</u>	6	106	37	4	9	9	9	--	--

\* Includes no compensation for proprietors and firm members of unincorporated businesses

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).2/ Includes stocks not owned but held on consignment valued at \$27,976,000.3/ Includes 1 voluntary-group wholesaler; 440 converters; and 241 exporters.4/ Includes 8 country buyers of farm products and 2 cream stations.5/ Includes 96 establishments dealing in dry goods (specialty lines); 1 in farm supplies; 13 in hardware; 5 in petroleum and its products; 16 in tobacco and its products (except leaf); and 28 in miscellaneous kinds of business.6/ Includes 4 establishments dealing in automotive products; 7 in beer, wines and liquors; 135 in clothing and furnishings; 1 in farm products - raw materials; 1 in farm supplies; 31 in furniture and house furnishings; 42 in paper and its products; 3 in tobacco and its products (except leaf); and 60 in all other products.7/ Includes 114 establishments dealing in amusement and sporting goods; 675 in clothing and furnishings; 81 in paper and its products; 21 in petroleum and its products; 36 in waste materials; and 142 in miscellaneous kinds of business.8/ Includes 2 establishments dealing in farm supplies and 4 in all other products.

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935 OMAHA, NEBR.								
		TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS								
		Type of Operation Kind of Business	Number of estab-lish-ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie-tors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)		
Total	Full-time							Part-time		
TOTALS, 1935:		603	\$355,319	\$23,036	340	1/ 7,101	1/ \$10,961	1/ \$10,772	1/ \$189	2/ \$15,452
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS		276	82,663	11,037	128	4,031	5,740	5,641	99	10,112
Wholesale merchants		252	75,318	10,325	117	3,806	5,361	5,269	92	9,522
Importers		4	1,369	139	2	52	75	74	1	199
Industrial distributors		4	1,502	241	--	90	125	122	3	379
Drop shippers or desk jobbers		9	3,793	249	3	57	137	136	1	--
All other 3/		7	681	83	6	26	42	40	2	12
MANUFACTURERS' SALES BRANCHES (With stocks)		84	55,810	7,327	--	1,659	2,883	2,847	36	4,334
MANUFACTURERS' SALES OFFICES 4/ (Without stocks)		16	12,753	918	1	218	385	383	2	--
BULK TANK STATIONS (PETROLEUM)		22	4,212	729	8	1/	1/	1/	1/	401
Independent stations		9	1,155	175	8	56	92	90	2	29
Chain-operated stations		12	3,057	554	--	1/ 233	1/ 340	1/ 338	1/ 2	372
Commission stations		1								
AGENTS AND BROKERS		188	186,935	2,431	190	719	1,289	1,249	40	171
Brokers		29	30,838	394	18	113	214	212	2	20
Commission merchants		122	152,916	1,777	141	531	944	910	34	111
Manufacturers' agents		28	639	73	29	37	37	33	4	17
Selling agents		9	2,542	187	2	38	94	94	--	23
ASSEMBLERS		17	12,946	594	13	185	232	224	8	434
Country buyers of farm products		10	1,692	194	13	79	61	61	--	40
Cooperative marketing associations		4	10,982	376	--	99	158	150	8	393
All other 5/		3	272	24	--	7	13	13	--	1
BY KINDS OF BUSINESS:										
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS		276	82,663	11,037	128	4,031	5,740	5,641	99	10,112
Automotive		22	6,880	995	10	400	571	567	4	805
Automobiles and other motor vehicles		4	4,404	466	--	215	299	297	2	277
Automotive equipment		18	2,476	529	10	185	272	270	2	528
Beer, Wines and Liquors		18	3,000	365	11	201	180	176	4	392
Beer and other fermented malt liquors		8	1,026	169	8	53	66	64	2	33
Wines and liquors		10	1,974	196	3	148	114	112	2	359
Clothing and Furnishings		8	854	107	4	37	55	54	1	72
Men's and boys'		4	115	28	2	10	17	17	--	32
All other		4	739	79	2	27	38	37	1	40
Drugs (full line)		1								
Drugs & Drug Sundries (specialty lines)		5	2,897	466	3	141	232	229	3	378
Electrical Goods		17	4,149	721	9	216	371	368	3	478
Radios, refrigerators and appliances		9	2,009	424	4	114	208	208	--	199
All other		8	2,140	297	5	102	163	160	3	279
Farm Products - raw materials		7	9,676	646	--	192	305	290	15	762
Farm Products - consumer goods		27	10,791	744	21	314	436	403	33	92
Poultry and poultry products		6	209	22	10	10	8	8	--	--
Fruits and vegetables (fresh)		17	5,292	519	10	224	320	288	32	71
All other		4	5,290	203	1	80	108	107	1	21
Farm Supplies		7	1,234	207	1	77	130	130	--	247
Groceries (full line)		9	13,594	1,671	--	688	810	810	--	2,498
Groceries and Foods (specialty lines)		19	2,505	482	10	142	204	203	1	145
Meats and meat products		4	738	107	5	25	39	39	--	5
All other		15	1,767	375	5	117	165	164	1	140
Jewelry and Optical Goods		6	486	166	1	70	91	90	1	115
Optical goods		3	290	115	1	50	63	63	--	40
All other		3	196	51	--	20	28	27	1	75

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
OMAHA, NEBR.TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Lumber and Construction Materials	5	\$2,487	\$205	1	42	\$76	\$75	\$1	\$59
Builders' supplies (full line)	1	2,487	205	1	42	76	75	1	59
Lumber and millwork	4								
Machinery, Equipment and Supplies	35	4,549	1,005	14	365	557	549	8	910
Farm and dairy machinery and equipment	6	1,041	187	1	59	113	113	--	147
Other machinery, equipment and supplies	29	3,508	818	13	306	444	436	8	763
Paper and Its Products	10	3,245	749	6	243	424	413	11	746
Wrapping or coarse paper and products	7	2,732	595	6	196	349	348	1	570
All other	3	513	154	--	47	75	65	10	176
Petroleum and Its Products	6	2,160	299	4	85	149	149	--	163
Plumbing and Heating Eqpt. and Spls.	4	820	182	--	78	98	97	1	202
Tobacco and Its Products (except leaf)	6	2,372	143	1	34	25	25	--	81
Waste Materials	12	951	220	9	93	93	88	5	39
Junk and scrap (full line)	8	128	25	8	32	19	19	--	9
All other	4	823	195	1	61	74	69	5	30
All Other 6/	52	10,013	1,664	23	613	933	925	8	1,928
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	84	55,810	7,327	--	1,659	2,883	2,847	36	4,334
Electrical Goods	4	5,590	267	--	60	110	108	2	205
Groceries and Foods (specialty lines)	22	17,291	2,228	--	382	680	675	5	282
Meats and meat products	5	5,929	315	--	128	184	183	1	95
All other	17	11,362	1,913	--	254	496	492	4	187
Machinery, Equipment and Supplies	27	11,853	2,419	--	630	1,024	1,011	13	2,453
All Other 7/	31	21,076	2,413	--	587	1,069	1,053	16	1,394
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	22	4,212	729	8	1/	1/	1/	1/	401
<b>AGENTS AND BROKERS</b>	188	186,935	2,431	190	719	1,289	1,249	40	171
Electrical Goods	6	160	10	6	6	5	4	1	--
Farm Products - raw materials	124	153,845	1,786	141	528	946	914	32	109
Farm Products - consumer goods	7	3,931	103	4	27	50	49	1	10
Lumber and Construction Materials	5	1,134	61	5	11	30	30	--	--
Machinery, Equipment and Supplies	11	426	43	10	17	27	24	3	32
Plumbing and Heating Eqpt. and Spls.	3	48	3	2	1	2	2	--	1
All Other 8/	32	27,371	425	22	129	229	226	3	19
<b>ASSEMBLERS</b>	17	12,946	594	13	185	232	224	8	434
Farm Products - raw materials	6	8,847	366	1	93	154	146	8	397
All Other 9/	11	4,099	228	12	92	78	78	--	37

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.
- 2/ Includes stocks not owned but held on consignment valued at \$1,941,000.
- 3/ Includes 1 mail-order wholesaler and 6 wagon distributors.
- 4/ Information by kinds of business withheld to avoid disclosing individual operations.
- 5/ Includes 1 cream station and 2 elevators (grain).
- 6/ Includes 11 establishments dealing in amusement and sporting goods; 10 in chemicals and paints; 7 in coal and coke; 1 in dry goods (specialty lines); 7 in furniture and house furnishings; 4 in hardware; 2 in metals and metal work (except scrap); and 10 in all other products.
- 7/ Includes 5 establishments dealing in amusement and sporting goods; 13 in automotive; 1 in beer, wines and liquors; 2 in chemicals and paints; 3 in furniture and house furnishings; 1 in jewelry and optical goods; 2 in lumber and construction materials; 1 in petroleum and its products; 2 in plumbing and heating equipment and supplies; and 1 in all other products.
- 8/ Includes 1 establishment dealing in amusement and sporting goods; 4 in automotive; 1 in clothing and furnishings; 5 in coal and coke; 1 in drugs and drug sundries (specialty lines); 1 in farm supplies; 16 in groceries and foods (specialty lines); 1 in waste materials; and 2 in all other products.
- 9/ Includes 9 establishments dealing in farm products - consumer goods and 2 in all other products.

CENSUS OF  
BUSINESS

WHOLESALE DISTRIBUTION: 1935  
CITY OF PHILADELPHIA, PENNSYLVANIA  
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	3,961	\$1,325,154	\$132,040	2,733	37,347	\$65,126	\$63,928	\$1,198	1/ \$82,864
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	2,665	533,253	69,232	2,107	22,737	36,432	35,617	815	53,917
Wholesale merchants	2,421	450,024	61,378	1,943	20,262	32,032	31,357	675	47,795
Converters	9	2,302	185	3	59	95	94	1	255
Exporters	3	454	60	2	3	6	6	--	116
Importers	43	15,183	1,555	25	407	789	779	10	1,913
Industrial distributors	28	6,014	1,373	17	554	850	848	2	1,282
Drop shippers or desk jobbers	63	28,713	2,172	30	409	1,252	1,138	114	58
Retailer-cooperative warehouses	4	22,177	1,295	--	573	777	777	--	1,809
Wagon distributors	88	7,626	995	83	408	568	559	9	308
All other 2/	6	760	219	4	62	63	59	4	381
MANUFACTURERS' SALES BRANCHES (With stocks)	337	321,469	36,206	18	8,491	16,513	16,385	128	21,838
MANUFACTURERS' SALES OFFICES (Without stocks)	233	141,225	9,420	5	1,948	4,788	4,736	52	--
BULK TANK STATIONS (PETROLEUM)	31	36,808	5,785	--	1,803	2,373	2,340	33	1,436
Independent stations	6	3,534	292	--	91	164	155	9	233
Chain-operated stations	25	33,274	5,493	--	1,712	2,209	2,185	24	1,203
AGENTS AND BROKERS	688	266,400	11,181	599	2,304	4,905	4,746	159	5,605
Auction companies	8	17,174	463	10	102	232	232	--	63
Brokers	136	77,420	1,107	124	295	649	624	25	325
Commission merchants	187	59,959	2,806	188	836	1,393	1,322	71	1,999
Import agents	9	2,120	35	7	10	24	24	--	--
Manufacturers' agents	372	23,784	1,730	228	568	960	911	49	424
Selling agents	67	84,411	4,953	31	464	1,608	1,595	13	2,793
Other agents 3/	9	1,532	87	11	29	39	38	1	1
ASSEMBLERS 4/	7	25,999	216	4	64	115	104	11	68
<b>BY KINDS OF BUSINESS:</b>									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	2,665	533,253	69,232	2,107	22,737	36,432	35,617	815	53,917
Amusement and Sporting Goods	39	5,608	1,121	33	382	684	674	10	1,033
Moving picture films	7	1,080	237	3	73	129	123	6	8
Sporting goods (full line)	4	2,656	513	4	171	366	366	--	737
Toys, novelties and fireworks	23	1,459	288	21	118	151	148	3	248
All other	5	413	83	5	20	38	37	1	40
Automotive	95	15,595	2,813	51	1,082	1,623	1,621	2	2,176
Automobiles and other motor vehicles	3	6,403	441	--	167	263	263	--	315
Automotive equipment	81	7,835	2,068	45	828	1,227	1,225	2	1,540
Tires and tubes	11	1,357	304	6	87	133	133	--	321
Beer, Wines and Liquors	89	6,631	775	78	349	425	406	19	256
Beer and other fermented malt liquors	81	5,433	583	74	275	327	315	12	84
Wines and liquors	8	1,198	192	4	74	98	91	7	172
Chemicals and Paints	41	5,110	918	18	268	474	471	3	494
Dyestuffs	8	1,049	184	4	38	100	100	--	169
Industrial chemicals	8	1,415	216	--	64	131	131	--	140
Paints and varnishes	13	501	149	8	57	70	67	3	93
All other	12	2,145	369	6	99	173	173	--	92
Clothing and Furnishings	211	23,569	3,506	195	1,048	1,801	1,766	35	2,700
Clothing and/or furnishings (full line)	29	2,215	334	33	95	136	132	4	343
Men's and boys'	53	4,020	674	49	222	359	350	9	659
Women's and children's	50	7,061	1,114	45	309	812	607	5	590
Furs, dressed and fur clothing	3	193	19	3	6	9	6	3	20
Hosiery	26	2,323	305	23	99	123	116	7	280
Millinery and millinery supplies	14	1,078	173	9	90	114	110	4	28
Shoes and other footwear	36	6,679	887	33	227	448	445	3	780
Coal and Coke	54	26,681	2,187	23	462	1,183	1,058	125	91
Drugs (full line)	2								
Drugs and Drug Sundries (specialty lines)	28	11,656	1,404	23	666	865	862	3	1,684

