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UNITED STATES DEPARTMENT OF COMMERCE

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CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

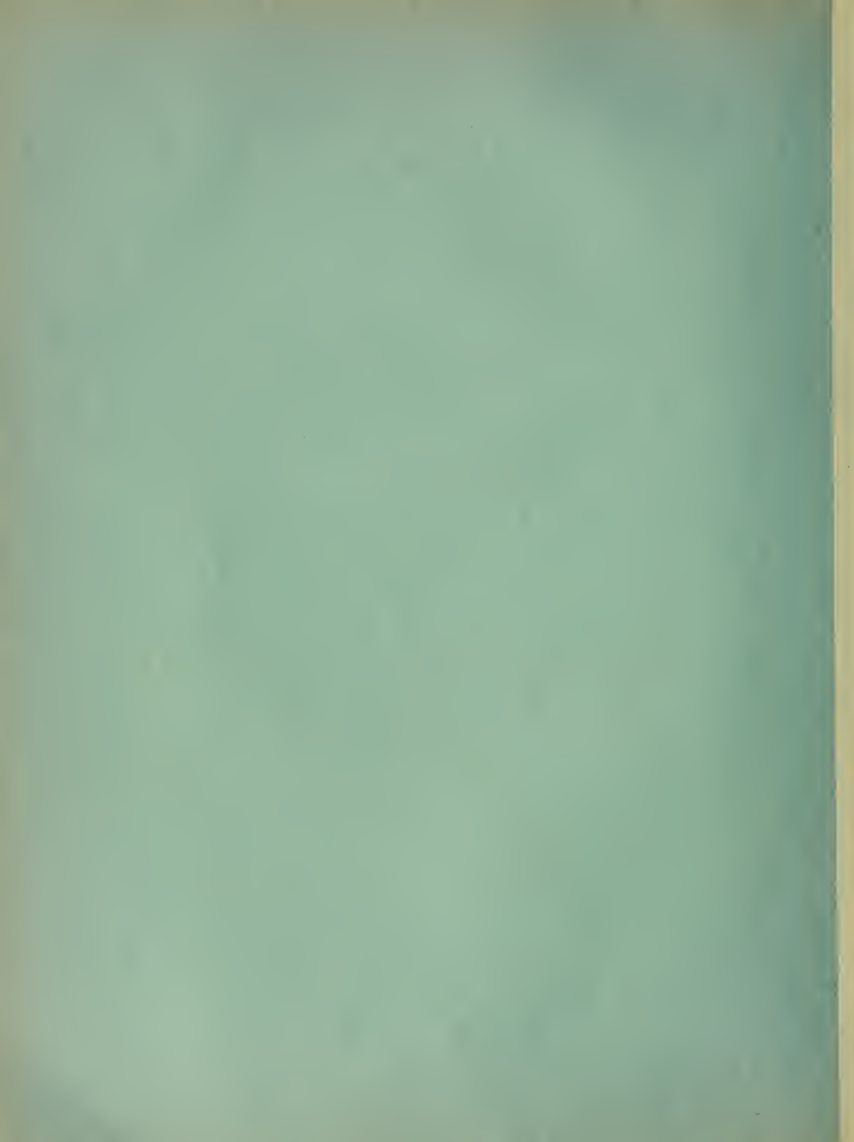
VOLUME V

EMPLOYMENT AND PAY ROLL

Monthly Employment, by Kinds of Business
and
Employment and Pay Roll For One Week
by Occupational Classes



MARCH, 1937



UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician

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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 is in three sections. In Section One, a brief analysis of the data is given together with a description of terms and methods of classification, and a tabular summary (Table 1) of wholesale trade of the United States. Section Two (Table 2) shows the number of paid employees by months together with the average for the year. In Section Three (Tables 3A and 3B) employment and pay roll are presented for one week of 1935. Table 3A shows number and pay roll of employees, full-time and part-time separately, for selected types of operation. Table 3B shows number and pay roll of full-time employees for one week by occupational classes.

Table 2 of this volume corresponds in part to Table 6 (Wholesale Distribution, Volumes I to VII) of the 1933 Census of American Business.

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.

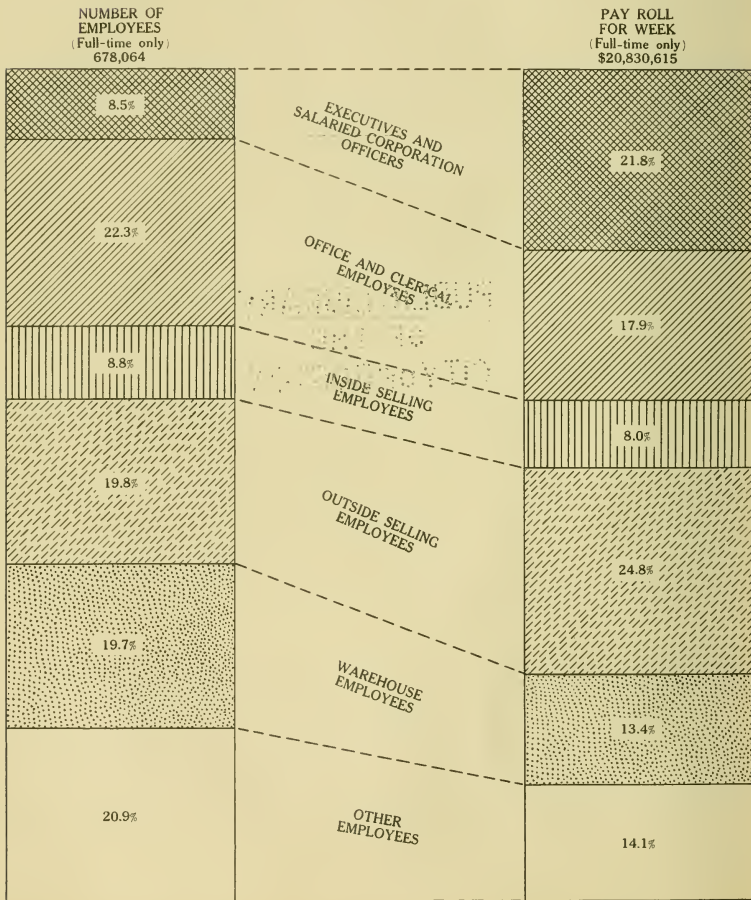
Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

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WHOLESALE DISTRIBUTION: 1935

CHART I - 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.)



WHOLESALE DISTRIBUTION: 1935ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; 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.

It also contains new matter not treated in greater detail elsewhere, including a section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations; a study of cooperative and voluntary group wholesaling; and a summary of the number and nature of establishments operated by Negro proprietors.

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 kinds-of-business groups (Table 1A). In a separate section 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 classes (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 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 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 Wholesaling, including Voluntary Groups
- Drug Wholesaling
- Electrical Wholesaling
- Hardware Wholesaling
- Multi-Unit Wholesaling
- Tobacco Wholesaling
- Cooperative Marketing of Agricultural Commodities

WHOLESALE DISTRIBUTION: 1935VOLUME VMONTHLY EMPLOYMENT BY KINDS OF BUSINESSANDEMPLOYMENT AND PAY ROLL FOR ONE WEEKBY OCCUPATIONAL CLASSESCONTENTS AND INDEXSECTION ONE

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SECTION TWO

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SECTION THREE

TABLE 3A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL - presenting in summary for the United States, data for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), agents and brokers, and bulk tank stations, each type by 29 kind-of-business groups. For States and for the 13 largest cities, the data are shown separately for the first 4 types of operation enumerated above, but without reference to kinds of business.

TABLE 3B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS - presenting in summary for the United States, data for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), agents and brokers, and bulk tank stations, each type by 29 kind-of-business groups. For States and for the 13 largest cities, the data are shown separately for the first 4 types of operation enumerated above, but without reference to kinds of business.

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WHOLESALE DISTRIBUTION: 1935VOLUME VEMPLOYMENT AND PAY ROLL

This volume, which presents data on employment and pay roll of wholesale establishments, is in three sections. In Section One a brief analysis of the data is given together with a description of terms and methods of classification and a tabular summary (Table 1) of the Wholesale Trade for the United States. Section Two (Table 2) shows the number of paid employees by months together with the average number for the year. In Section Three (Tables 3A and 3B) employment and pay roll are presented for one week of 1935. Table 3A shows number and pay roll of employees (full-time and part-time separately) for selected types of operation. Table 3B shows number and pay roll of full-time employees for one week by occupational groups.