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF PHILADELPHIA, PENNSYLVANIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Dry Goods (full line)	10	\$5,109	\$789	6	256	\$452	\$452	--	\$471
Dry Goods (specialty lines)	107	11,743	1,733	86	584	853	848	\$5	2,373
Notions	18	1,503	309	12	109	160	158	2	367
Piece goods	57	8,944	1,225	43	399	604	602	2	1,707
All other	32	1,196	199	31	76	89	88	1	299
Electrical Goods	75	59,442	9,568	40	1,828	3,962	3,952	10	2,757
Electrical merchandise (full line)	8	6,695	1,054	6	356	596	593	3	866
Apparatus and equipment	5	2,320	312	1	113	219	219	--	169
Wiring supplies and construction material	31	1,905	358	19	152	188	187	1	426
Radios, refrigerators and appliances	31	48,522	7,844	14	1,207	2,959	2,953	6	1,296
Farm Products - raw materials	57	37,195	2,436	53	432	958	918	40	5,432
Grain	4	1,609	119	5	27	43	43	--	122
Hides, skins and furs (raw)	5	2,465	104	2	27	56	56	--	116
Tobacco (leaf)	6	989	123	4	36	59	59	--	491
Wool and mohair	26	25,972	1,346	33	184	464	425	39	3,263
All other	16	6,160	744	9	158	336	335	1	1,440
Farm Products - consumer goods	301	60,392	5,127	300	1,828	2,507	2,407	100	1,452
Dairy products	21	9,997	1,472	10	494	811	811	--	325
Poultry and poultry products	20	9,442	599	20	254	265	240	25	511
Dairy and poultry products	50	10,414	784	52	278	366	357	9	231
Fruits and vegetables (fresh)	210	30,539	2,272	218	802	1,065	999	66	385
Farm Supplies	8	945	191	8	66	91	91	--	152
Feed	4	372	38	3	16	19	19	--	27
All other	4	573	153	5	50	72	72	--	125
Furniture and House Furnishings	101	11,547	2,253	75	764	1,253	1,239	14	3,080
China, glassware and crockery	13	1,599	454	8	147	259	258	1	400
Floor coverings	17	4,604	665	9	199	399	396	3	1,350
Furniture (household and office)	30	1,576	340	26	131	178	171	7	337
House furnishings (except as specified)	36	3,098	587	31	227	334	331	3	627
Musical instruments and sheet music	5	670	207	1	60	83	83	--	366
General Merchandise	3	524	134	1	53	91	49	42	61
Groceries (full line)	32	35,654	2,488	36	960	1,409	1,401	8	3,570
Groceries and Foods (specialty lines)	305	48,358	6,472	250	2,328	3,254	3,148	106	3,273
Canned goods	9	5,278	580	8	199	303	303	--	792
Coffee, tea and spices	32	2,999	700	24	207	347	343	4	246
Confectionery	52	3,453	372	53	187	217	210	7	264
Fish and sea foods	41	4,945	673	31	285	375	343	32	39
Flour	7	848	93	6	32	48	48	--	46
Meats and meat products	50	13,946	1,763	42	573	809	785	24	298
Soft drinks	6	559	222	4	57	99	98	1	--
Other food and grocery specialties	108	16,330	2,069	82	788	1,056	1,018	38	1,588
Hardware	29	4,950	933	16	441	569	563	6	1,086
Hardware (full line)	8	3,371	578	4	271	315	314	1	623
Hardware (specialty lines)	21	1,579	355	12	170	254	249	5	463
Jewelry and Optical Goods	79	6,000	1,174	57	481	764	747	17	1,378
Jewelry (full line)	14	2,671	398	7	123	252	252	--	727
Other jewelry specialties	49	1,733	318	41	117	176	175	1	368
Optical goods	8	844	364	1	191	292	292	--	153
All other	8	752	94	8	50	44	28	16	130
Lumber and Construction Materials	82	14,904	2,548	57	948	1,492	1,459	33	2,972
Builders' supplies (full line)	14	1,737	418	15	150	244	231	13	148
Lumber and millwork	53	10,496	1,535	38	557	851	834	17	2,282
Glass	6	1,702	396	1	190	260	258	2	383
All other	9	969	199	3	51	137	136	1	159

(continued on next page)

\* includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF PHILADELPHIA, PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Machinery, Equipment and Supplies	245	\$29,351	\$6,363	166	2,254	\$3,742	\$3,686	\$56	\$5,426
Commercial machinery, eqpt. and spls.	27	1,405	352	22	122	214	208	6	257
Industrial equipment and supplies									
Industrial (full line)	4	1,812	370	1	151	227	227	--	408
Belting, hose and packing	9	525	175	3	48	123	123	--	93
Rope, cordage and twine	5	2,847	292	2	89	189	189	--	241
All other	48	6,420	1,551	33	525	849	839	10	936
Industrial machinery									
Construction (including road building)	5	149	41	2	14	22	22	--	51
Machine tools	3	553	120	4	56	70	70	--	181
Textile	4	257	97	2	39	72	71	1	34
Used machinery and equipment	12	769	234	13	78	113	108	5	153
All other	20	1,254	365	14	141	223	217	6	422
Professional equipment and supplies									
Dental	7	931	275	3	84	123	123	--	220
Surgical, medical and hospital	8	1,000	251	2	90	161	156	5	222
All other	10	3,155	735	5	262	462	461	1	931
Service equipment and supplies									
Barber and beauty parlor	25	1,165	402	17	178	264	262	2	308
Laundry	6	620	177	5	47	103	87	16	73
All other	42	5,764	754	32	275	426	423	3	632
Other machinery, equipment and supplies	10	725	172	6	55	101	100	1	264
Metals and Metal Work (except scrap)	35	10,446	1,495	20	518	887	864	23	1,305
Iron and steel (except structural)	17	4,769	1,012	9	336	618	617	1	825
Structural iron and steel	3	373	99	--	39	57	55	2	63
Sheet metal products	6	543	103	6	42	51	50	1	101
All other	9	4,761	281	5	101	161	142	19	316
Paper and Its Products	118	18,822	4,153	73	1,374	2,350	2,329	21	3,305
Wrapping or coarse paper and products	66	12,825	2,789	39	922	1,610	1,597	13	2,207
Fine or printing and writing paper	11	4,080	855	3	275	500	498	2	614
Stationery and stationery supplies	16	560	127	14	38	56	55	1	114
Wall paper	25	1,357	382	17	139	184	179	5	370
Petroleum and Its Products	10	3,347	609	6	150	370	370	--	216
Plumbing and Heating Equipment and Spls.	85	8,773	1,801	47	674	1,023	995	28	1,600
Plumbing and heating (full line)	18	3,598	819	5	269	418	417	1	681
Heating (including stoves and ranges)	16	1,453	269	9	110	185	181	4	226
Plumbing fixtures, equipment and spls.	44	3,220	590	28	250	346	323	23	639
All other	7	504	123	5	45	74	74	--	54
Tobacco and Its Products (except leaf)	70	25,033	1,140	71	472	624	613	11	1,278
Waste Materials	178	22,918	2,158	186	916	1,095	1,057	38	2,038
Iron and steel scrap	22	11,501	526	24	127	274	271	3	1,147
Junk and scrap (full line)	51	1,222	223	55	136	118	108	10	115
Waste paper, rags and rubber	94	7,873	1,139	96	578	606	589	17	568
Nonferrous metals	11	2,322	270	11	75	97	89	8	208
All Other Products	176	22,950	2,943	132	1,163	1,631	1,571	60	2,258
Books, periodicals and newspapers	10	1,728	403	9	195	277	271	6	135
Flowers and nursery stock	10	1,621	347	6	130	189	183	6	46
Forest products (except lumber)	24	1,073	174	28	102	112	109	3	73
Leather and leather goods	41	5,537	762	33	241	423	415	8	861
Oils and greases (animal and vegetable)	5	6,289	187	4	43	65	65	--	292
Textiles and materials other than dry goods	15	1,807	228	13	78	112	112	--	314
Miscellaneous kinds of business	71	4,897	842	39	374	453	416	37	537
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>	337	321,469	36,206	18	8,491	16,513	16,385	128	21,838
Amusement and Sporting Goods	9	3,791	655	--	239	373	372	1	253
Automotive	26	42,771	3,133	--	888	1,739	1,734	5	1,975
Automobiles and other motor vehicles	11	29,749	1,586	--	487	885	884	1	1,145
Automotive equipment	5	1,063	156	--	33	66	66	--	74
Tires and tubes	10	11,959	1,391	--	368	788	784	4	756

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF PHILADELPHIA, PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Beer, Wines and Liquors	10	\$19,688	\$3,484	--	282	\$569	\$568	\$1	\$5,398
Beer and other fermented malt liquors	5	3,991	849	--	178	306	305	1	158
Wines and liquors	5	15,697	2,635	--	104	263	263	--	5,240
Chemicals and Paints	29	34,119	3,649	1	634	1,671	1,651	20	1,288
Dyestuffs	5	2,765	352	--	56	195	195	--	133
Industrial chemicals	4	3,234	294	--	32	81	81	--	118
Paints and varnishes	9	19,103	2,395	--	417	1,049	1,030	19	721
All other	11	9,017	608	1	129	346	345	1	316
Clothing and Furnishings	5	1,709	494	5	244	300	298	2	315
Drugs and Drug Sundries (specialty lines)	6	1,633	569	--	77	223	223	--	74
Electrical Goods	18	28,891	2,865	--	636	1,423	1,409	14	1,394
Apparatus and equipment	12	17,318	1,409	--	355	794	781	13	596
All other	6	11,573	1,456	--	281	629	628	1	798
Furniture and House Furnishings	7	3,437	379	2	99	181	181	--	222
Groceries and Foods (specialty lines)	46	114,777	8,293	1	1,913	3,387	3,373	14	2,369
Canned goods	5	6,639	1,319	--	185	341	339	2	229
Meats and meat products	15	45,396	2,393	--	859	1,272	1,262	10	921
All other	26	62,742	4,581	1	869	1,774	1,772	2	1,219
Lumber and Construction Materials	11	3,908	787	1	305	453	425	28	735
Machinery, Equipment and Supplies	84	29,199	6,359	1	1,823	3,730	3,704	26	3,094
Commercial machinery, eqpt. and sps.	13	3,931	1,335	--	522	1,030	1,026	4	452
Office (except furniture)	4	1,229	269	--	50	76	75	1	54
Store, restaurant and hotel	24	7,463	1,521	--	398	901	890	11	765
Industrial equipment and supplies	16	8,771	1,705	--	400	894	885	9	804
Service equipment and supplies	4	1,020	237	--	31	88	88	--	99
Laundry	10	2,884	684	1	232	418	417	1	478
All other	13	3,901	608	--	190	323	323	--	442
Other machinery, equipment and supplies	10	4,587	614	1	177	320	318	2	567
Metals and Metal Work (except scrap)	4	2,271	319	--	95	174	172	2	400
Iron and steel (except structural)	6	2,316	295	1	82	146	146	--	167
All other	4	438	107	--	43	66	66	--	49
Paper and Its Products	4	438	107	--	43	66	66	--	49
Wrapping or coarse paper and products	4	438	107	--	43	66	66	--	49
Plumbing and Heating Equipment and Spls.	19	5,135	1,235	--	324	498	488	10	1,028
Heating (including stoves and ranges)	9	2,864	661	--	187	276	276	--	563
Plumbing fixtures, equipment and sps.	5	1,252	310	--	109	152	152	--	257
All other	5	1,019	264	--	48	70	60	10	208
All Other	53	27,386	3,583	6	807	1,580	1,575	5	3,077
Leather and leather goods	4	4,063	371	4	69	115	115	--	714
Miscellaneous kinds of business 5/	49	23,323	3,212	2	738	1,465	1,460	5	2,363
<b>MANUFACTURERS' SALES OFFICES</b>									
<b>(WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	4	5,833	680	--	218	388	388	--	--
Chemicals and Paints	14	10,191	977	--	125	390	390	--	--
Clothing and Furnishings	8	1,708	136	1	43	109	109	--	--
Electrical Goods	14	6,066	278	--	64	165	165	--	--
Furniture and House Furnishings	6	3,599	204	1	34	105	105	--	--
Groceries and Foods (specialty lines)	9	6,231	1,317	--	94	246	246	--	--
Hardware	4	883	94	--	18	59	59	--	--
Lumber and Construction Materials	20	7,796	1,236	--	310	687	686	1	--
Machinery, Equipment and Supplies	67	13,337	1,185	--	322	762	748	14	--
Metals and Metal Work (except scrap)	28	45,253	1,429	--	296	872	869	3	--
All Other 5/	59	40,328	1,894	3	424	1,005	971	34	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	31	36,808	5,785	--	1,803	2,373	2,340	33	1,436