SECTION ONE

MONTHLY EMPLOYMENT

The number of paid employees of wholesale establishments in the United States in 1935 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 or one out of every 93 individuals in the country.

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. For each of the two years the low appears in March and the high in October. It is probably true that 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.

A comparative summary of the number of paid employees by months for 1935 and 1933 is given below:

Month	Number of employees (full-time and part-time combined)		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 (see text, Page 24), 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 II, which vary from Table 2 by the amounts of the estimates. The estimates are as follows:

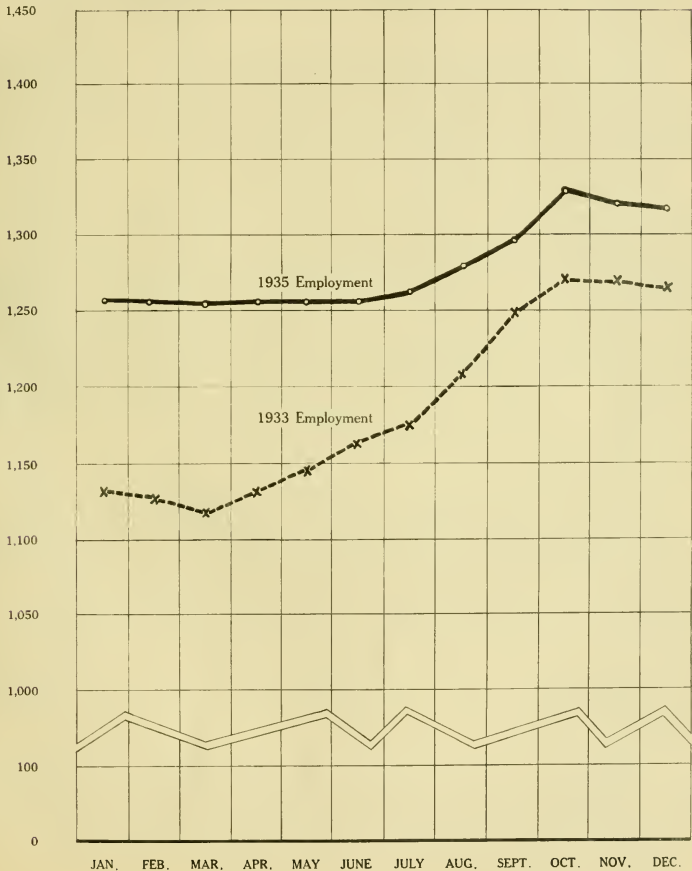
Average for the year 17,164

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 II - COMPARATIVE EMPLOYMENT BY MONTHS, 1933 AND 1935
ALL TYPES OF OPERATION COMBINEDNUMBER OF
EMPLOYEES
(EXPRESSED IN
THOUSANDS)

(Full-time and part-time employees combined)



Variation by Kinds of Business

In Table A, Page 11, the number of employees is shown by months for each of 29 kind-of-business groups, all types of operation combined. For each trade the number is also expressed as a percent of the average for the year, the ratio for the maximum number being underscored. It is interesting to note that October was the high month for 14 of the 29 trades and December for 11. General merchandise and grocery specialties reached their peaks in November, while January was high for coal and coke and July for petroleum and its products.

The low point in monthly employment was reached by 17 of the 29 trades in January, by 4 in February and by 2 in March. The low for general merchandise appeared in May; farm products-raw materials in June; while July was low for the following trades: coal and coke; dry goods (full line); farm supplies; and grocery and food specialties.

The largest seasonal variation is found in the farm products-raw materials trade which, in terms of percent of average, shows a 32.5 point gain in December over June. Beer, wines and liquors, a relatively new and growing business, is second with a 14.2 point gain in October over January. Other trades showing significant seasonal variations are: farm supplies, October 10.4 points higher than July; coal and coke, 9.9 points higher in January than in July; farm products-consumer goods, 9.9 point gain for October over January; jewelry and optical goods, December 9.6 points in excess of January; plumbing and heating, 9.6 point gain in October over February; and waste materials, October 9.6 points higher than in January. In contrast, 20 of the 29 trades show a variation from the low month to the high month of only 9.5 points or less.

Variation by States

A study of monthly employment figures by States reveals some rather pronounced seasonal variations (See Table B). North Carolina, Kentucky and Idaho, for example, each shows over a 50 point difference between the low month and the high month. Significant variations are also noted for the following States: Florida with December 45.3 points in excess of July; Washington with October 32.3 points over March; South Carolina with September 31.3 points over April; and Virginia with November 21.3 points in excess of the low for July. Twenty-two of the 48 States show a seasonal variation of 10 points or more. In general, States which are predominately agricultural, particularly those with emphasis upon only a few crops, show pronounced seasonal variation, while those which are more or less industrial, or which are characterized by diversified activity, show little seasonal change.

The significance of October as a month of employment is indicated by the fact that it was the peak for 24 of the 48 States (see Table B). November was a high month for 7 States and for the District of Columbia, followed by December which was the highest month for 7 States. Only 2 States, Kentucky and Mississippi, show peak employment prior to the month of July.

UNITED STATES SUMMARY

TABLE A. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

[For each kind of business, both the number of employees and percent of average are given.]

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												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sept- ember	October				
TOTAL	97,225	1,250,553	1,236,733	1,236,024	1,236,127	1,236,252	1,237,635	1,237,873	1,244,144	1,252,498	1,279,420	1,311,925	1,302,255	1,303,3	1,299,768	
		100.0	98.2	98.1	98.2	98.2	98.2	98.2	98.2	98.7	100.2	104.1	103.3	103.3	103.1	
Amusement and Sporting Goods	893	18,691	18,371	18,445	18,513	18,732	18,961	19,185	19,347	19,481	19,674	19,125	19,347	19,315	19,999	
Automotive	3,766	74,868	72,451	73,111	73,999	74,259	74,754	75,527	75,903	76,488	76,903	76,488	76,903	76,488	76,925	
Beer, Wines and Liquors	4,353	37,050	36,512	36,812	37,100	37,426	37,700	38,045	38,319	38,593	38,867	39,141	39,415	39,689	40,053	
Chemicals and Paints	930	25,253	24,479	24,815	25,048	25,359	25,446	25,510	25,546	25,566	25,577	25,577	25,577	25,577	25,577	
Clothing and Furnishings	4,444	35,668	37,957	38,203	38,431	38,201	38,103	38,160	38,246	38,246	38,246	38,246	38,246	38,246	38,246	
Coal and Coke	374	13,128	13,601	13,775	13,941	12,568	12,561	12,494	12,537	12,537	12,537	12,537	12,537	12,537	12,537	
Drugs (full line)	36	15,077	14,922	14,949	14,952	14,973	14,975	15,041	15,065	15,067	15,112	15,112	15,112	15,112	15,112	
Drugs and Drug Sundries (specialty lines)	913	16,221	15,729	15,688	15,675	15,699	16,104	16,140	16,140	16,140	16,140	16,140	16,140	16,140	16,140	
Dry Goods (full line)	175	100,0	97,7	98,4	99,1	99,2	99,5	99,5	99,5	99,5	99,5	99,5	99,5	99,5	99,5	
Dry Goods (specialty lines)	3,928	34,878	34,232	34,541	34,727	34,570	34,451	34,517	34,593	34,672	34,751	34,830	34,909	34,988	35,067	
Electrical Goods	1,992	40,796	39,849	40,050	40,242	40,694	40,516	40,684	40,863	41,015	41,066	41,267	41,506	41,565	41,565	
Farm Products - raw materials	12,935	68,765	71,077	64,006	59,701	57,422	59,522	57,422	59,522	57,422	59,522	57,422	59,522	57,422	59,522	
Farm Products - consumer goods	19,009	138,352	134,789	135,456	136,531	138,946	137,541	134,942	134,942	135,456	136,531	138,940	140,210	140,019	140,019	
Farm Supplies	1,520	15,850	15,954	15,084	15,183	15,856	15,498	15,188	14,996	15,428	15,428	15,428	15,428	15,428	15,428	
Furniture and House Furnishings	1,731	100,0	100,0	102,1	102,1	97,8	95,4	94,5	94,5	97,3	97,3	97,3	97,3	97,3	97,3	
General Merchandise	179	9,924	9,907	9,922	9,930	9,953	9,989	9,989	9,989	9,989	9,989	10,021	10,021	10,021	10,021	
Groceries (full line)	1,460	67,642	67,050	66,991	65,960	66,959	67,174	67,595	67,911	68,301	68,745	69,191	69,637	69,637	69,637	
Groceries and Foods (specialty lines)	12,739	148,378	148,014	147,542	145,305	144,554	143,222	143,815	144,401	144,987	145,573	146,159	146,745	147,331	147,917	
Hardware	710	32,319	31,754	31,859	32,055	32,165	32,275	32,384	32,494	32,604	32,714	32,824	32,934	33,044	33,154	
		100.0	98.2	98.1	98.2	98.2	98.2	98.2	98.2	98.7	100.2	104.1	103.3	103.3	103.1	

(continued)

* Estimates for commission bulk tank retailers not included. See text. Ratios for months with highest employment are unrounded.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE A. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

(For each kind of business, both the number of employees and percent of average are given.)