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF PHILADELPHIA, PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<u>AGENTS AND BROKERS</u>	698	\$266,400	\$11,181	599	2,304	\$4,905	\$4,746	\$159	\$5,605
Automotive	8	1,821	146	6	40	69	69	--	32
Beer, Wine and Liquors	4	420	13	3	9	8	8	--	--
Wines and liquors	4	420	13	3	9	8	8	--	--
Chemicals and Paints	19	1,231	140	10	41	78	77	1	37
Paints and varnishes	4	124	36	3	12	26	25	1	1
all other	15	1,107	104	7	29	52	52	--	36
Coal and Coke	28	47,298	3,194	4	261	971	961	10	2,345
Dry Goods (specialty lines)	17	6,113	92	14	52	86	85	1	126
Piece goods	13	5,425	61	10	42	71	70	1	56
All other	4	688	31	4	10	15	15	--	70
Electrical Goods	24	1,821	158	20	52	95	95	--	60
Apparatus and equipment	9	893	53	9	21	32	32	--	2
Wiring supplies and construction material	9	606	60	6	18	33	33	--	38
Radios, refrigerators and appliances	6	322	45	5	13	30	30	--	20
Farm Products - raw materials	34	11,483	214	28	33	68	67	1	180
Grain	4	531	11	2	6	5	5	--	--
Hides, skins, and furs (raw)	4	1,946	39	2	5	16	16	--	--
Wool and mohair	22	8,528	135	21	19	40	39	1	159
All other	4	478	29	3	3	7	7	--	21
Farm Products - consumer goods	164	58,805	2,179	177	700	1,136	1,069	67	420
Poultry and poultry products	34	8,989	362	33	128	173	161	12	53
Fruits and vegetables (fresh)	123	45,680	1,691	135	542	920	872	48	314
All other	7	4,136	126	9	30	43	36	7	53
Farm Supplies	3	177	18	2	6	9	8	1	--
Furniture and House Furnishings	13	2,247	162	19	44	110	110	--	22
Furniture (household and office)	5	1,013	119	14	30	75	75	--	22
All other	8	1,234	43	5	14	35	35	--	--
Groceries and Foods (specialty lines)	81	64,022	885	66	237	527	510	17	321
Canned goods	27	19,551	381	22	103	236	235	1	264
Coffee, tea and spices	4	2,021	14	6	3	7	7	--	1
Flour	4	1,802	53	2	14	34	34	--	--
Meats and meat products	5	7,017	50	5	10	26	26	--	--
Sugar	12	24,652	176	8	35	90	80	10	--
All other	29	8,979	211	23	72	134	128	6	56
Lumber and Construction Materials	24	13,234	210	19	51	99	99	--	19
Builders' supplies (full line)	11	737	43	9	17	26	26	--	--
Lumber and millwork	4	636	83	6	12	29	29	--	19
Brick, tile and terra cotta	4	335	41	2	9	23	23	--	--
All other	5	11,526	43	2	13	21	21	--	--
Machinery, Equipment and Supplies	107	8,931	840	91	261	470	427	43	169
Commercial machinery, eqpt. and sps.	9	285	68	8	51	57	28	29	21
Farm and dairy machinery and equipment	3	454	56	2	13	29	29	--	25
Industrial equipment and supplies	3	102	24	2	10	12	12	--	--
Belting, hose and packing	32	2,972	211	25	62	113	108	5	33
Industrial machinery	11	1,289	129	9	35	73	72	1	11
Machine tools	4	226	23	3	5	16	16	--	--
Power plant	19	1,241	129	15	33	60	53	7	69
Service equipment and supplies	8	1,470	136	3	25	70	70	--	--
Upholsterers'	8	99	12	10	6	4	4	--	--
All other	10	793	50	14	21	36	35	1	10
Other machinery, equipment and supplies	10	793	50	14	21	36	35	1	10
Metals and Metal Work (except scrap)	29	7,526	662	19	112	371	365	6	362
Iron and steel (except structural)	13	5,370	224	7	44	105	100	5	128
Wire, wire fence and wire rope	3	143	6	2	2	5	5	--	--
Sheet metal products	5	427	25	4	10	14	13	1	--
All other	6	1,586	407	6	56	247	247	--	234

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF PHILADELPHIA, PENNSYLVANIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Petroleum and Its Products	4	\$240	\$32	3	7	\$12	\$12	--	--
Plumbing and Heating Equipment and Spls.	24	1,333	126	22	40	55	54	\$1	\$90
Plumbing fixtures, equipment and sple.	15	909	59	12	16	24	24	--	44
All other	9	424	67	10	24	31	30	1	46
All Other	105	39,698	2,110	96	358	741	730	11	1,422
Books, periodicals and newspapers	3	127	33	1	10	22	22	--	2
Flowers and nursery stock	5	344	45	6	24	24	22	2	30
Leather and leather goods	10	3,869	171	11	69	95	94	1	783
Yarns	32	29,370	1,545	22	150	432	429	3	546
Miscellaneous kinds of business 7/	55	5,988	316	56	105	168	163	5	61
<b>ASSEMBLERS 8/</b>	7	25,999	216	4	64	115	104	11	68

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Includes stocks not owned but held on consignment valued at \$2,820,000.

2/ Includes 1 voluntary-group wholesaler and 5 mail-order wholesalers.

3/ Includes 8 export agents and 1 other agent.

4/ Includes 1 country buyer of farm products; 5 cooperative marketing associations; and 1 pecker and shipper.

5/ Includes 11 establishments dealing in dry goods (specialty lines); 3 in farm products - consumer goods; 1 in farm supplies; 7 in hardware; 3 in jewelry and optical goods; 2 in petroleum and its products; 5 in tobacco and its products (except leaf); and 17 in miscellaneous kinds of business.

6/ Includes 1 establishment dealing in beer, wines and liquors; 1 in drugs and drug sundries (specialty lines); 14 in dry goods (specialty lines); 1 in farm products - consumer goods; 3 in jewelry and optical goods; 11 in paper and its products; 13 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 14 in all other products.

7/ Includes 5 establishments dealing in amusement and sporting goods; 13 in clothing and furnishings; 5 in drugs and drug sundries (specialty lines); 2 in general merchandise; 7 in hardware; 1 in jewelry and optical goods; 5 in paper and its products; 6 in waste materials; and 11 in miscellaneous kinds of business.

8/ Includes 6 establishments dealing in farm products - consumer goods and 1 in groceries and foods (specialty lines).

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF PITTSBURGH, PENNSYLVANIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	1,486	\$692,155	\$53,806	904	15,989	\$28,116	\$27,733	\$383	1/ \$1,229
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	913	210,745	27,000	713	9,318	14,331	14,121	210	22,892
Wholesale merchants	811	185,538	23,300	666	8,077	12,220	12,041	179	20,091
Importers	8	3,041	174	8	36	62	61	1	127
Industrial distributors	23	10,400	2,188	2	725	1,280	1,274	6	2,243
Drop shippers or desk jobbers	28	6,324	615	6	142	350	343	7	19
Wagon distributors	38	2,739	427	30	212	244	228	16	51
All other 2/	5	2,703	296	1	126	175	174	1	361
MANUFACTURERS' SALES BRANCHES (With stocks)	192	162,597	15,087	5	4,056	7,769	7,714	55	7,389
MANUFACTURERS' SALES OFFICES (Without stocks)	131	198,111	6,217	--	1,168	3,069	3,055	34	--
BULK TANK STATIONS (PETROLEUM)	16	12,553	2,013	2	545	955	924	31	435
Independent stations	5	431	87	2	28	30	25	5	7
Chain-operated stations	11	12,122	1,926	--	517	925	899	26	428
AGENTS AND BROKERS	228	92,424	3,260	183	842	1,876	1,823	53	490
Brokers	55	30,552	686	54	175	351	349	2	353
Commission merchants	27	15,680	494	31	160	293	288	5	47
Selling agents	30	32,818	1,165	9	199	671	669	2	--
Other agents 3/	116	13,374	915	89	308	561	517	44	90
ASSEMBLERS 4/	6	15,725	229	1	60	116	116	--	23
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALESAERS	913	210,745	27,000	713	9,318	14,331	14,121	210	22,892
Amusement and Sporting Goods	20	2,189	462	14	140	250	240	10	247
Moving picture films	5	538	143	1	45	86	82	4	7
Sporting goods (full line)	3	271	66	1	23	33	31	2	60
Toys, novelties and fireworks	6	719	109	6	27	61	60	1	118
All other	6	661	144	6	45	70	67	3	62
Automotive	35	12,243	1,939	19	731	1,072	1,069	3	1,620
Automobiles and other motor vehicles	4	8,555	889	--	334	514	514	--	649
All other	31	3,688	1,050	19	397	558	555	3	971
Beer, Wines and Liquors	100	3,627	377	96	187	166	155	11	94
Beer and other fermented malt liquors	100	3,627	377	96	187	166	155	11	94
Chemicals and Paints	12	808	173	1	72	120	118	2	82
Paints and varnishes	5	389	72	1	35	47	47	--	65
All other	7	419	101	--	37	73	71	2	17
Clothing and Furnishings	75	11,571	1,382	85	393	600	592	8	1,287
Clothing and/or furnishings (full line)	7	1,051	128	13	35	47	47	--	144
Men's and boys'	38	4,565	558	41	157	235	231	4	647
Women's and children's	17	3,447	411	22	123	195	194	1	174
Shoes and other footwear	7	1,940	229	5	57	104	102	2	288
All other	6	570	56	4	21	19	18	1	34
Coal and Coke	9	2,329	249	--	60	124	113	11	3
Drugs (full line)	2								
Drugs and Drug Sundries (specialty lines)	9	4,238	552	2	254	348	347	1	562
Dry Goods (full line)	2								
Dry Goods (specialty lines)	19	5,475	796	25	295	342	341	1	909
Electrical Goods	26	11,329	1,878	15	558	1,130	1,121	9	1,385
Radios, refrigerators and appliances	14	7,126	1,309	10	393	803	797	6	800
Wiring supplies and construction material	5	400	87	3	38	51	50	1	79
All other	7	3,803	482	2	127	276	274	2	506
Farm Products - raw materials	3	4,634	442	1	130	231	228	3	364

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF PITTSBURGH, PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Farm Products - consumer goods	137	\$47,576	\$3,153	155	981	\$1,487	\$1,466	\$21	\$1,523
Dairy products	4	4,211	951	2	260	464	464	--	17
Poultry and poultry products	11	988	92	14	40	39	38	1	6
Dairy and poultry products	11	3,746	320	5	138	193	191	2	135
Fruits and vegetables (fresh)	111	38,631	1,790	134	543	791	773	18	1,365
Farm Supplies	7	655	114	3	28	73	73	--	20
Furniture and House Furnishings	22	2,999	387	21	143	224	221	3	464
Floor coverings	5	1,871	210	1	65	134	133	1	327
House furnishings (except as specified)	10	911	131	10	63	74	72	2	103
All other	7	217	46	10	15	16	16	--	34
Groceries (full line)	29	15,712	1,432	11	526	797	790	7	1,798
Groceries and Foode (specialty lines)	87	11,802	1,967	75	700	954	923	31	1,587
Canned goods	9	1,547	355	5	87	192	192	--	373
Coffee, tee and spices	11	1,154	345	4	121	176	172	4	88
Confectionery	10	1,713	244	11	84	109	102	7	88
Fish and sea foode	5	437	88	5	40	39	37	2	18
Flour	3	698	64	4	22	30	30	--	21
Meete and meat products	13	1,903	295	15	75	114	114	--	577
Soft drinks	3	163	9	2	11	9	8	1	--
All other	33	4,187	567	29	260	285	268	17	422
Hardware	13	6,590	1,401	1	535	762	755	7	1,574
Hardware (full line)	8	5,734	1,167	--	427	641	634	7	1,227
Hardware (specialty lines)	5	856	234	1	108	121	121	--	347
Jewelry and Optical Goods	20	2,532	570	21	189	298	298	--	908
Jewelry (full line)	6	1,296	265	8	59	114	114	--	458
Other jewelry specialtiee	8	376	79	7	20	39	39	--	230
Optical goods	3	765	217	2	107	140	140	--	130
All other	3	95	9	4	3	5	5	--	90
Lumber and Construction Materials	42	8,388	1,497	12	488	770	748	22	729
Builders' supplies (full line)	9	1,536	345	2	126	172	157	15	306
Lumber and millwork	26	5,361	757	6	248	420	414	6	335
Sand, gravel and crushed stone	3	1,065	306	1	74	129	128	1	52
All other	4	426	89	3	40	49	49	--	36
Machinery, Equipment and Supplise	98	15,389	3,182	59	1,074	1,814	1,799	15	2,919
Commercial mchnry., eqpt. and spls.	23	1,376	394	19	165	248	246	2	289
Industrial equipment and supplies									
Industrial (full line)	3	2,385	442	--	159	269	268	1	428
Belting, hose and pecking	6	588	170	3	36	88	88	--	61
All other	12	1,421	226	6	58	119	118	1	156
Industrial machinery									
Construction (including roed building)	3	206	92	1	29	46	42	4	204
Mining and quarrying	4	2,033	390	--	134	232	231	1	499
All other	15	4,055	635	1	210	403	402	1	677
Professional equipment and supplies									
Surgical, medical and hospital	4	1,288	155	3	48	79	78	1	146
All other	8	686	326	13	109	152	150	2	261
Other machinery, equipment and supplies	20	1,351	352	13	126	178	176	2	198
Metals and Metal Work (except scrap)	14	4,806	939	6	298	510	502	8	904
Iron and steel (except estructural)	6	1,037	204	4	49	95	92	3	79
All other	8	3,769	735	2	249	415	410	5	825
Paper and Its Products	23	7,423	1,331	8	398	713	708	5	1,241
Wrapping or coarse paper end products	10	6,325	1,026	5	307	568	568	--	1,038
Wall paper	8	594	186	3	51	74	73	1	107
All other	5	504	119	--	40	71	67	4	96
Petroleum and Its Products	6	3,136	87	6	31	47	45	2	60
Plumbing and Heating Equipment and Spls.	23	4,170	980	10	407	588	568	20	878
Plumbing and heating (full line)	5	2,098	482	2	203	312	307	5	462
Heating (including stoves and rangee)	9	1,218	275	6	100	153	147	6	218
All other	9	854	223	2	104	123	114	9	198