Kind of Business	Active pro- priators and firm members	Employees (fulltime and part-time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October				
Jewelry and Optical Goods	1,435	14,470	14,053	14,074	14,112	14,157	14,204	14,256	14,310	14,369	14,425	15,068	15,441	15,068	15,441	
		100.0	97.1	97.3	97.5	97.9	98.2	98.5	98.9	99.4	101.2	105.1	104.1	104.1	105.7	
Lumber and Construction Materials	1,818	39,404	37,703	37,808	38,240	38,695	39,370	39,497	39,623	39,919	40,438	40,917	40,588	39,855	39,855	
		100.0	95.7	95.9	97.0	98.7	99.9	100.2	100.6	101.3	102.6	103.0	103.0	101.1	101.1	
Machinery, Equipment and Supplies	5,574	112,468	107,545	108,552	111,100	111,632	113,450	114,007	114,574	115,457	115,233	115,375	115,375	115,375	115,375	
		100.0	95.6	96.5	97.9	98.8	99.3	100.3	100.8	101.4	101.7	102.5	102.5	102.5	102.5	
Metals and Metal Work (except scrap)	598	24,254	22,885	23,023	23,574	23,974	24,561	24,966	25,351	25,827	26,303	26,779	27,255	27,731	28,207	
		100.0	94.4	95.0	96.1	97.7	99.0	100.2	101.3	102.4	103.4	104.5	105.6	106.7	107.8	
Paper and its Products	1,659	31,649	31,270	31,193	31,205	31,318	31,366	31,470	31,565	31,784	31,981	32,148	32,315	32,482	32,649	
		100.0	97.6	97.5	97.6	97.7	97.8	97.9	98.0	98.2	98.4	98.6	98.8	99.0	99.2	
Petroleum and its Products	3,999	140.0	100.2	99.9	99.5	99.8	99.5	99.2	98.9	98.6	98.3	98.0	97.7	97.4	97.1	
		100.0	96.2	95.9	96.6	97.2	97.8	98.2	98.6	98.9	99.2	99.5	99.8	100.1	100.4	
Plumbing and Heating Expt. and Spls.	950	24,785	23,840	23,765	23,935	24,100	24,356	24,353	24,635	25,093	25,454	25,941	26,428	26,915	27,402	
		100.0	96.2	95.9	96.6	97.2	97.8	98.2	98.6	98.9	99.2	99.5	99.8	100.1	100.4	
Tobacco and its Products (except leaf)	1,877	19,435	19,040	19,042	19,092	19,170	19,247	19,310	19,350	19,409	19,468	19,527	19,586	19,645	19,704	
		100.0	98.0	98.0	98.2	98.6	99.0	99.4	99.7	99.9	100.1	100.3	100.5	100.7	100.9	
Waste Materials	4,454	29,771	28,335	28,489	28,902	29,352	29,508	29,862	29,661	30,022	30,315	30,608	30,901	31,194	31,487	
		100.0	95.2	95.7	97.1	98.6	99.1	100.6	100.3	100.8	101.6	102.4	103.2	104.0	104.8	
All Other	4,285	37,542	35,601	35,606	35,596	35,772	35,948	36,124	36,300	36,476	36,652	36,828	37,004	37,180	37,356	
		100.0	98.0	98.0	98.0	98.0	98.1	98.1	98.1	98.2	98.2	98.3	98.3	98.4	98.4	

* Estimates for commission bulk tank stations not included. See text. Ratios for months with highest employment are underlined.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE B.—NUMBER OF EMPLOYEES BY MONTHS FOR EACH STATE
EXPRESSED AS A PERCENT OF THE AVERAGE FOR THE YEAR

(The number of employees for each state is given in Table 2, Page 31.)

Division and State	Employees (fulltime and part- time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH EXPRESSED AS A PERCENT OF THE AVERAGE FOR THE YEAR											
		January	February	March	April	May	June	July	August	Sep- tember	October	Nov- ember	De- cember
		100.0	98.3	98.2	98.1	98.2	98.2	98.2	98.7	100.2	101.5	104.1	103.3
UNITED STATES													
NEW ENGLAND													
Connecticut	100.0	101.0	100.5	98.7	96.5	97.2	97.3	97.6	97.9	99.2	104.3	104.7	105.0
Maine	100.0	101.9	102.0	100.7	99.6	97.2	95.6	94.5	94.2	101.6	107.2	103.9	101.8
Massachusetts	100.0	98.6	98.1	98.6	98.9	99.5	100.1	100.6	100.7	100.5	101.9	101.1	101.4
New Hampshire	100.0	98.2	97.8	98.2	98.8	98.7	100.1	103.2	102.8	102.2	102.5	99.4	98.3
Rhode Island	100.0	99.3	99.9	99.5	99.0	98.5	98.8	99.8	98.9	100.6	102.0	101.5	102.4
Vermont	100.0	97.9	97.3	97.0	98.3	99.2	101.2	102.3	103.2	103.2	101.6	99.5	99.7
MIDDLE ATLANTIC													
New Jersey	100.0	97.5	97.4	97.5	98.3	99.3	100.0	101.3	101.5	101.8	102.5	101.6	101.3
New York	100.0	97.9	98.1	98.6	98.8	98.8	99.1	99.6	100.2	101.0	102.6	102.6	102.7
Pennsylvania	100.0	98.8	99.0	99.1	99.7	99.6	99.8	100.1	100.2	100.5	101.2	100.8	101.1
EAST NORTH CENTRAL													
Illinois	100.0	97.6	97.8	98.3	98.9	99.3	99.5	99.8	100.5	101.1	102.5	102.6	102.0
Indiana	100.0	96.9	96.8	97.4	98.5	99.4	100.8	101.6	102.3	101.5	102.6	100.9	101.3
Michigan	100.0	97.1	97.0	96.7	97.3	97.4	98.3	98.9	99.6	101.7	102.4	104.7	104.9
Ohio	100.0	96.5	97.1	97.7	98.9	99.3	99.9	100.6	101.9	101.9	102.6	101.8	101.6
Wisconsin	100.0	97.3	97.9	98.3	99.1	99.3	99.7	99.8	100.5	101.4	102.7	102.4	101.7
WEST NORTH CENTRAL													
Iowa	100.0	94.7	94.6	95.3	97.3	98.3	100.6	102.1	102.9	102.6	105.3	103.9	102.2
Kansas	100.0	96.4	96.8	97.9	98.6	99.8	101.4	102.9	101.7	101.8	101.9	100.7	100.0
Minnesota	100.0	96.3	96.2	96.5	97.4	97.8	98.8	100.5	101.8	103.5	105.1	103.7	102.5
Missouri	100.0	97.8	98.4	98.0	99.0	99.1	99.5	100.3	100.5	101.1	102.2	101.8	101.5
Nebraska	100.0	96.3	96.4	97.2	97.8	98.4	99.7	102.3	102.2	102.6	103.2	102.1	101.8
North Dakota	100.0	91.9	93.6	95.2	95.9	95.2	96.3	100.5	105.0	110.4	111.6	104.6	99.6
South Dakota	100.0	93.1	93.1	95.9	100.3	101.7	99.9	100.8	102.1	103.7	104.2	103.0	102.3
SOUTH ATLANTIC													
Delaware	100.0	95.2	95.5	96.9	97.7	99.7	100.9	103.3	102.9	103.2	103.5	101.3	100.1
District of Columbia	100.0	97.3	97.5	98.2	98.9	99.8	100.2	100.3	100.4	100.8	102.3	102.3	102.2
Florida	100.0	118.1	119.1	117.4	111.4	95.4	79.7	74.0	74.7	79.5	100.2	111.0	119.3
Georgia	100.0	97.3	97.5	98.5	98.2	95.3	95.3	95.1	98.7	100.2	109.0	106.9	107.9
Maryland	100.0	99.9	99.0	99.1	95.5	95.4	96.5	99.2	97.9	102.0	105.6	105.1	104.7
North Carolina	100.0	91.9	87.8	82.4	80.6	81.2	77.8	81.7	111.1	132.5	130.5	129.6	112.9
South Carolina	100.0	93.6	91.9	91.1	90.6	91.2	91.5	95.2	118.7	121.9	113.6	100.2	100.4
Virginia	100.0	102.7	99.7	95.4	90.9	91.6	91.4	90.8	104.3	101.6	109.7	112.1	109.7
West Virginia	100.0	97.4	97.4	96.8	97.2	98.7	99.2	100.3	101.2	102.5	104.5	102.5	102.3
EAST SOUTH CENTRAL													
Alabama	100.0	98.7	99.1	98.5	97.5	97.6	97.6	97.5	98.7	101.1	104.6	105.8	103.4
Kentucky	100.0	137.1	130.5	102.1	90.8	88.6	86.9	82.9	88.5	90.3	87.8	89.0	125.6
Mississippi	100.0	94.7	93.9	98.4	98.4	102.6	105.3	98.3	100.2	103.3	103.3	103.8	103.2
Tennessee	100.0	105.0	104.1	102.9	101.5	97.1	95.3	96.1	95.1	97.1	99.3	99.3	107.3
WEST SOUTH CENTRAL													
Arkansas	100.0	94.7	95.7	96.6	98.3	100.0	101.6	102.1	101.1	102.8	102.2	103.1	101.7
Louisiana	100.0	98.4	98.0	98.7	99.0	100.4	99.3	98.8	99.1	100.4	102.9	102.6	102.5
Oklahoma	100.0	95.6	95.8	96.1	96.4	96.0	98.6	100.7	100.5	101.7	105.4	106.9	106.2
Texas	100.0	100.7	100.9	100.8	99.3	98.5	97.1	93.5	94.7	96.2	105.2	105.2	106.8
MOUNTAIN													
Arizona	100.0	104.9	95.7	104.3	107.8	95.9	94.5	96.7	92.9	93.7	99.5	100.3	113.7
Colorado	100.0	96.6	95.7	95.8	96.5	97.2	97.8	90.4	101.9	104.4	104.3	104.7	104.5
Idaho	100.0	98.0	95.8	95.8	91.3	85.3	77.9	82.8	91.1	111.7	131.0	123.2	115.2
Montana	100.0	94.0	93.5	94.3	96.0	97.9	100.0	101.9	103.8	105.4	105.0	103.1	104.1
Nevada	100.0	97.2	95.8	95.4	97.2	99.5	102.0	102.9	103.2	102.3	101.5	102.0	100.6
New Mexico	100.0	96.9	96.5	97.6	98.5	99.1	100.4	101.5	101.7	101.5	102.2	102.4	102.0
Utah	100.0	94.1	95.2	96.0	97.7	98.6	100.1	103.2	103.6	103.1	104.1	101.7	102.6
Wyoming	100.0	94.4	94.1	93.8	96.9	98.4	99.2	100.7	100.3	108.2	107.6	103.8	102.4
PACIFIC													
California	100.0	95.8	96.7	97.6	99.9	100.6	100.2	100.5	100.8	100.9	105.4	102.9	98.9
Oregon	100.0	92.9	92.3	92.9	94.1	95.4	97.4	99.3	112.7	109.6	110.6	102.2	100.5
Washington	100.0	90.8	89.6	89.5	90.3	92.5	95.3	100.5	103.5	119.3	121.8	110.1	100.7