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF PITTSBURGH, PENNSYLVANIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Tobacco and Its Products (except leaf)	15	\$7,359	\$375	17	139	\$198	\$198	--	\$426
Waste Materials	30	10,416	639	21	244	331	326	\$5	906
Iron and steel scrap	15	9,855	527	9	156	259	258	1	875
Waste paper, rags and rubber	5	178	82	2	71	55	54	1	6
All other	10	383	30	10	17	17	14	3	25
All Other Products	35	3,349	696	29	317	382	377	5	402
Books, periodicals and newspapers	3	1,269	260	1	123	167	167	--	98
Flowers and nursery stocks	3	512	111	3	49	53	53	--	23
Forest products (except lumber)	4	306	62	2	19	32	32	--	3
Leather and cut stock	15	738	143	14	54	71	70	1	230
Miscellaneous kinds of business	10	524	120	9	72	59	55	4	48
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	192	162,597	15,087	5	4,056	7,769	7,714	55	7,389
Amusement and Sporting Goods	6	2,132	397	--	139	211	210	1	140
Automotive	20	48,041	2,488	--	679	1,311	1,309	2	1,297
Automobiles and other motor vehicles	10	41,174	1,646	--	463	854	853	1	874
Automotive equipment	4	474	91	--	20	31	31	--	56
Tires and tubes	6	6,393	751	--	196	426	425	1	367
Chemicals and Paints	10	5,336	804	--	125	305	304	1	288
Industrial chemicals	4	3,626	459	--	56	143	143	--	123
All other	6	1,710	345	--	69	162	161	1	165
Furniture and House Furnishings	10	1,949	239	1	63	110	109	1	195
Furniture (household and office)	4	797	104	--	30	48	47	1	92
All other	6	1,152	135	1	33	62	62	--	103
Groceries and Foods (specialty lines)	33	57,846	5,133	--	1,263	2,337	2,316	21	1,115
Flour	4	5,369	260	--	65	114	113	1	67
Meats and meat products	7	21,657	1,146	--	491	726	710	16	533
All other	22	30,800	3,727	--	707	1,497	1,493	4	515
Lumber and Construction Materials	4	2,372	437	--	238	353	338	15	178
Machinery, Equipment and Supplies	54	12,230	2,411	2	691	1,471	1,466	5	1,039
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	14	2,565	844	--	328	637	656	1	252
Store, restaurant and hotel	4	887	134	--	22	46	42	4	29
Industrial equipment and supplies	14	2,305	425	--	99	251	251	--	202
Industrial machinery	6	3,257	357	--	76	210	210	--	183
Service equipment and supplies	11	1,509	391	2	94	188	188	--	192
Other machinery, equipment and supplies	5	1,707	260	--	72	139	139	--	181
Paper and Its Products	4	372	92	--	26	45	45	--	52
Plumbing and Heating Equipment and Sple.	8	2,641	492	--	108	204	201	3	326
Plumbing fixtures, equipment and spls.	4	1,596	292	--	69	120	118	2	243
All other	4	1,045	200	--	39	84	83	1	83
All Other Products	43	29,678	2,594	2	724	1,422	1,416	6	2,769
Leather and leather goods	4	172	32	--	12	21	20	1	21
Miscellaneous kinds of business 5/	39	29,506	2,562	2	712	1,401	1,396	5	2,738
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
	131	198,111	6,217	--	1,168	3,069	3,035	34	--
Amusement and Sporting Goods	4	2,925	431	--	139	227	227	--	--
Chemicals and Paints	5	3,752	598	--	74	199	199	--	--
Electrical Goods	12	3,513	224	--	48	123	123	--	--
Machinery, Equipment and Supplies	50	15,442	1,438	--	325	892	872	20	--
Metals and Metal Work (except scrap)	24	155,061	1,668	--	331	955	941	14	--
Plumbing and Heating Equipment and Sple.	7	1,544	153	--	27	57	57	--	--
All Other 5/	29	15,874	1,705	--	224	616	616	--	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	16	12,553	2,013	2	545	955	924	31	435

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF PITTSBURGH, PENNSYLVANIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* add 000			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS</b>	228	\$92,424	\$3,260	183	842	\$1,876	\$1,823	\$53	\$490
Automotive	3	15	4	3	3	3	1	2	3
Automotive equipment	3	15	4	3	3	3	1	2	3
Chemicals and Paints	6	1,101	29	6	7	11	11	--	5
Coal and Coke	8	23,770	660	--	97	381	381	--	--
Electrical Goods	17	1,163	75	15	27	41	36	5	4
Apparatus and equipment	6	521	32	5	9	14	13	1	--
Wiring supplies and construction material	7	334	23	8	9	13	10	3	4
Radios, refrigerators and appliances	4	308	20	2	9	14	13	1	--
Farm Products - raw materials	13	6,762	98	19	35	49	47	2	--
Farm Products - consumer goods	23	16,414	575	22	204	350	340	10	46
Fruits and vegetables (fresh)	17	12,961	411	21	155	265	255	10	18
All other	6	3,453	164	1	49	85	85	--	28
Groceries and Foods (specialty lines)	30	24,525	383	28	107	229	228	1	349
Canned goods	7	7,982	173	6	43	115	115	--	32
All other	23	16,543	210	22	64	114	113	1	317
Hardware	4	831	75	2	26	55	55	--	25
Hardware (specialty lines)	4	831	75	2	26	55	55	--	25
Lumber and Construction Materials	19	3,259	315	11	85	209	189	20	2
Builders' supplies (full line)	5	308	30	5	16	27	9	18	--
Lumber and millwork	5	2,449	226	--	49	151	150	1	--
Sand, gravel and crushed stone	3	381	37	2	9	19	19	--	--
All other	6	121	22	4	11	12	11	1	2
Machinery, Equipment and Supplies	63	4,604	466	46	128	268	261	7	53
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	3	19	4	3	3	2	2	--	1
Store, restaurant and hotel	4	28	3	3	5	3	3	--	--
Industrial equipment and supplies									
Power transmission equipment	3	283	22	3	7	7	6	1	--
All other	27	2,116	157	21	45	99	97	2	14
Industrial machinery									
Machine tools	3	837	62	2	12	30	30	--	--
Mining and quarrying	4	263	72	2	19	42	42	--	33
Power plant	3	394	35	2	7	25	24	1	--
All other	8	543	92	4	19	49	48	1	3
Other machinery, equipment and supplies	8	121	19	6	11	11	9	2	2
Metals and Metal Work (except scrap)	10	5,608	142	7	37	93	89	4	--
Iron and steel (except structural)	4	115	10	4	8	6	5	1	--
All other	6	5,493	132	3	29	87	84	3	--
Paper and Its Products	3	269	15	4	5	5	5	--	--
Waste Materials	4	2,290	210	1	17	62	62	--	--
All Other 7/	25	1,813	213	19	64	120	118	2	3
<b>ASSEMBLERS 8/</b>	6	15,725	229	1	60	116	116	--	23

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Includes stocks not owned but held on consignment valued at \$1,393,000.

2/ Includes 2 voluntary-group wholesalers; 1 converter; 1 mail-order wholesaler; and 1 retailer-cooperative warehouse.

3/ Includes 1 auction company and 115 manufacturers' agents.

4/ Includes 1 country buyer of farm products and 5 cooperative marketing associations.

5/ Includes 3 establishments dealing in beer, wine and liquors; 1 in clothing and furnishings; 5 in drugs and drug sundries (specialty lines); 12 in electrical goods; 3 in farm products - consumer goods; 1 in hardware; 1 in jewelry and optical goods; 6 in metals and metal work (except scrap); 1 in petroleum and its products; 1 in tobacco and its products (except leaf); and 5 in miscellaneous kinds of business.

6/ Includes 4 establishments dealing in furniture and house furnishings; 8 in groceries and foods (specialty lines); 9 in lumber and construction materials; 1 in paper and its products; 1 in tobacco and its products (except leaf); and 6 in all other products.

7/ Includes 2 establishments dealing in clothing and furnishings; 4 in furniture and house furnishings; 1 in general merchandise; 1 in jewelry and optical goods; 1 in petroleum and its products; 11 in plumbing and heating equipment and supplies; and 5 in all other products.

8/ Includes 2 establishments dealing in farm products - raw materials and 4 in farm products - consumer goods.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF ST. LOUIS, MISSOURI

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>2,102</b>	<b>\$882,323</b>	<b>\$99,967</b>	<b>1,055</b>	<b>1/29,910</b>	<b>1/249,372</b>	<b>1/243,779</b>	<b>1/3593</b>	<b>2/277,400</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>1,249</b>	<b>378,284</b>	<b>52,998</b>	<b>694</b>	<b>19,447</b>	<b>29,271</b>	<b>28,936</b>	<b>335</b>	<b>49,759</b>
Wholesale merchants	1,157	340,585	49,944	548	18,414	27,590	27,292	298	46,903
Exporters	4	12,208	424	2	87	193	191	2	755
Importers	11	6,716	762	1	292	429	429	--	1,108
Industrial distributors	15	3,253	661	5	273	397	394	3	523
Drop shippers or desk jobbers	29	7,271	496	14	110	253	227	26	36
Mail-order wholesalers	3	326	33	5	13	19	19	--	29
Wagon distributors	27	2,109	332	19	134	182	178	4	131
All other 3/	4	5,816	356	--	124	208	206	2	274
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>232</b>	<b>304,333</b>	<b>35,227</b>	<b>3</b>	<b>7,726</b>	<b>14,524</b>	<b>14,392</b>	<b>142</b>	<b>26,190</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>123</b>	<b>64,743</b>	<b>5,068</b>	<b>1</b>	<b>999</b>	<b>2,340</b>	<b>2,323</b>	<b>17</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>36</b>	<b>13,359</b>	<b>2,489</b>	<b>7</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>460</b>
Independent stations	18	3,498	607	6	166	290	289	1	115
Chain-operated stations	17	9,861	1,882	1	1/327	1/572	1/572	1/	--
Commission stations	1								
<b>AGENTS AND BROKERS</b>	<b>448</b>	<b>113,845</b>	<b>3,814</b>	<b>342</b>	<b>1,125</b>	<b>2,203</b>	<b>2,111</b>	<b>92</b>	<b>961</b>
Brokers	74	43,396	912	45	237	527	521	6	198
Commission merchants	44	16,526	593	25	205	313	313	5	422
Manufacturers' agents	288	31,562	1,324	253	459	758	680	78	173
Selling agents	37	17,512	740	18	159	468	465	3	136
Other agents 4/	5	4,849	245	1	65	132	132	--	32
<b>ASSEMBLERS</b>	<b>14</b>	<b>7,759</b>	<b>371</b>	<b>8</b>	<b>130</b>	<b>172</b>	<b>166</b>	<b>6</b>	<b>30</b>
Country buyers of farm products	9	543	64	8	55	40	36	4	8
Cooperative marketing associations	5	7,216	307	--	75	132	130	2	22
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>1,249</b>	<b>378,284</b>	<b>52,998</b>	<b>694</b>	<b>19,447</b>	<b>29,271</b>	<b>28,936</b>	<b>335</b>	<b>49,759</b>
Amusement and Sporting Goods	18	1,587	361	6	134	182	174	8	235
Sporting goods (full line)	4	514	144	2	51	67	67	--	164
Toys, novelties and fireworks	6	227	46	3	23	20	15	5	23
All other	8	846	171	1	60	95	92	3	48
Automotive	69	8,024	1,716	53	699	1,030	1,020	10	1,147
Automobiles and other motor vehicles	6	3,147	259	3	89	128	127	1	193
Automotive equipment	54	4,712	1,420	42	585	882	876	6	936
Tires and tubes	9	165	37	8	25	20	17	3	18
Beer, Wines and Liquors	23	6,716	886	2	253	435	424	11	904
Beer and other fermented malt liquors	8	1,266	244	2	63	103	103	--	70
Wines and liquors	15	5,450	642	--	190	332	321	11	734
Chemicals and Paints	21	2,616	534	9	178	345	343	2	386
Industrial chemicals	4	1,414	213	1	50	135	135	--	160
Paints and varnishes	10	441	81	3	36	49	46	2	114
All other	7	761	240	5	92	162	162	--	112
Clothing and Furnishings	108	44,914	6,850	57	2,050	3,252	3,248	4	4,915
Clothing and/or furnishings (full line)	12	1,553	238	5	65	104	104	--	250
Men's and boys'	20	4,131	851	13	270	468	468	--	489
Women's and children's	27	5,357	715	13	212	361	360	1	236
Millinery and millinery supplies	17	1,501	365	9	125	179	178	1	85
All other	32	32,372	4,681	17	1,378	2,140	2,138	2	3,855
Coal and Coke	27	6,831	698	9	208	361	333	28	126
Drugs (full line)	5	14,381	1,453	--	664	833	833	--	2,212
Drugs and Drug Sundriss (specialty lines)	22	1,619	514	13	185	233	228	5	150
Drug specialties	6	589	269	4	105	151	149	2	78
Toilet articles and preparations	8	577	121	5	29	20	19	1	14
All other	8	453	124	4	51	62	60	2	58