Ratios for months with highest employment are underscored.

EMPLOYMENT AND PAY ROLL FOR ONE WEEK

In this census, information was obtained for the first time from the various wholesale establishments relative to employment and pay roll 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.

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, the part-time employees accounted for 4 percent of the paid personnel.

It is interesting to note that only 13,784 of the 18,147 agents or brokerage establishments reported paid personnel for a representative week. These 13,784 establishments engaged 82,807 persons, 15.8 percent of whom were part-time.

Employment and pay roll for one week are summarized by types of operation below:

Type of operation	Total number of establishments	Number of establishments	Establishments reporting employees for a representative week			
			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) <u>1/</u>	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

1/ Does not include commission stations.

Occupational Groups For 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 were lowest with less than \$21.00 per week.

A summary of the number of full-time employees of full-service and limited-function wholesalers by occupational groups follows:

Occupational group	Employees		Pay roll for one week		Average wage per employee
	Number	% of total	Amount	% of total	
United States Total	749,829		\$22,931,383		\$30.58
Not analyzed by groups	71,765		2,100,768		29.27
Analyzed by groups	678,064	100.0	20,830,615	100.0	30.72
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

Selling Employees Predominate

Of the 5 types of operation for which full-time employees are studied by occupational groups, the number of selling employees (inside and outside combined) leads in all but one. For full-service and limited-function wholesalers they account for 28.6 percent of the total, or slightly in excess of one out of four. For manufacturer's sales branches they account for 37.5 percent or 3 out of 8; for manufacturer's sales offices and bulk tank stations they exceed 40 percent of the total or 2 out of 5. In the case of agents and brokers their number is exceeded by the office and clerical group.

Executives and salaried corporation officers are the least numerous, their percentage of total ranging from 2.2 for manufacturer's sales branches to 12.8 for agents and brokers. In the latter case their number exceeds that of the inside selling and of the warehouse employees.

Office and clerical employees are the second most numerous class, accounting for 22.3 percent of the total for full-service and limited-function wholesalers; 28.9 percent for manufacturer's sales branches; 40.3 percent for manufacturer's sales offices; and 38.4 percent for agents and brokers. In the case of bulk tank stations, their number is exceeded by "other employees", as well as the selling group.

The number of warehouse employees attains importance only in the case of full-service and limited-function wholesalers, manufacturer's sales branches and bulk tank stations.

The number of full-time employees for the various occupational groups, expressed as a percent of the total for each of the 5 types of operation, is given below:

Occupational group	Full-service and limited-function wholesalers	Mfrs' sales branches	Mfrs' sales offices	Bulk tank stations	Agents and brokers
Total	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>
Executives and salaried corporation officers	8.5	2.2	3.6	3.6	12.8
Office and clerical employees	22.3	28.9	40.3	15.4	38.4
Inside selling employees	8.8	4.3	5.5	3.7	6.3
Outside selling employees	19.8	33.2	43.0	37.2	19.5
Warehouse employees	19.7	16.5	--	14.1	9.5
Other employees	20.9	14.9	7.6	26.0	13.5

Occupational Groups by Types of Operation

A study of the occupational groups by types of operation shows, except for executives and salaried corporation officers, that outside selling employees are the highest paid personnel for all types of operation. Inside selling employees are second in order, but in the case of bulk tank stations, their weekly earnings are only slightly in excess of those for office and clerical employees, reflecting to some extent, the similarity of their duties. The weekly wage rates indicate that there is a more clear-cut distinction between outside and inside selling employees of full-service and limited-function wholesalers (\$38.52 as compared with \$27.90) than for manufacturers' sales branches (\$48.93 as compared with \$42.34). The next most specialized group is office and clerical, whose rates exceed those for warehouse and "other employees" for each of the types of operation but one. Little difference is found between the wages of warehouse and "other employees".

In general, it would appear that manufacturers select experienced or highly trained personnel for their branches and offices. The weekly wages for the various occupational groups for these types of establishments exceed, as a rule, those paid by full-service and limited-function wholesalers, bulk tank stations and by agents and brokers.

A summary of the weekly wages of the various occupational groups by types of operation follows:

Occupational group	Full-service and limited-function wholesalers	Manufacturers' sales branches	Manufacturers' sales offices	Bulk tank stations	Agents and brokers
Office and clerical employees	\$24.67	\$29.02	\$31.53	\$31.02	\$26.75
Inside selling employees	27.90	42.34	44.00	31.72	42.04
Outside selling employees	38.52	48.93	59.35	36.92	47.06
Warehouse employees	20.95	25.17	--	27.82	20.12
Other employees	20.66	27.51	36.41	28.13	19.73

Wage Rates by States

For convenience in comparing wage rates by States and geographic divisions, Table C is given on the following page. 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.