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF ST. LOUIS, MISSOURI

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)									
Dry Goods (full line)	7	\$43,860	\$5,810	4	1,993	\$3,187	\$3,187	--	\$9,507
Dry Goods (specialty lines)	21	2,565	358	12	152	226	220	\$6	419
Notions	8	191	15	8	13	7	5	2	27
All other	13	2,374	343	4	139	219	215	4	392
Electrical Goods	39	13,578	2,785	14	752	1,439	1,429	10	1,530
Electrical merchandise (full line)	4	4,230	789	--	235	472	472	--	577
Wiring supplies and construction material	9	881	155	5	60	91	90	1	113
Radios, refrigerators and appliances	20	8,181	1,746	8	416	830	828	2	812
All other	6	286	95	1	41	46	39	7	28
Farm Products - raw materials	30	29,257	1,929	10	436	857	823	34	5,287
Grain	6	13,828	504	1	109	241	234	7	783
Hides, skins, and furs (raw)	19	6,051	760	7	210	361	334	27	1,645
All other	5	9,378	665	2	117	255	255	--	2,859
Farm Products - consumer goods	163	38,815	3,393	131	1,322	1,902	1,840	62	981
Dairy products	15	7,920	1,073	4	341	570	570	--	48
Poultry and poultry products	45	6,692	520	44	289	252	234	18	175
Dairy and poultry products	10	1,470	137	4	59	90	89	1	38
Fruits and vegetables (fresh)	93	22,733	1,663	79	633	990	947	43	720
Farm Supplies	11	5,163	601	5	154	291	287	4	761
Feed	6	1,386	152	4	47	79	78	1	237
Seeds	5	3,777	449	1	107	212	209	3	524
Furniture and House Furnishings	20	3,842	656	10	279	406	403	3	737
China, glassware and crockery	3	401	107	--	67	83	83	--	125
Floor coverings	3	2,585	321	1	132	206	206	--	441
All other	14	856	228	9	80	117	114	3	171
General Merchandise	4	11,939	1,944	2	682	911	911	--	1,695
Groceries (full line)	22	19,075	2,111	10	750	1,292	1,290	2	2,441
Groceries and Foods (specialty lines)	171	34,142	4,338	111	1,881	2,688	2,649	39	4,806
Coffee, tea and spices	24	8,550	1,387	13	659	897	892	5	1,665
Confectionery	14	1,105	73	18	32	36	35	1	65
Fish and sea foods	11	1,324	322	7	156	178	173	5	99
Flour	6	2,539	142	5	45	73	70	3	210
Meats and meat products	25	2,530	319	21	140	241	240	1	14
Sugar	3	2,758	113	--	33	57	57	--	287
All other	88	15,336	1,982	47	816	1,206	1,182	24	2,466
Hardware	16	20,922	4,336	1	1,922	2,611	2,606	5	2,066
Hardware (full line)	7	20,117	4,148	--	1,837	2,495	2,491	4	1,758
Hardware (specialty lines)	9	805	188	1	85	116	115	1	308
Jewelry and Optical Goods	19	1,664	453	6	163	264	262	2	600
Other jewelry specialties	9	378	93	3	29	55	55	--	117
Optical goods	4	320	100	3	48	64	64	--	26
All other	6	966	260	--	86	145	143	2	457
Lumber and Construction Materials	45	7,910	1,492	16	655	865	851	14	1,096
Buildere' supplies (full line)	6	587	139	2	69	93	93	--	63
Lumber and millwork	25	5,988	922	11	387	497	484	13	810
Cement, lime and plaster	3	375	116	1	62	69	68	1	49
Glass	5	651	234	1	108	163	163	--	146
All other	6	309	81	1	29	43	43	--	28
Machinery, Equipment and Supplies	110	11,016	2,873	55	1,044	1,749	1,737	12	1,886
Commercial mchnry. eqpt. and spls.	13	428	135	9	69	82	81	1	90
Industrial equipment and supplies	3	127	42	1	12	24	24	--	22
Belting, hose and packing	29	2,942	695	12	270	429	426	3	353
Industrial machinery	6	925	203	3	55	118	117	1	90
Construction (including roed building)	15	565	161	11	67	83	79	4	130
All other	15	565	161	11	67	83	79	4	130
Professional equipment and supplies	4	691	194	--	72	111	111	--	179
Dental	4	691	194	--	72	111	111	--	179
All other	6	1,989	659	--	221	408	407	1	419

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF ST. LOUIS, MISSOURITABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales  (add 000)	Operating expenses (including pay roll)  (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year  (add 000)
						Total	Full-time	Part-time	
Machinery, Equipment and Spls. (continued)									
Service equipment and supplies									
Barber and beauty parlor	8	\$1,044	\$256	4	94	\$171	\$170	\$1	\$231
All other	21	1,066	291	14	107	187	186	1	222
Other machinery, equipment and supplies	5	1,239	237	1	77	136	136	--	150
Metals and Metal Work (except scrap)	12	3,041	841	2	271	495	490	5	707
Paper and Its Products	45	7,066	1,233	23	498	801	787	14	984
Wrapping or coarse paper and products	17	4,209	577	12	237	392	391	1	458
Stationery and stationery supplies	13	882	270	5	121	171	159	12	211
All other	15	1,975	386	6	140	238	237	1	315
Petroleum and Its Products	13	2,985	424	4	88	211	208	3	133
Plumbing and Heating Equipment and Spls.	23	3,449	807	6	344	469	463	6	580
Tobacco and Its Products (except leaf)	44	11,456	634	43	257	344	342	2	739
Waste Materials	64	6,981	964	45	652	528	510	18	545
Iron and steel scrap	26	2,007	167	22	113	109	94	15	164
Junk and scrap (full line)	19	511	77	16	124	59	57	2	36
Waste paper, rags and rubber	16	4,175	690	4	403	337	337	--	317
Nonferrous metals	3	288	30	3	12	23	22	1	28
All Other Products	77	12,870	2,004	35	781	1,064	1,038	26	2,284
Books, periodicals and newspapers	6	1,106	184	3	95	114	111	3	33
Flowers and nursery stock	11	1,284	230	3	90	129	124	5	74
Forest products (except lumber)	15	4,748	864	6	336	403	392	11	1,503
Leather and leather goods	20	3,135	347	9	103	204	203	1	411
Textiles and materials other than dry goods	6	373	64	2	47	38	36	2	54
Miscellaneous kinds of business	19	2,224	315	12	110	176	172	4	209
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS)	232	304,333	35,227	3	7,726	14,524	14,382	142	26,190
Amusement and Sporting Goods	6	1,650	444	--	128	225	225	--	124
Automotive	20	35,279	2,651	--	782	1,419	1,407	12	2,221
Automobiles and other motor vehicles	10	27,826	1,496	--	492	858	857	1	1,222
Automotive equipment	4	377	84	--	28	40	40	--	40
Tires and tubes	6	7,076	1,071	--	262	521	510	11	959
Beer, Wines and Liquore	6	6,408	602	--	110	218	218	--	98
Chemicals and Paints	17	8,234	1,496	1	279	560	554	6	469
Paints and varnishes	6	6,268	953	--	182	369	363	6	326
All other	11	1,966	543	1	97	191	191	--	143
Drugs and Drug Sundries (specialty lines)	8	1,953	468	--	130	249	249	--	243
Electrical Goods	13	11,203	1,155	--	269	587	587	--	592
Apparatus and equipment	7	7,130	525	--	142	319	319	--	289
All other	6	4,073	630	--	127	268	268	--	303
Furniture and House Furnishings	9	1,722	214	--	75	104	102	2	222
House furnishings (except as specified)	5	496	85	--	26	33	33	--	99
All other	4	1,226	129	--	49	71	69	2	123
Groceries and Foods (specialty lines)	25	30,447	3,867	--	855	1,543	1,531	12	634
Meats and meat products	4	9,822	660	--	244	405	403	2	193
All other	21	20,625	3,207	--	611	1,138	1,128	10	441
Machinery, Equipment and Supplies	60	20,190	4,493	--	1,374	2,454	2,424	30	4,097
Farm and dairy machinery and equipment	5	5,829	1,109	--	311	431	403	28	1,184
Other machinery, equipment and supplies	55	14,361	3,384	--	1,063	2,023	2,021	2	2,913
Paper and Its Products	5	3,861	630	--	382	416	416	--	640
Plumbing and Heating Equipment and Spls.	6	1,330	330	--	102	187	160	27	252
(continued on next page)									

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF ST. LOUIS, MISSOURITABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS) (continued)									
All Other	57	\$182,056	\$18,877	2	3,240	\$6,562	\$6,509	\$53	\$16,598
Leather and leather goods	4	1,792	176	2	82	114	114	--	349
Miscellaneous kinds of business 5/	53	180,264	18,701	--	3,158	6,448	6,395	53	16,249
<u>MANUFACTURERS' SALES OFFICES</u> (WITHOUT STOCKS)									
Amusement and Sporting Goods	4	2,117	402	--	131	222	221	1	--
Chemicals and Paints	5	1,980	226	--	21	53	53	--	--
Groceries and Foods (specialty lines)	9	3,052	715	--	69	157	157	--	--
Lumber and Construction Materials	11	4,599	799	--	215	426	425	1	--
Machinery, Equipment and Supplies	34	7,360	669	--	172	430	418	12	--
Metals and Metal Work (except scrap)	20	28,641	1,331	--	210	613	610	3	--
Plumbing and Heating Equipment and Spls.	6	398	52	--	11	20	20	--	--
All Other 6/	34	16,596	874	1	160	419	419	--	--
<u>BULK TANK STATIONS</u>									
Petroleum and Its Products	36	13,359	2,489	7	1/	1/	1/	1/	460
<u>AGENTS AND BROKERS</u>									
	448	113,845	3,814	342	1,125	2,203	2,111	92	961
<u>Automotive</u>									
Automotive equipment	10	192	20	11	18	13	8	5	4
	10	192	20	11	18	13	8	5	4
<u>Beer, Wines and Liquors</u>									
Wines and liquors	3	314	16	3	4	11	11	--	2
	3	314	16	3	4	11	11	--	2
<u>Chemicals and Paints</u>									
Paints and varnishee	8	688	37	6	9	16	16	--	--
All other	3	315	26	2	5	10	10	--	--
	5	373	11	4	4	6	6	--	--
<u>Clothing and Furnishings</u>									
Men's and boys	36	2,543	92	37	39	37	36	1	7
Women's and children's	6	345	11	6	2	3	3	--	--
Shoes and other footwear	13	910	28	14	15	13	13	--	2
All other	6	757	22	6	9	5	4	1	--
	11	531	31	11	13	16	16	--	5
<u>Dry Goods (specialty lines)</u>									
Notions	57	16,941	364	46	101	162	159	3	355
Piece goods	9	3,631	179	8	43	54	54	--	311
All other	44	12,545	162	35	50	96	93	3	44
	4	765	23	3	8	12	12	--	--
<u>Electrical Goods</u>									
Apparatus and equipment	25	1,751	99	22	40	50	49	1	30
Wiring supplies and construction material	6	411	34	4	10	20	20	--	6
All other	7	717	36	5	9	14	14	--	15
	12	623	29	13	21	16	15	1	9
<u>Farm Products - raw materials</u>									
Grain	31	11,668	284	15	98	196	191	5	168
Livestock	16	8,683	172	7	54	126	124	2	164
All other	9	2,511	53	6	27	33	32	1	--
	6	474	59	2	17	37	35	2	4
<u>Farm Products - consumer goods</u>									
Dairy and poultry products	27	14,528	549	13	168	304	300	4	63
Fruits and vegetables (fresh)	3	1,571	30	--	8	19	17	2	16
All other	18	11,778	490	9	143	266	264	2	47
	6	1,179	29	4	17	19	19	--	--
<u>Farm Supplies</u>									
Feed	3	1,779	18	--	5	13	13	--	--
	3	1,779	18	--	5	13	13	--	--
<u>Furniture and House Furnishings</u>									
Furniture (household and office)	8	720	87	8	23	47	46	1	23
All other	3	139	71	4	17	32	32	--	23
	5	581	16	4	6	15	14	1	--
<u>Groceries and Foods (specialty lines)</u>									
Canned goods	44	27,871	499	31	152	298	293	5	50
Coffee, tea and spices	12	3,931	168	6	59	99	98	1	23
All other	7	6,146	60	4	14	26	26	--	--
	25	17,794	271	21	79	173	169	4	27