UNITED STATES SUMMARY
TABLE C. - 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>NEW ENGLAND</u>					<u>SOUTH ATLANTIC (continued)</u>						
Connecticut	\$24.67	\$27.90	\$39.52	\$20.95	Florida	\$23.41	\$22.43	\$33.27	\$17.87	\$15.10	
Maine	23.05	27.62	37.14	21.97	Georgia	24.92	24.43	37.74	16.43	11.52	
Massachusetts	22.55	29.30	35.58	18.86	Maryland	21.82	25.11	35.30	17.69	17.66	
New Hampshire	20.64	22.73	35.60	19.10	North Carolina	23.66	22.36	35.26	16.79	13.75	
Rhode Island	23.85	28.60	32.21	23.21	South Carolina	23.57	22.91	35.54	16.54	12.50	
Vermont	21.52	24.49	32.81	23.14	Virginia	23.20	26.21	38.44	18.64	14.49	
	20.97	24.74	35.59	19.92	West Virginia	25.03	23.71	41.16	20.34	19.66	
	21.19	22.44	32.28	21.93	<u>EAST SOUTH CENTRAL</u>	23.53	23.54	35.10	15.81	13.93	
	25.44	31.24	42.96	22.97	Alabama	24.79	23.00	37.14	15.57	13.38	
<u>MIDDLE ATLANTIC</u>					Kentucky	22.49	22.29	32.95	16.42	14.40	
New Jersey	24.23	28.01	36.67	21.75	Mississippi	23.35	22.16	33.09	13.43	12.18	
New York	25.87	33.42	43.05	22.96	Tennessee	23.63	25.13	36.05	16.14	14.32	
Pennsylvania	24.18	27.04	44.79	23.42	<u>WEST SOUTH CENTRAL</u>	24.68	25.36	34.88	17.36	15.71	
	24.01	26.88	38.04	20.89	Arkansas	23.11	24.65	34.70	15.41	14.64	
	24.95	29.19	39.81	21.03	Louisiana	24.00	26.62	36.71	17.01	14.61	
	20.66	23.18	32.88	18.50	Oklahoma	25.58	25.75	34.19	18.20	18.88	
	23.95	25.76	38.84	21.01	Texas	25.02	24.88	34.61	17.67	12.66	
	24.08	26.11	37.93	21.23	<u>MOUNTAIN</u>	24.35	25.70	36.56	20.75	21.91	
	22.46	26.12	35.27	21.20	Arizona	26.33	24.97	33.97	20.29	22.22	
	22.46	26.12	35.27	21.20	Colorado	23.12	24.03	35.99	18.90	20.41	
<u>WEST NORTH CENTRAL</u>					Idaho	25.47	24.77	34.04	22.90	21.24	
Iowa	22.69	24.49	33.62	18.75	Montana	24.53	27.65	36.64	23.55	25.61	
Kansas	22.84	23.49	34.09	20.09	Nevada	31.10	33.74	33.97	26.67	24.61	
Minnesota	24.09	28.07	36.94	22.30	New Mexico	23.49	23.65	37.04	20.47	20.24	
Missouri	24.21	28.65	36.35	19.66	Utah	23.77	25.65	30.52	20.52	22.16	
Nebraska	23.34	25.87	36.85	19.17	Wyoming	27.29	33.67	38.71	22.73	26.36	
North Dakota	23.95	24.98	36.21	19.90	<u>PACIFIC</u>	26.56	29.52	37.07	23.35	24.86	
South Dakota	20.22	24.82	36.20	15.85	California	26.78	29.82	36.57	23.45	24.21	
	25.79	24.55	35.90	18.41	Oregon	26.09	29.03	36.82	23.20	25.54	
<u>SOUTH ATLANTIC</u>					Washington	25.82	28.30	39.92	22.98	27.90	
Delaware	20.59	24.66	36.21	18.81							
District of Columbia	26.85	28.98	34.87	23.54							

Employment By Sex

Each wholesale establishment was also asked to report the number of paid employees for the representative week by sex. As would be expected, the number of males predominates heavily. Of the total of 1,374,565 reported for the week, 18.6 percent, or less than one out of five, are females. 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.

The total number of employees together with the percent women are summarized by kind-of-business groups below:

Kinds of business	Total number of employees*	Percent of women
Total	<u>1,374,565</u>	<u>18.6</u>
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)	14,858	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	<u>39,852</u>	<u>23.4</u>

* 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 females constitutes less than 10 percent of the total: 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.

The total number of employees together with the percent females are shown by geographic divisions and States below:

Geographic division and State	Total employees*	Percent women	Geographic division and State	Total employees*	Percent women
UNITED STATES	1,374,565	18.6	SOUTH ATLANTIC	141,491	18.9
NEW ENGLAND	85,164	17.4	Delaware	2,016	14.9
Connecticut	13,731	18.2	District of Columbia	8,510	13.8
Maine	6,970	12.4	Florida	23,872	16.6
Massachusetts	53,411	18.5	Georgia	21,334	19.9
New Hampshire	2,241	13.2	Maryland	21,317	19.4
Rhode Island	6,559	16.2	North Carolina	23,888	21.7
Vermont	2,252	11.3	South Carolina	8,250	14.7
MIDDLE ATLANTIC	366,664	20.7	Virginia	22,837	23.8
New Jersey	27,653	13.3	West Virginia	9,467	12.0
New York	254,505	22.8	EAST SOUTH CENTRAL	63,671	14.9
Pennsylvania	84,506	16.7	Alabama	11,527	13.7
EAST NORTH CENTRAL	277,881	17.8	Kentucky	23,179	16.4
Illinois	109,614	19.2	Mississippi	6,047	12.5
Indiana	24,434	13.2	Tennessee	22,918	14.7
Michigan	44,945	19.5	WEST SOUTH CENTRAL	89,081	14.3
Ohio	72,526	16.7	Arkansas	6,371	9.0
Wisconsin	26,362	15.6	Louisiana	18,756	14.9
WEST NORTH CENTRAL	153,696	15.4	Oklahoma	14,263	11.0
Iowa	21,654	13.8	Texas	49,691	15.7
Kansas	13,490	10.0	MOUNTAIN	31,969	13.8
Minnesota	34,495	15.8	Arizona	3,074	9.2
Missouri	58,868	18.7	Colorado	10,961	16.2
Nebraska	14,435	14.3	Idaho	4,507	14.0
North Dakota	5,693	6.0	Montana	4,503	12.4
South Dakota	5,061	11.5	Nevada	674	8.3
			New Mexico	1,492	9.6
			Utah	5,816	15.1
			Wyoming	942	9.4
			PACIFIC	164,948	22.3
			California	123,431	21.6
			Oregon	12,737	22.0
			Washington	28,780	25.6

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

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given.

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.

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 administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

ACTIVE PROPRIETORS AND FIRM MEMBERS.--The number of 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 totalling 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.

PAY ROLL.--Pay roll is the total compensations (salaries, wages, bonuses and commissions) paid to the various classes of employees.

FULL-TIME AND PART-TIME EMPLOYEES.--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 only a negligible portion of the total.

EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS.--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 letter, are included here.

OUTSIDE SELLING.--This group includes travelling 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 divided 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.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to the type of establishment or the nature of the function performed, into 6 groups as described below. 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.--The first of the six functional type groups consists of full-service and limited-function wholesalers including exporters, importers and industrial distributors--establishments engaged in buying and selling goods on their own account and largely independent in ownership. Establishments in this classification usually warehouse the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. Wholesale merchants 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. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities, manufacturers) and to other wholesalers.

For census purposes no distinction is made between the terms wholesale merchant and jobber.

2. Manufacturers' Sales Branches (with stocks).--This classification consists of wholesale outlets owned and operated by manufacturers apart from their plants, primarily for the purposes of carrying stocks, 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).--The third type of operation consists of 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.--For census purposes bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well as stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

The operators of commission bulk tank stations are paid in the form of commissions, which include indeterminate amounts for overhead and delivery costs as well as pay roll of employees hired by them and compensation for their personal services. Inasmuch as it has been impracticable to obtain their employment and pay roll, commission bulk tank stations are omitted altogether from Tables 2 and 3. An estimate of their employment is included in the text table on Page 8.

5. Agents and Brokers (functional middlemen).--The fifth 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. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to 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 assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, as well as other country buyers of farm products.

For a more detailed discussion of the types of operation, see Volumes I or II.