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF ST. LOUIS, MISSOURI

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Lumber and Construction Materials	22	\$1,596	\$94	18	32	\$65	\$54	\$1	--
Builders' supplies (full line)	6	367	7	8	3	3	3	--	--
Lumber and millwork	10	604	22	2	7	11	10	1	--
All other	6	625	65	8	22	51	51	--	--
Machinery, Equipment and Supplies	84	6,028	606	60	189	388	330	58	\$130
Commercial mchnry. eqpt. and spls.	7	413	58	5	19	49	49	--	7
Industrial equipment and supplies	3	92	12	3	5	3	3	--	--
Belting, hose and packing	25	2,271	197	21	59	111	109	2	79
All other	8	881	77	2	22	50	49	1	23
Industrial machinery	13	467	58	8	17	35	33	2	9
Power plant	19	1,553	149	13	43	103	50	53	1
All other	9	351	55	8	24	37	37	--	11
Transportation equipment and supplies	9	3,762	172	7	32	103	103	--	61
Railroad	3	3,241	130	1	21	85	85	--	60
Other machinery, equipment and supplies	6	521	42	6	11	18	18	--	1
Metals and Metal Work (except scrap)	4	1,641	74	3	24	54	53	1	--
Iron and steel (except structural)	12	435	51	9	26	35	31	4	11
All other	65	21,388	752	53	165	411	408	3	57
Paper and Its Products	4	69	6	4	5	4	3	1	--
Plumbing and Heating Equipment and Spls.	22	11,930	190	21	39	101	101	--	2
All Other	39	9,389	556	28	121	306	304	2	55
Books, periodicals and newspapers	14	7,759	371	8	130	172	166	6	30
Leather and leather goods	10	3,916	163	5	72	89	84	5	9
Miscellaneous kinds of business 7/	4	3,843	208	3	58	83	82	1	21
<b>ASSEMBLERS</b>									
Farm Products - consumer goods	10	3,916	163	5	72	89	84	5	9
All Other 8/	4	3,843	208	3	58	83	82	1	21

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at \$2,038,000.

3/ Includes 1 voluntary-group wholesaler; 2 converters; and 1 retailer-cooperative warehouse.

4/ Includes 3 auction companies and 2 import agents.

5/ Includes 15 establishments dealing in clothing and furnishings; 6 in dry goods (specialty lines); 2 in farm products - consumer goods; 1 in hardware; 1 in jewelry and optical goods; 3 in lumber and construction materials; 11 in metals and metal work (except scrap); 2 in petroleum and its products; 3 in tobacco and its products (except leaf); and 9 in miscellaneous kinds of business.

6/ Includes 1 establishment dealing in beer, wines and liquors; 2 in clothing and furnishings; 2 in dry goods (specialty lines); 8 in electrical goods; 2 in furniture and house furnishings; 2 in jewelry and optical goods; 4 in paper and its products; 2 in tobacco and its products (except leaf); and 11 in all other products.

7/ Includes 2 establishments dealing in amusement and sporting goods; 12 in coal and coke; 2 in drugs and drug sundries (specialty line); 9 in hardware; 1 in jewelry and optical goods; 1 in tobacco and its products (except leaf); 2 in waste materials; and 10 in miscellaneous kinds of businesses.

8/ Includes 3 establishments dealing in farm products - raw materials and 1 in all other products.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF SAN FRANCISCO, CALIFORNIATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	2,942	\$1,149,864	\$124,473	2,307	1/ 29,363	1/ \$53,357	1/ \$52,382	1/ \$975	2/ \$94,138
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,730	462,921	60,294	1,664	17,239	29,913	29,372	541	56,099
Wholesale merchants	1,518	356,358	52,574	1,488	15,411	26,219	25,732	487	48,730
Voluntary-group wholesalers	3	1,626	87	2	33	67	66	1	186
Exporters	22	21,514	824	17	147	329	326	3	825
Importers	119	64,461	4,445	105	958	1,978	1,937	41	4,338
Industrial distributors	21	5,553	996	12	314	547	544	3	1,381
Drop shippers or desk jobbers	18	7,458	530	11	126	309	308	1	9
Wagon distributors	24	2,727	423	28	160	239	234	5	110
All other 3/	5	3,224	415	1	90	225	225	--	520
MANUFACTURERS' SALES BRANCHES (With stocks)	388	305,581	41,272	18	7,348	14,880	14,644	236	32,060
MANUFACTURERS' SALES OFFICES (Without stocks)	138	137,146	10,407	5	1,137	2,678	2,618	60	--
BULK TANK STATIONS (PETROLEUM)	20	17,699	2,878	--	1/	1/	1/	1/	558
Independent stations	1	16,932	2,797	--	601	1,138	1,133	5	517
Chain-operated stations	16								
Commission stations	3	767	81	--	1/	1/	1/	1/	41
AGENTS AND BROKERS	638	186,871	6,969	566	1,826	3,471	3,382	89	5,138
Brokers	83	55,401	1,061	67	242	520	503	17	626
Commission merchants	31	13,977	839	28	249	483	480	3	544
Export agents	37	12,840	553	26	113	213	211	2	16
Import agents	22	24,086	768	21	139	289	285	4	837
Manufacturers' agents	417	59,395	2,776	398	847	1,470	1,410	60	1,991
Selling agents	40	18,962	842	19	218	463	461	2	976
Other agents 4/	8	2,210	80	7	18	33	32	1	148
ASSEMBLERS	28	39,646	2,653	54	1,212	1,277	1,233	44	283
Country buyers of farm products	10	136	21	47	8	6	5	1	1
Cooperative marketing associations	9	27,599	2,253	--	1,122	1,133	1,105	28	101
Peckers and shippers	9	11,911	369	7	82	138	123	15	181
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	1,730	462,921	60,294	1,664	17,239	29,913	29,372	541	56,099
Amusement and Sporting Goods	36	3,174	660	23	235	381	370	11	649
Moving picture films	6	781	124	2	40	77	77	--	11
Sporting goods (full line)	3	436	95	3	23	35	35	--	140
Toys, novelties and fireworks	13	845	241	9	99	139	135	4	299
All other	14	1,112	200	9	73	130	123	7	199
Automotive	81	29,518	3,551	58	1,161	2,061	2,047	14	2,904
Automobiles and other motor vehicles	10	22,509	1,776	5	538	1,057	1,055	2	1,437
Automotive equipment	61	6,087	1,542	44	561	898	889	9	1,278
Tires and tubes	10	922	233	9	62	106	103	3	189
Bear, Wines and Liqueurs	108	16,269	2,320	82	680	1,037	999	38	1,773
Bear and other fermented malt liquors	18	1,945	376	13	112	217	212	5	28
Wines and liquors	90	14,324	1,944	69	568	820	787	33	1,745
Chemicals and Paints	32	4,976	944	27	251	445	438	7	727
Industrial chemicals	6	3,740	627	3	159	283	281	2	540
Paints and varnishes	15	611	133	15	49	65	62	3	114
All other	11	625	184	9	43	97	95	2	73
Coal and Coke	7	696	107	7	72	93	87	6	57
Drugs (full line)	4	10,770	1,456	--	474	695	693	2	2,261
Drugs and Drug Sundries (specialty lines)	36	3,032	499	28	114	173	166	7	532
Drug specialties	10	734	111	14	36	46	44	2	104
Toilet articles and preparations	8	281	43	5	18	26	22	4	22
All other	18	2,017	345	9	60	101	100	1	406

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF SAN FRANCISCO, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Dry Goods (full line)	3	\$13,271	\$1,899	55	607	\$1,086	\$1,065	\$21	\$2,528
Dry Goods (specialty lines)	60								
Electrical Goods	61	18,896	2,789	30	886	1,615	1,592	23	2,029
Electrical merchandise (full line)	6	4,437	722	1	245	427	427	--	750
Apparatus and equipment	7	505	117	3	36	56	54	2	101
Wiring supplies and construction material	20	2,007	444	15	198	311	295	16	307
Radios, refrigerators and appliances	28	11,947	1,506	11	407	821	816	5	871
Farm Products - raw materials	42	38,836	1,830	33	300	718	687	31	2,949
Grain	8	12,680	552	7	54	213	207	6	1,039
Hides, skins and furs (raw)	18	9,452	707	13	126	252	241	11	1,261
Tobacco (leaf)	4	53	7	4	4	2	--	2	16
All other	12	16,651	564	9	116	251	239	12	633
Farm Products - consumer goods	123	39,354	4,894	150	1,477	2,585	2,475	110	837
Dairy products	14	8,886	1,902	3	688	1,189	1,185	4	26
Poultry and poultry products	12	1,292	190	14	90	102	86	16	57
Dairy and poultry products	12	7,628	345	13	109	161	153	8	211
Fruits and vegetables (fresh)	85	21,548	2,457	120	590	1,133	1,051	82	543
Farm Supplies	16	11,622	1,558	11	418	688	680	8	1,307
Feed	5	8,271	977	6	139	254	251	3	638
All other	11	3,351	581	5	279	434	429	5	669
Furniture and House Furnishings	61	7,114	1,525	56	466	710	699	11	1,692
Floor coverings	8	4,109	962	6	253	401	399	2	1,091
Furniture (household and office)	13	869	210	8	69	114	111	3	148
House furnishings (except as specified)	25	1,123	161	28	72	74	69	5	212
All other	15	1,013	192	14	72	121	120	1	241
General Merchandise	10	27,479	1,908	3	546	892	889	3	1,610
Groceries (full line)	28	22,997	2,290	40	707	1,406	1,403	3	3,899
Groceries and Foods (specialty lines)	233	77,522	9,790	378	2,610	4,836	4,795	41	6,689
Canned goods	13	6,807	764	6	188	415	415	--	666
Coffee, tea and spices	30	23,476	3,549	10	882	1,848	1,848	--	2,500
Confectionery	11	951	67	12	38	37	30	7	56
Fish and sea foods	28	3,896	1,055	39	330	505	493	12	242
Flour	6	3,299	218	4	33	81	80	1	64
Meats and meat products	31	8,723	949	77	294	542	541	1	131
Soft drinks	3	157	37	2	14	25	25	--	2
All other	111	30,213	3,151	228	831	1,383	1,363	20	3,028
Hardware	28	11,001	2,218	20	864	1,268	1,262	6	3,732
Hardware (full line)	11	9,575	1,859	6	738	1,077	1,074	3	3,223
Hardware (specialty lines)	17	1,426	359	14	126	191	188	3	509
Jewelry and Optical Goods	54	6,640	1,380	50	417	735	725	10	1,390
Lumber and Construction Materials	51	15,328	2,252	30	559	1,178	1,140	38	2,789
Builders' supplies (full line)	5	1,994	318	1	73	164	138	26	257
Lumber and millwork	34	12,674	1,787	15	416	908	902	6	2,399
Cement, lime and plaster	3	332	36	5	15	18	18	--	4
All other	9	328	111	9	55	88	82	6	129
Machinery, Equipment and Supplies	190	25,069	5,123	106	1,693	2,885	2,836	49	5,557
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	12	822	181	6	71	105	104	1	171
Store, restaurant and hotel	18	2,441	602	14	202	289	283	6	483
All other	3	57	14	3	5	6	4	2	5
Farm and dairy machinery and equipment	7	1,265	284	1	90	167	167	--	182
Industrial equipment and supplies									
Belting, hose and packing	6	592	148	2	39	76	76	--	100
All other	41	6,541	1,013	23	316	552	540	12	1,182

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF SAN FRANCISCO, CALIFORNIATABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
Machinery, Equipment and Spls.(continued)									
Industrial machinery									
Construction (including road building)	6	\$1,338	\$225	2	56	\$121	\$121	--	\$353
Mining and quarrying	6	971	179	3	59	117	117	--	219
Used machinery and equipment	5	210	54	6	10	30	26	4	36
All other	17	2,352	470	9	139	265	256	9	664
Professional equipment and supplies									
Dental	9	1,062	225	8	102	146	142	4	260
Surgical, medical and hospital	4	232	71	1	25	34	34	--	59
All other	6	537	108	2	41	66	66	--	103
Service equipment and supplies									
Barber and beauty parlor	9	1,273	468	7	174	277	274	3	279
All other	28	3,086	711	10	249	425	420	5	729
Transportation equipment and supplies									
Boats (including motor, sail and steam)	3	391	66	2	23	35	35	--	121
All other	10	1,899	304	7	92	174	171	3	611
Metals and Metal Work (except scrap)	24	4,064	702	14	205	410	392	18	834
Iron and steel (except structural)	12	2,937	547	4	132	296	294	2	715
Structural iron and steel	4	910	114	2	55	87	71	16	51
All other	8	217	41	8	18	27	27	--	68
Paper and Its Products	36	6,515	1,527	24	576	1,058	1,052	6	1,929
Wrapping or coarse paper and products	22	4,016	784	19	294	516	513	3	785
Stationery and stationery supplies	7	1,601	515	3	204	401	398	3	851
All other	7	898	228	2	78	141	141	--	293
Petroleum and Its Products	7	189	76	7	28	40	40	--	13
Plumbing and Heating Equipment and Spls.	27	4,692	955	18	330	569	563	6	1,392
Tobacco and Its Products (except leaf)	18	38,491	4,312	15	265	508	508	--	2,842
Waste Materials	46	4,318	643	46	280	308	289	19	378
Junk and scrap (full line)	18	2,228	308	16	133	141	136	5	298
Waste paper, rags and rubber	13	1,340	256	8	111	128	117	11	41
All other	15	750	79	22	36	39	36	3	39
All Other	308	21,088	3,086	353	1,018	1,533	1,480	53	2,800
Books, periodicals and newspapers	9	2,407	367	7	153	217	213	4	551
Flowers and nursery stock	154	1,616	258	197	145	143	135	8	42
Forest products (except lumber)	11	679	116	10	47	67	65	2	35
Leather and leather goods	10	931	129	8	42	72	72	--	128
Textiles and materials other than dry goods	4	2,686	225	4	29	49	46	3	117
Miscellaneous kinds of business 5/	120	12,769	1,991	127	602	985	949	36	1,927
<u>MANUFACTURERS' SALES BRANCHES</u> (WITH STOCKS)	388	305,581	41,272	18	7,348	14,880	14,644	236	32,060
Amusement and Sporting Goods	11	6,764	926	--	273	424	419	5	1,012
Automotive	23	12,787	1,805	--	487	926	920	6	1,804
Automobiles and other motor vehicles	7	4,599	672	--	186	341	341	--	728
Automotive equipment	7	539	112	--	33	49	49	--	161
Tires and tubes	9	7,649	1,021	--	268	536	530	6	915
Beer, Wines and Liquors	17	17,471	2,529	--	412	935	913	22	1,931
Chemicals and Paints	19	9,603	2,059	--	499	1,042	1,023	19	1,019
Paints and varnishes	11	5,519	1,467	--	372	694	684	10	784
All other	8	4,084	592	--	127	348	339	9	235
Clothing and Furnishings	37	15,178	1,942	6	505	1,157	1,145	12	2,227
Men's and boys'	15	8,297	1,097	2	296	646	639	7	1,496
Women's and children's	11	2,645	309	4	74	187	186	1	307
Hosiery	4	2,299	202	--	37	96	96	--	147
All other	7	1,937	334	--	98	228	224	4	277

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SAN FRANCISCO, CALIFORNIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Drugs and Drug Sundries (specialty lines)	19	\$6,712	\$1,485	--	314	\$793	\$793	--	\$828
Drug specialties	9	4,016	1,012	--	235	602	602	--	516
Patent medicines	4	1,363	279	--	33	97	97	--	204
All other	6	1,333	194	--	46	94	94	--	108
Dry Goods (specialty lines)	14	5,113	523	2	151	304	304	--	1,142
Notions	6	2,260	279	--	90	167	167	--	491
Piece goods	8	2,853	244	2	61	137	137	--	651
Electrical Goods	17	9,941	1,168	3	326	748	747	\$1	1,032
Apparatus and equipment	7	4,312	507	--	154	354	354	--	506
Wiring supplies and construction material	5	2,469	247	3	44	86	85	1	294
All other	5	3,160	414	--	128	308	308	--	232
Groceries and Foods (specialty lines)	40	113,206	14,350	2	1,362	2,634	2,536	98	9,081
Canned goods	7	14,967	1,227	--	224	457	371	86	2,708
Confectionery	6	2,702	340	--	95	146	144	2	90
Meats and meat products	5	11,328	810	2	327	484	477	7	396
All other	22	84,209	11,973	--	716	1,547	1,544	3	5,887
Jewelry and Optical Goods	10	2,442	517	--	125	308	308	--	485
Other jewelry specialties	6	1,952	276	--	58	162	162	--	224
All other	4	490	241	--	67	146	146	--	261
Lumber and Construction Materials	9	2,026	418	--	121	216	216	--	88
Machinery, Equipment and Supplies	99	17,836	4,207	--	1,248	2,406	2,355	51	4,588
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	14	2,782	900	--	349	682	680	2	334
Store, restaurant and hotel	6	1,098	337	--	79	142	101	41	134
Industrial equipment and supplies									
Power transmission equipment	7	1,024	163	--	55	110	110	--	105
All other	23	3,011	544	--	146	267	266	1	581
Industrial machinery									
Construction (including road building)	7	1,095	199	--	41	111	111	--	206
All other	14	3,567	733	--	225	430	429	1	1,672
Professional equipment and supplies									
Surgical, medical and hospital	7	585	136	--	37	83	83	--	77
All other	5	999	252	--	86	172	171	1	214
Other machinery, equipment and spls.	16	3,675	943	--	230	409	404	5	1,265
Metals and Metal Work (except scrap)	15	29,255	1,939	--	514	1,024	1,014	10	2,196
Iron and steel (except structural)	8	25,877	1,318	--	278	624	623	1	1,350
All other	7	3,378	621	--	236	400	391	9	846
Paper and Its Products	14	6,696	1,063	--	325	635	629	6	1,136
Wrapping or coarse paper and products	8	6,139	866	--	261	527	521	6	1,072
Stationery and stationery supplies	6	557	197	--	64	108	108	--	64
Plumbing and Heating Equipment and Spls.	11	2,627	577	2	150	235	235	--	563
All Other	33	47,924	5,764	3	536	1,093	1,087	6	2,928
Books, periodicals and newspapers	5	1,339	388	--	110	202	202	--	654
Miscellaneous kinds of business 6/	28	46,585	5,376	3	426	891	885	6	2,274

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SAN FRANCISCO, CALIFORNIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>	138	\$137,146	\$10,407	5	1,137	\$2,678	\$2,618	\$60	--
Amusement and Sporting Goods	4	3,394	382	--	129	223	223	--	--
Chemicals and Paints	6	6,972	630	--	65	156	156	--	--
Clothing and Furnishings	7	1,659	54	1	7	34	34	--	--
Dry Goods (specialty lines)	6	1,603	58	1	17	33	33	--	--
Electrical Goods	6	727	96	--	25	49	49	--	--
Furniture and House Furnishings	8	2,841	233	1	31	95	95	--	--
Groceries and Foods (specialty lines)	7	31,506	4,102	--	212	396	396	--	--
Machinery, Equipment and Supplies	29	42,365	686	--	151	452	449	3	--
Metals and Metal Work (except scrap)	14	18,865	920	--	142	383	383	--	--
Paper and Its Products	13	15,691	1,851	--	72	250	195	55	--
Plumbing and Heating Equipment and Spls.	5	175	33	--	9	18	17	1	--
All Other 7/	33	11,348	1,362	2	277	589	588	1	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	20	17,699	2,878	--	1/	1/	1/	1/	\$558
<b>AGENTS AND BROKERS</b>	638	186,871	6,969	566	1,826	3,471	3,382	89	5,138
Amusement and Sporting Goods	13	2,029	60	16	19	23	20	3	40
Toys, novelties and fireworks	8	779	35	8	9	12	10	2	8
All other	5	1,250	25	8	10	11	10	1	32
Automotive	20	2,087	190	18	49	95	90	5	86
Chemicals and Paints	14	3,264	115	12	25	54	53	1	171
Industrial chemicals	6	2,016	80	4	16	43	43	--	149
All other	8	1,248	35	8	9	11	10	1	22
Drugs and Drug Sundries (specialty lines)	10	2,218	126	8	73	82	81	1	89
Drug specialties	3	1,283	47	3	24	32	31	1	62
Toilet articles and preparations	3	426	34	2	33	29	29	--	27
All other	4	509	45	3	16	21	21	--	--
Dry Goods (specialty lines)	37	10,803	264	35	64	112	111	1	331
Notions	5	2,235	115	5	28	34	34	--	272
Piece goods	29	8,328	139	27	36	78	77	1	52
All other	3	240	10	3	--	--	--	--	7
Electrical Goods	40	2,677	238	32	105	147	141	6	312
Apparatus and equipment	12	526	49	7	22	29	29	--	79
Wiring supplies and construction material	14	1,426	142	10	58	91	90	1	204
Radios, refrigerators and appliances	14	725	47	15	25	27	22	5	29
Farm Products - raw materials	20	12,715	250	18	36	87	85	2	856
Grain	10	5,754	82	7	12	24	23	1	32
Wool and mohair	3	399	8	3	2	2	2	--	--
All other	7	6,562	160	8	22	61	60	1	824
Farm Products - consumer goods	29	9,522	679	37	225	405	395	10	205
Fruits and vegetables (fresh)	25	7,808	636	34	214	387	378	9	116
All other	4	1,714	43	3	11	18	17	1	89
Farm Supplies	8	2,485	110	7	33	65	62	3	18
Feed	4	761	32	4	8	11	8	3	--
All other	4	1,724	78	3	25	54	54	--	18
Furniture and House Furnishings	29	7,207	345	27	99	215	209	6	627
Floor coverings	4	4,818	219	2	61	138	138	--	621
Furniture (household and office)	7	601	58	7	19	36	32	4	2
House furnishings (except as specified)	9	1,293	17	10	5	7	6	1	4
All other	9	495	51	8	14	34	33	1	--
General Merchandise	4	1,651	70	5	17	43	43	--	--

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SAN FRANCISCO, CALIFORNIA

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>AGENTS AND BROKERS (continued)</b>									
Groceries and Foods (specialty lines)	89	\$85,163	\$1,881	68	438	\$961	\$949	\$12	\$1,246
Canned goods	30	18,875	400	21	109	226	219	7	229
Coffee, tea and spices	11	14,173	300	11	77	145	144	1	10
Flour	4	4,270	48	2	9	10	9	1	8
Sugar	3	16,438	149	1	26	87	86	1	30
All other	41	31,407	984	33	217	493	491	2	969
Hardware	28	2,420	151	21	53	80	77	3	28
Hardware (specialty lines)	28	2,420	151	21	53	80	77	3	28
Jewelry and Optical Goods	21	1,175	91	21	21	46	46	--	97
Other jewelry specialties	17	782	38	18	6	7	7	--	56
All other	4	393	53	3	15	39	39	--	41
Lumber and Construction Materials	28	6,981	524	23	92	189	185	4	301
Builders' supplies (full line)	6	505	162	5	8	11	7	4	--
Lumber and millwork	18	5,581	215	14	55	96	96	--	68
All other	4	895	147	4	29	82	82	--	233
Machinery, Equipment and Supplies	97	7,596	710	80	204	387	374	13	473
Commercial machinery, eqpt. and sple.									
Store, restaurant and hotel	8	371	27	7	10	11	8	3	12
All other	4	333	71	4	13	33	33	--	155
Farm and dairy machinery and equipment	3	81	20	2	5	8	7	1	9
Industrial equipment and supplies									
Belting, hose and packing	4	85	7	3	4	2	1	1	4
All other	25	2,285	243	19	62	120	117	3	148
Industrial machinery									
Mining and quarrying	5	572	24	4	7	13	13	--	--
Power plant	10	771	176	8	56	128	127	1	104
Used machinery and equipment	3	66	3	3	1	--	--	--	--
All other	15	739	60	13	23	28	26	2	27
Service equipment and supplies									
Upholsterers'	3	155	10	2	4	6	5	1	--
All other	5	94	4	5	3	3	3	--	2
Other machinery, equipment and supplies	12	2,044	65	10	16	35	34	1	12
Metals and Metal Work (except scrap)	10	1,626	76	8	24	39	39	--	5
Iron and steel (except structural)	6	294	20	6	9	13	13	--	4
All other	4	1,332	56	2	15	26	26	--	1
Paper and Its Products	12	2,548	345	10	58	119	111	8	1
Wrapping or coarse paper and products	7	2,396	337	5	54	117	111	6	--
Stationery and stationery supplies	5	152	8	5	4	2	--	2	1
Petroleum and Its Products	4	4,513	104	2	28	54	54	--	--
Plumbing and Heating Equipment and sple.	22	1,423	157	21	43	71	68	3	155
All Other	103	16,768	483	97	120	197	189	8	97
Books, periodicals and newspapers	3	103	3	2	1	2	1	1	--
Forest products (except lumber)	4	385	16	5	6	11	10	1	--
Leather and leather goods	9	1,470	68	8	24	39	39	--	17
Oils and greases (animal and vegetable)	5	5,912	66	3	12	27	25	2	--
Miscellaneous kinds of business <u>8/</u>	82	8,898	330	79	77	118	114	4	80