KINDS OF BUSINESS

In addition to being classified according to functional type, each establishment is also classified by kind of business (drugs, groceries, hardware, etc.) according to the principal lines of merchandise dealt in or the usual trade designation. All wholesale establishments are divided into 29 major kind-of-business groups. These 29 groups are comprised of 142 detailed classifications according to the degree of merchandise specialization. A complete list of kinds of business together with an explanation of the method of classification is given in Volumes I and II.

TABLE 1

This table presents in summary for the United States the data on number of establishments, net sales, operating expenses, personnel, pay roll and stocks for 6 types of operation, each by 29 kind-of-business groups. It is included here for convenience in studying employment and pay roll as related to sales, expenses, stocks, etc.

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	
UNITED STATES									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	88,931	17,661,691	2,228,347	61,586	1/260,553	1/2,022,262	1/1,976,337	1/345,923	2/3,106,609
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
BY KINDS OF BUSINESSES:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and sporting goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Automotive	5,672	780,424	131,401	3,365	49,514	75,276	74,539	737	107,830
Beer, wines and liquors	5,496	698,511	91,614	4,298	31,380	43,682	42,485	1,197	55,043
Chemicals and paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Clothing and furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Coal and coke	773	368,695	34,955	2,992	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	12,480	12,212	268	13,206
Dry goods (full line)	306	265,774	38,426	164	14,272	22,030	21,944	86	46,295
Dry goods (specialty lines)	3,301	719,676	82,228	2,477	22,552	35,398	42,919	479	118,548
Electrical goods	2,436	576,542	99,450	1,051	30,088	52,495	51,924	571	78,454
Farm products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Farm products - consumer goods	11,188	1,941,059	213,552	10,192	77,316	107,165	104,118	3,047	47,140
Farm supplies	1,433	281,731	35,100	692	12,739	16,566	15,840	726	33,213
Furniture and house furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
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
Groceries and foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,638	2,591	132,811
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Jewelry and optical goods	1,801	180,685	35,481	1,300	11,105	19,186	18,973	212	47,213
Lumber and construction materials	2,817	491,857	82,051	1,251	27,245	42,813	40,639	1,974	63,652
Machinery, equipment and supplies	7,159	635,647	171,511	3,705	57,140	95,410	93,625	1,785	187,474
Metals and metal work (except scrap)	810	281,996	37,315	307	10,623	19,324	19,026	298	39,939
Paper and its products	2,549	406,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Petroleum and its products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and heating eqpt. and apl.	1,743	243,173	48,202	635	16,919	26,851	26,396	455	50,812
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	30,482	29,230	1,252	34,117
All other	4,184	500,233	72,850	3,052	26,352	39,250	38,275	975	68,711
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	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
Automotive	896	1,261,655	90,159	6	23,611	45,242	44,867	375	68,653
Beer, wines and liquors	377	265,812	37,390	6	9,284	11,533	11,468	65	19,759
Chemicals and paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Clothing and furnishings	345	282,163	34,296	82	8,205	18,195	18,092	103	36,915
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
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	73	2,527
Farm supplies	74	31,785	4,831	2	917	1,850	1,815	15	2,379
Furniture and house furnishings	250	76,959	10,888	17	2,475	4,980	4,921	59	9,739
Groceries and foods (specialty lines)	3,102	2,256,166	202,190	33	51,876	87,265	85,224	1,041	82,245
Hardware	62	16,327	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
Lumber and construction materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Machinery, equipment and supplies	2,642	693,362	145,642	28	43,065	83,199	82,282	917	112,269
Metals and metal work (except scrap)	271	243,350	23,966	5	7,041	12,685	12,615	70	42,027

(continued)

* 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							STOCKS ON HAND, END OF YEAR	
		UNITED STATES SUMMARY (Continued)							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)		(add 000)
Total	Full-time	Part-time	(add 000)							
MANUFACTURERS' SALES BRANCHES										
(WITH STOCKS) (continued)										
Paper and its products	206	\$150,420	\$18,490	6	4,433	\$9,168	\$9,148	\$20	\$14,354	
Petroleum and its products	56	18,175	3,801	--	814	1,910	1,904	6	1,981	
Plumbing and heating eqpt. and spls.	367	102,251	21,210	8	6,213	9,701	9,461	240	17,885	
Tobacco and its products (except leaf)	65	407,566	50,103	7	3,380	7,007	7,007	--	12,261	
All other	366	607,468	18,090	19	4,177	8,916	8,648	68	24,872	
MANUFACTURERS' SALES OFFICES										
(WITHOUT STOCKS)										
Amusement and sporting goods	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--	
Automotive	140	119,173	19,265	1	5,552	10,311	10,309	2	--	
Beer, wines and liquors	36	53,549	3,575	--	688	1,687	1,686	1	--	
Chemicals and paints	37	81,280	9,248	--	928	2,470	2,470	--	--	
Clothing and furnishings	209	190,157	16,822	1	2,484	7,164	7,127	37	--	
Coal and coke	206	101,042	7,572	52	1,286	3,823	3,784	39	--	
Drugs and drug sundries (specialty lines)	6	11,526	348	--	48	136	136	--	--	
Dry goods (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	--	
Electrical goods	133	225,476	8,182	9	1,685	4,491	4,472	19	--	
Farm products - consumer goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--	
Farm supplies	5	3,350	696	--	37	109	109	--	--	
Furniture and house furnishings	33	17,043	2,293	1	343	673	651	22	--	
Groceries and foods (specialty lines)	114	56,079	4,547	17	598	1,643	1,635	8	--	
Hardware	206	253,777	34,223	6	3,243	7,010	7,004	6	--	
Jewelry and optical goods	31	10,072	926	1	216	541	540	1	--	
Lumber and construction materials	41	6,515	644	7	146	402	400	2	--	
Machinery, equipment and supplies	277	169,299	18,868	6	4,421	9,994	9,932	62	--	
Metals and metal work (except scrap)	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--	
Paper and its products	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--	
Petroleum and its products	181	126,843	7,988	3	1,069	3,282	3,195	87	--	
Plumbing and heating eqpt. and spls.	25	46,880	7,017	1	955	2,350	2,350	--	--	
Tobacco and its products (except leaf)	178	22,954	3,130	3	666	1,497	1,441	56	--	
All other	128	316,336	7,993	1	1,356	2,781	2,781	--	--	
	292	137,267	13,568	8	2,765	6,778	6,704	74	--	
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										
Amusement and sporting goods	18,147	8,308,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565	
Automotive	245	23,931	3,277	216	807	1,542	1,514	28	533	
Beer, wines and liquors	448	68,681	4,038	397	995	1,691	1,647	44	2,423	
Chemicals and paints	73	21,473	916	49	230	482	477	5	334	
Clothing and furnishings	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557	
Coal and coke	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786	
Drugs and drug sundries (specialty lines)	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443	
Dry goods (full line)	140	26,894	1,854	123	643	1,078	1,071	7	194	
Dry goods (specialty lines)	14	23,061	289	11	78	174	173	1	5	
Electrical goods	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528	
Farm products - raw materials	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762	
Farm products - consumer goods	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151	
Farm supplies	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109	
Furniture and house furnishings	287	87,342	2,218	249	529	975	948	27	342	
Groceries (full line)	428	75,283	4,026	362	1,181	2,352	2,278	74	1,485	
Groceries and foods (specialty lines)	69	66,475	2,430	57	658	1,477	1,450	27	245	
Hardware	21	11,565	862	17	79	135	135	--	120	
Jewelry and optical goods	2,219	1,796,319	26,516	1,743	7,044	14,602	14,408	194	11,233	
Lumber and construction materials	868	3,308	429	648	1,103	1,061	1,061	42	428	
Machinery, equipment and supplies	124	6,682	429	119	117	216	213	3	298	
Metals and metal work (except scrap)	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062	
Paper and its products	2,496	210,757	20,400	1,922	5,529	11,262	10,795	467	5,237	
Petroleum and its products	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324	
Plumbing and heating eqpt. and spls.	250	38,989	2,014	233	542	1,084	1,055	29	162	
Tobacco and its products (except leaf)	109	72,733	1,729	63	427	867	841	26	144	
Waste materials	427	25,790	2,680	313	886	1,462	1,409	53	636	
All other	51	1,529	49	10	12	26	26	--	428	
	112	40,369	1,930	59	310	901	891	10	558	
	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665	
ASSEMBLERS										
Farm products - raw materials	26,515	2,463,011	166,245	16,995	87,378	74,401	62,827	11,574	195,150	
Farm products - consumer goods	14,293	1,435,387	66,320	7,602	30,085	28,507	25,948	2,659	175,717	
Farm supplies	10,814	865,968	87,750	7,694	48,553	39,999	32,444	7,555	13,065	
Groceries and foods (specialty lines)	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574	
All other	592	69,541	8,946	6,869	8,859	4,270	3,103	1,167	4,371	
	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.