(continued on next page)

CENSUS OF  
BUSINESSWHOLESALE DISTRIBUTION: 1935  
CITY OF SAN FRANCISCO, CALIFORNIATABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<u>ASSEMBLERS</u>	28	\$39,646	\$2,653	54	1,212	\$1,277	\$1,233	\$44	\$283
Farm Products - consumer goods	20	22,781	2,209	47	1,131	1,114	1,075	39	155
Groceries and Foods (specialty lines)	4	11,799	400	1	68	147	143	4	127
All Other <u>9/</u>	4	5,066	44	6	13	16	15	1	1

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

- 1/ Does not include employment and pay roll for commission bulk tank stations. (See text).  
 2/ Includes stocks not owned but held on consignment valued at \$5,986,000.  
 3/ Includes 1 converter; 2 mail-order wholesalers; and 2 retailer-cooperative warehouses.  
 4/ Includes 6 auction companies and 2 other agents.  
 5/ Includes 95 establishments dealing in clothing and furnishings; and 25 in miscellaneous kinds of business.  
 6/ Includes 2 establishments dealing in dairy products (full line); 8 in furniture and house furnishings; 3 in hardware; 2 in petroleum and its products; 5 in tobacco and its products (except leaf); and 8 in miscellaneous kinds of business.  
 7/ Includes 1 establishment dealing in automotive products; 2 in beer, wines and liquors; 3 in drugs and drug sundrie (specialty lines); 1 in farm products - consumer goods; 2 in jewelry and optical goods; 10 in lumber and construction materials; 2 in petroleum and its products; 1 in tobacco and its products (except leaf); and 11 in all other products.  
 8/ Includes 7 establishments dealing in beer, wines and liquors; 56 in clothing and furnishings; 1 in coal and coke; 2 in waste materials; and 16 in miscellaneous kinds of business.  
 9/ Includes 1 establishment dealing in farm products - raw materials and 3 in all other products.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SEATTLE, WASH.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>TOTALS, 1935:</b>	<b>1,276</b>	<b>\$329,668</b>	<b>\$36,523</b>	<b>540</b>	<b>10,969</b>	<b>\$18,381</b>	<b>\$18,002</b>	<b>\$379</b>	<b>1/229,460</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESAERS</b>	<b>764</b>	<b>136,824</b>	<b>20,323</b>	<b>373</b>	<b>6,805</b>	<b>10,469</b>	<b>10,222</b>	<b>247</b>	<b>19,976</b>
Wholesale merchants	689	116,884	17,988	348	6,218	9,449	9,226	223	18,203
Exporters	10	4,875	597	6	56	113	112	1	192
Importers	14	6,215	647	--	193	352	347	5	573
Industrial distributors	22	2,612	531	3	182	335	319	16	739
Drop shippers or deak jobbers	7	1,702	200	4	27	39	39	--	31
Retailer-cooperative warehouses	3	3,025	99	--	39	51	51	--	22
Wagon distributors	14	658	173	11	52	82	80	2	56
All other 2/	5	853	88	1	38	48	48	--	160
<b>MANUFACTURERS' SALES BRANCHES</b> (With stocks)	<b>161</b>	<b>65,494</b>	<b>8,950</b>	<b>--</b>	<b>2,229</b>	<b>4,256</b>	<b>4,218</b>	<b>38</b>	<b>6,387</b>
<b>MANUFACTURERS' SALES OFFICES</b> (Without stocks)	<b>43</b>	<b>21,837</b>	<b>1,482</b>	<b>--</b>	<b>254</b>	<b>535</b>	<b>550</b>	<b>5</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM) 3/</b>	<b>23</b>	<b>20,582</b>	<b>2,623</b>	<b>1</b>	<b>785</b>	<b>1,339</b>	<b>1,287</b>	<b>52</b>	<b>1,431</b>
<b>AGENTS AND BROKERS</b>	<b>278</b>	<b>81,444</b>	<b>2,753</b>	<b>166</b>	<b>691</b>	<b>1,499</b>	<b>1,475</b>	<b>24</b>	<b>1,547</b>
Brokers	56	31,154	839	27	178	454	451	3	152
Commission merchants	11	10,072	349	3	78	185	185	--	217
Export agents	22	18,265	453	4	108	259	259	--	--
Import agents	7	354	14	5	5	7	7	--	6
Manufacturers' agents	161	10,935	624	116	212	345	333	12	437
Selling agents	18	8,517	397	10	91	208	205	3	360
Other agents 4/	3	2,147	77	1	19	41	35	6	375
<b>ASSEMBLERS</b>	<b>7</b>	<b>3,487</b>	<b>392</b>	<b>--</b>	<b>205</b>	<b>283</b>	<b>270</b>	<b>13</b>	<b>119</b>
Cooperative marketing associations	3	2,195	252	--	161	224	223	1	--
All other 5/	4	1,294	140	--	44	59	47	12	119
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION</b>									
<b>WHOLESALESAERS</b>	<b>764</b>	<b>136,824</b>	<b>20,323</b>	<b>373</b>	<b>6,805</b>	<b>10,469</b>	<b>10,222</b>	<b>247</b>	<b>19,976</b>
Amusement and Sporting Goods	23	1,659	316	9	103	172	169	3	129
Moving picture films	7	829	170	2	48	96	96	--	--
Sporting goods (full line)	6	303	56	3	22	31	31	--	65
All other	10	527	90	4	33	45	42	3	64
Automotive	57	6,216	1,437	21	499	825	818	7	1,118
Automotive equipment	51	3,656	1,034	18	406	632	627	5	954
All other	6	2,560	403	3	93	193	191	2	164
Beer, Wines and Liquors	22	3,796	409	10	126	198	188	10	484
Beer and other fermented malt liquors	14	2,336	218	8	89	134	133	1	270
Wines and liquors	8	1,460	191	2	37	64	55	9	214
Chemicals and Paints	13	517	116	8	51	76	72	4	89
Clothing and Furnishings	35	2,703	421	25	150	227	226	1	310
Drugs (full line)	3	4,216	628	6	253	325	310	15	908
Drugs and Drug Sundries (specialty lines)	11								
Dry Goods (specialty lines)	15	1,507	206	9	58	94	91	3	274
Electrical Goods	33	6,204	1,097	12	384	510	494	16	1,013
Electrical merchandise (full line)	4	2,980	526	1	138	263	264	1	492
Radios, refrigerators and appliances	18	2,538	465	5	186	177	162	15	376
All other	11	686	106	6	80	68	68	--	145
Farm Products - raw materials	15	8,534	744	7	176	199	182	17	1,360
Farm Products - consumer goods	83	18,890	2,543	47	973	1,501	1,490	11	668
Farm Supplies	9	2,730	268	1	69	92	91	1	251
Furniture and House Furnishings	19	2,724	462	6	178	238	235	3	523

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SEATTLE, WASH.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries (full line)	26	\$16,047	\$1,486	1	520	\$858	\$851	\$7	\$2,045
Groceries and Foods (specialty lines)	120	17,006	2,716	96	748	1,167	1,132	35	3,283
Coffee, tea and spices	7	1,626	455	2	134	252	251	1	309
Confectionery	8	186	40	8	19	22	--	--	9
Fish and sea foods	23	4,063	555	8	250	320	296	24	272
Meats and meat products	21	2,094	307	23	96	165	160	3	60
Soft drinks	3	12	1	3	2	1	--	1	--
All other	58	9,025	1,358	52	247	409	403	6	2,633
Hardware	7	5,013	916	--	377	550	550	--	1,229
Jewelry and Optical Goods	17	1,517	304	9	125	184	181	3	362
Lumber and Construction Materials	32	9,697	1,459	9	343	577	530	47	633
Builders' supplies (full line)	6	872	279	2	94	145	100	45	82
Lumber and millwork	19	7,949	953	5	165	285	233	2	425
All other	7	876	227	2	84	147	147	--	126
Machinery, Equipment and Supplies	115	11,711	2,378	42	798	1,297	1,263	34	2,719
Metals and Metal Work (except scrap)	10	1,903	427	--	129	234	234	--	646
Paper and Its Products	22	2,306	436	8	152	285	284	1	430
Petroleum and Its Products	3	18	7	3	4	3	3	--	5
Plumbing and Heating Equipment and Spls.	12	1,528	367	6	108	204	201	3	404
Tobacco and Its Products (except leaf)	6	4,312	218	1	75	143	139	4	220
Waste Materials	21	3,192	357	17	139	190	184	6	256
All Other 6/	35	2,878	595	21	267	320	304	16	617
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
Automotive	14	12,988	1,439	--	384	738	735	3	1,131
Chemicals and Paints	13	4,824	961	--	220	439	435	4	672
Clothing and Furnishings	5	702	102	--	21	30	28	2	105
Drugs and Drug Sundries (specialty lines)	5	1,153	358	--	54	157	157	--	110
Groceries and Foods (specialty lines)	32	22,899	2,532	--	551	1,053	1,016	17	1,223
Canned goods	7	4,210	443	--	89	200	195	5	372
Meats and meat products	10	9,275	775	--	250	425	419	6	366
Other food and grocery specialties	15	9,414	1,314	--	212	408	402	6	485
Machinery, Equipment and Supplies	35	3,966	1,015	--	353	634	630	4	308
Metals and Metal Work (except scrap)	9	4,842	356	--	95	166	164	2	820
All Other 7/	48	14,120	2,187	--	551	1,059	1,053	6	1,518
<b>MANUFACTURERS' SALES BRANCHES (WITHOUT STOCKS)</b>									
Machinery, Equipment and Supplies	11	4,348	136	--	40	94	94	--	--
All Other 8/	32	17,489	1,346	--	214	441	436	5	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	23	20,582	2,823	1	785	1,339	1,287	52	1,431
<b>AGENTS AND BROKERS</b>									
Farm Products - raw materials	11	9,200	164	5	37	84	78	6	422
Farm Products - consumer goods	13	7,300	418	1	102	256	256	--	48
Furniture and House Furnishings	8	1,192	41	6	12	16	16	--	76
Groceries and Foods (specialty lines)	62	35,622	937	30	200	472	466	6	567
Hardware	11	614	29	5	12	13	12	1	4
Jewelry and Optical Goods	4	46	2	3	2	1	1	--	2
Lumber and Construction Materials	25	17,857	511	9	137	327	327	--	5
Machinery, Equipment and Supplies	36	1,849	223	25	74	122	119	3	199
Metals and Metal Work (except scrap)	8	557	32	6	6	15	15	--	8
Plumbing and Heating Equipment and Spls.	9	924	75	6	15	28	27	1	67
All Other 9/	91	6,283	321	70	94	165	158	7	149

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## CITY OF SEATTLE, WASH.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>ASSEMBLERS</b>	7	\$3,487	\$392	--	205	\$283	\$270	\$13	\$119
Farm Products - consumer goods	4	2,576	269	--	174	232	224	8	8
All Other <u>10/</u>	3	911	123	--	31	51	46	5	111

\* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Includes stocks not owned but held on consignment valued at \$2,144,000.

2/ Includes 1 voluntary-group wholesaler; 3 converters; and 1 mail-order wholesaler.

3/ Includes 23 bulk tank stations dealing in petroleum and its products, 2 of which are independent stations and 21 chain-operated stations.

4/ Includes 1 auction company and 2 other agents.

5/ Includes 1 country buyer of farm products and 3 packers and shippers.

6/ Includes 5 establishments dealing in coal and cokes and 30 in all other products.

7/ Includes 6 establishments dealing in amusement and sporting goods; 3 in beer, wines and liquors; 2 in dry goods (specialty lines); 8 in electrical goods; 1 in farm products - consumer goods; 1 in farm supplies; 5 in furniture and house furnishings; 2 in hardware; 1 in jewelry and optical goods; 3 in lumber and construction materials; 5 in paper and its products; 2 in petroleum and its products; 3 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 5 in all other products.

8/ Includes 3 establishments dealing in amusement and sporting goods; 1 in chemicals and paints; 1 in clothing and furnishings; 1 in drugs and drug sundries (specialty lines); 1 in electrical goods; 1 in furniture and house furnishings; 4 in groceries and foods (specialty lines); 1 in hardware; 3 in lumber and construction materials; 4 in metals and metal work (except scrap); 4 in paper and its products; 1 in plumbing and heating equipment and supplies; 1 in tobacco and its products (except leaf); and 6 in all other products.

9/ Includes 2 establishments dealing in amusement and sporting goods; 18 in automotive products; 1 in beer, wines and liquors; 6 in chemicals and paints; 9 in clothing and furnishings; 2 in coal and coke; 1 in drugs and drug sundries (specialty lines); 11 in dry goods (specialty lines); 22 in electrical goods; 5 in farm supplies; 5 in paper and its products; 1 in petroleum and its products; and 8 in all other products.

10/ Includes 2 establishments dealing in groceries and foods (specialty lines) and 1 in all other products.







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