WHOLESALE DISTRIBUTION: 1935

VOLUME V

SECTION TWO

TABLE 2.--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. In presenting the information, the United States Summary is given first, followed by the States arranged by geographic divisions. After the States, the 13 largest cities appear in alphabetical order.

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY STATES *

Division and State	Active pre-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
UNITED STATES	97,225	1,250,553	1,236,733	1,236,054	1,236,127	1,236,252	1,237,635	1,237,673	1,244,144	1,265,498	1,279,402	1,311,925	1,302,255	1,339,769
NEW ENGLAND														
Connecticut	766	12,727	12,856	12,795	12,566	12,274	12,376	12,416	12,464	12,624	12,781	13,276	13,338	13,359
Maine	504	6,271	6,369	6,385	6,313	6,266	6,203	6,267	6,300	6,369	6,721	6,815	6,815	6,361
Massachusetts	3,215	51,698	51,185	50,879	51,151	51,331	51,391	51,900	52,677	53,905	55,130	56,656	52,445	55,615
New Hampshire	172	2,149	2,111	2,102	2,110	2,123	2,131	2,217	2,209	2,239	2,428	2,437	2,137	2,113
Rhode Island	369	6,328	6,284	6,319	6,294	6,282	6,230	6,255	6,313	6,356	6,568	6,443	6,444	6,444
Vermont	140	2,158	2,113	2,100	2,093	2,121	2,140	2,184	2,208	2,227	2,226	2,193	2,147	2,151
MIDDLE ATLANTIC														
New Jersey	1,570	26,386	25,719	25,690	25,729	25,945	26,193	26,394	26,720	26,771	26,865	27,057	26,815	26,724
New York	16,686	243,120	237,936	238,510	239,699	240,204	240,267	240,953	242,227	243,521	245,645	249,444	249,354	245,696
Pennsylvania	7,240	82,049	81,075	81,258	81,346	81,798	81,695	81,914	82,118	82,191	82,441	83,044	82,742	85,947
EAST NORTH CENTRAL														
Illinois	6,611	104,740	102,242	102,430	102,965	104,043	104,242	104,574	105,274	105,939	107,313	107,450	107,450	106,861
Indiana	2,183	23,263	22,537	22,509	22,659	22,907	23,128	23,456	23,645	23,794	23,606	23,846	24,272	24,272
Michigan	3,560	41,587	40,391	40,348	40,284	40,445	40,507	40,874	41,120	41,433	42,939	44,285	43,536	43,536
Ohio	5,383	68,394	65,993	66,430	66,798	67,629	68,069	68,344	68,603	69,666	69,726	70,160	69,605	69,487
Wisconsin	2,035	24,936	24,270	24,413	24,513	24,702	24,749	24,868	24,981	25,060	25,273	25,605	25,539	25,359
WEST NORTH CENTRAL														
Iowa	2,619	19,955	18,701	18,691	18,865	19,229	19,428	19,866	20,165	20,354	20,268	20,600	20,626	20,186
Kansas	2,076	12,792	12,729	12,725	12,857	12,869	12,902	13,092	13,092	13,092	12,955	12,968	12,617	12,730
Minnesota	2,585	32,079	30,878	30,878	31,497	32,569	32,487	32,661	33,128	33,712	33,712	33,273	33,273	33,684
Missouri	3,740	56,575	55,335	55,645	55,882	56,032	56,076	56,695	57,060	57,690	57,181	57,602	57,990	57,419
Nebraska	1,603	13,672	13,167	13,166	13,288	13,374	13,650	13,695	13,991	14,046	14,159	14,159	13,359	13,319
North Dakota	588	4,935	4,554	4,621	4,636	4,733	4,698	4,754	4,867	4,944	4,944	4,819	4,819	4,819
South Dakota	554	4,478	4,170	4,169	4,284	4,490	4,553	4,474	4,513	4,571	4,544	4,665	4,613	4,560

(Continued)

* Includes no employees of common bank and stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 2.-MONTHLY EMPLOYMENT, BY STATES*

Division and State	Active pro- prietors and part- ners and 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			
SOUTH ATLANTIC																	
Delaware	148	1,699	1,613	1,841	1,856	1,893	1,917	1,961	1,955	1,960	1,968	1,962	1,923	1,800			
District of Columbia	337	8,274	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,464	8,459	8,459			
Florida	1,005	18,573	22,158	20,697	17,724	14,806	13,746	13,678	14,774	18,475	19,717	20,615	22,165	22,165			
Georgia	1,371	18,444	17,954	18,170	17,566	17,724	17,544	18,210	18,475	20,107	19,717	19,310	20,066	20,066			
Maryland	1,744	19,139	18,992	18,306	18,889	18,488	19,011	18,791	19,554	20,233	22,009	22,144	20,066	20,066			
North Carolina	1,460	16,980	14,904	13,988	13,692	13,825	13,265	13,805	13,682	22,456	22,155	22,009	22,009	22,009			
South Carolina	809	5,128	5,882	5,551	5,567	5,578	5,578	5,833	5,476	5,465	5,465	5,465	5,465	5,465			
South Virginia	1,065	18,846	19,360	17,956	17,153	17,657	19,145	19,145	19,145	20,483	21,141	20,483	20,483	20,483			
West Virginia	617	8,633	8,602	8,548	8,589	8,721	8,768	8,683	8,940	9,055	9,229	9,055	9,055	9,055			
EAST SOUTH CENTRAL																	
Alabama	920	10,675	10,583	10,511	10,405	10,420	10,420	10,406	10,536	10,788	11,165	11,295	11,033	11,033			
Kentucky	1,240	15,765	21,607	20,568	14,313	13,961	13,692	13,067	13,955	14,242	13,843	14,056	19,807	19,807			
Mississippi	633	5,076	4,768	4,814	4,995	5,208	5,347	4,992	5,085	5,143	5,244	5,270	5,236	5,236			
Tennessee	1,526	19,929	20,742	20,510	20,222	19,344	18,993	19,149	18,925	19,342	19,785	19,787	21,390	21,390			
WEST SOUTH CENTRAL																	
Arkansas	747	6,006	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110	6,110			
Louisiana	938	17,372	17,019	17,142	17,156	17,218	17,172	17,215	17,215	17,454	17,874	17,822	17,809	17,809			
Oklahoma	1,792	12,809	12,670	12,670	12,938	12,938	13,698	12,905	12,976	13,027	13,503	13,696	13,598	13,598			
Texas	4,141	44,050	44,451	44,389	43,784	43,391	42,766	41,197	41,784	42,390	46,356	46,762	47,045	47,045			
MOUNTAIN																	
Arizona	239	2,670	2,556	2,786	2,977	2,561	2,584	2,582	2,481	2,503	2,656	2,679	3,026	3,026			
Colorado	830	10,102	9,788	9,679	9,780	9,820	9,976	10,145	10,898	10,545	10,541	10,579	10,566	10,566			
Idaho	360	3,303	3,232	3,231	3,079	2,911	2,656	2,791	3,071	3,767	4,417	4,154	3,886	3,886			
Montana	225	4,040	3,796	3,610	3,977	3,957	4,038	4,115	4,195	4,257	4,294	4,166	4,204	4,204			
Nevada	48	643	622	619	631	646	662	668	670	664	659	662	653	653			
New Mexico	141	1,453	1,383	1,398	1,411	1,420	1,439	1,454	1,458	1,455	1,455	1,455	1,455	1,455			
Utah	357	5,475	5,213	5,254	5,349	5,397	5,479	5,689	5,613	5,613	5,900	5,568	5,613	5,613			
Wyoming	123	874	822	820	847	860	867	880	877	946	940	907	895	895			
PACIFIC																	
California	8,450	108,857	105,231	106,229	106,789	109,515	109,023	109,357	109,694	109,859	114,703	112,002	107,607	107,607			
Oreago	674	11,316	10,517	10,512	10,645	10,796	11,019	11,242	12,404	12,404	12,404	12,404	11,569	11,569			
Washington	1,206	22,725	20,632	20,350	20,519	21,024	21,656	22,835	26,209	27,650	27,650	25,018	22,878	22,878			

* Includes no employees of common-law bulk tank stations. See text.

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												De- cember
			January	February	March	April	May	June	July	August	September	October	November		
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)															
Groceries and foods (specialty lines)	17	2,473	2,403	2,399	2,412	2,410	2,449	2,444	2,458	2,483	2,532	2,549	2,562	2,551	
Furniture and house furnishings	32	51,976	51,667	51,278	51,174	51,111	51,236	51,498	51,419	51,419	52,345	52,077	51,688	51,668	
Hardware	1	714	695	707	707	716	718	716	718	719	719	727	728	728	
Jewelry and optical goods	10	3,102	3,025	3,054	3,058	3,072	3,073	3,113	3,176	3,169	3,169	3,176	3,187	3,198	
Lumber and construction materials	8	5,510	5,144	5,260	5,317	5,435	5,552	5,592	5,592	5,771	5,683	5,683	5,694	5,727	
Machinery, equipment and supplies	28	43,085	40,685	41,313	42,014	42,919	43,723	43,959	44,127	44,087	44,133	43,667	43,606	43,606	
Metals and metal work (except scrap)	5	7,041	6,463	6,425	6,850	6,850	7,264	7,327	7,364	7,509	7,364	7,364	7,397	7,397	
Paper and its products	6	4,433	4,428	4,441	4,427	4,445	4,448	4,449	4,404	4,413	4,404	4,433	4,404	4,433	
Petroleum and its products	--	814	731	779	794	857	846	857	887	883	859	859	869	793	
Plumbing and heating expt. and spls.	8	6,313	6,000	6,046	6,064	6,215	6,215	6,292	6,378	6,508	6,508	6,408	6,461	6,556	
Tobacco and its products (except leaf)	3	3,350	3,358	3,343	3,358	3,358	3,358	3,351	3,401	3,416	3,416	3,416	3,423	3,442	
All other	19	4,177	4,108	4,123	4,120	4,172	4,205	4,258	4,288	4,268	4,268	4,204	4,141	4,121	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)															
Amusement and sporting goods	149	42,685	41,973	42,177	42,437	42,710	42,811	42,878	43,092	43,220	43,370	43,564	43,793	43,793	
Automotive	1	5,852	5,458	5,501	5,516	5,530	5,582	5,610	5,652	5,610	5,584	5,580	5,563	5,707	
Beer, wine and liquors	--	928	690	694	696	695	693	695	697	678	678	674	661	661	
Chemicals and paints	1	2,484	2,450	2,453	2,467	2,470	2,480	2,476	2,491	2,503	2,500	2,516	2,521	2,521	
Clothing and furnishings	82	1,286	1,257	1,266	1,279	1,283	1,287	1,290	1,295	1,298	1,299	1,299	1,295	1,301	
Coal and coke	--	48	50	49	49	50	49	48	48	48	48	47	47	47	
Drugs and drug sundries (specialty lines)	8	518	494	512	509	514	525	518	520	520	528	528	522	522	
Dry goods (specialty lines)	9	1,685	1,664	1,682	1,702	1,697	1,697	1,674	1,690	1,685	1,683	1,683	1,691	1,688	
Electrical goods	1	1,655	1,619	1,630	1,642	1,648	1,652	1,666	1,676	1,678	1,665	1,665	1,669	1,669	
Farm products - consumer goods	--	37	35	35	35	35	35	36	36	36	36	36	36	36	
Furniture and house furnishings	17	598	592	594	588	588	590	596	592	595	600	600	605	611	
Groceries and foods (specialty lines)	6	3,243	3,184	3,205	3,251	3,258	3,250	3,260	3,259	3,253	3,252	3,259	3,244	3,238	
Hardware	1	216	213	214	210	213	214	215	217	219	221	221	223	224	
Jewelry and optical goods	7	146	146	147	149	149	149	148	149	149	148	148	142	141	
Lumber and construction materials	6	4,421	4,338	4,358	4,367	4,394	4,390	4,405	4,415	4,422	4,487	4,492	4,501	4,485	
Machinery, equipment and supplies	19	6,714	6,614	6,597	6,655	6,684	6,686	6,714	6,728	6,742	6,759	6,784	6,780	6,777	
Metals and metal work (except scrap)	4	5,802	5,340	5,372	5,391	5,432	5,466	5,493	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	1,066	1,066	1,070	1,066	1,073	1,073	1,076	1,075	1,077	
Petroleum and its products	1	955	963	967	970	958	962	950	954	949	948	948	946	941	
Plumbing and heating expt. and spls.	3	651	649	654	648	650	650	654	664	668	676	680	683	697	
Tobacco and its products (except leaf)	1	1,356	1,328	1,353	1,345	1,347	1,353	1,361	1,364	1,362	1,372	1,372	1,372	1,376	
All other	8	2,765	2,678	2,671	2,671	2,713	2,683	2,672	2,704	2,745	2,745	2,795	2,966	2,966	
BULK TANK STATIONS Petroleum and its products (continued)															
	3,546	91,159	91,599	91,264	90,982	91,055	91,163	91,085	91,445	91,384	91,206	91,287	90,816	90,767	

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

UNITED STATES SUMMARY

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

TYPE OF OPERATION KIND OF BUSINESS	Active pro- ducers and merch- ants members	Employees (fulltime and part- time), thous- ands	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		
AGENTS AND BROKERS	14,960	69,997	67,568	64,751	64,355	64,031	63,656	64,244	69,904	71,325	72,971	73,114	74,739		
Amusements and sporting goods	216	944	944	944	979	779	793	802	827	854	854	866	861		
Automotive	397	995	995	995	995	995	995	995	995	995	995	995	995		
Beer, wine and liquors	49	230	230	218	216	216	216	216	216	216	216	216	216		
Chemicals and paints	290	1,063	1,024	1,045	1,059	1,073	1,085	1,095	1,106	1,116	1,126	1,136	1,146		
Clothing and furnishings	1,133	3,794	3,660	3,699	3,715	3,697	3,717	3,728	3,769	3,765	3,765	3,765	3,765		
Coal and coke	82	3,974	3,983	3,930	3,870	3,825	3,848	3,981	3,848	3,845	3,845	3,845	3,845		
Drugs and drug sundries (specialty lines)	123	643	619	635	642	640	640	640	632	632	632	632	632		
Dry goods (full line)	11	78	76	76	76	76	76	76	76	76	76	76	76		
Dry goods (specialty lines)	814	5,697	5,704	5,810	5,810	5,810	5,837	5,860	5,903	5,926	5,957	5,944	5,952		
Electrical goods	594	1,221	1,157	1,160	1,177	1,177	1,186	1,205	1,243	1,264	1,300	1,289	1,286		
Farm products - raw materials	2,976	16,987	19,336	17,538	14,535	13,727	13,090	12,508	12,726	13,206	19,879	19,989	20,451		
Farm products - consumer goods	1,182	8,123	7,965	7,939	8,089	8,264	8,188	8,265	8,156	8,149	8,149	8,149	8,177		
Farm supplies	362	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319		
Furniture and house furnishings	362	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319	1,319		
General merchandise	57	658	649	652	652	652	652	652	652	652	652	652	652		
Groceries (full line)	17	79	73	73	73	73	73	73	73	73	73	73	73		
Groceries and foods (specialty lines)	1,743	7,044	6,926	6,924	6,935	6,979	6,983	7,021	7,021	7,021	7,021	7,021	7,021		
Hardware	254	648	623	639	640	642	644	644	654	657	653	653	653		
Jewelry and optical goods	119	117	115	114	117	116	117	116	117	116	117	116	121		
Lumber and construction materials	583	2,228	2,108	2,129	2,123	2,147	2,187	2,215	2,256	2,288	2,310	2,343	2,354		
Machinery, equipment and supplies	1,922	5,529	5,246	5,296	5,300	5,322	5,472	5,568	5,607	5,679	5,808	5,784	5,775		
Metals and metal work (except scrap)	282	1,068	1,028	1,033	1,047	1,045	1,056	1,073	1,071	1,081	1,090	1,094	1,105		
Paper and its products	233	542	528	530	536	535	539	547	547	546	545	545	545		
Textile and its products	63	327	313	314	319	324	328	337	340	343	343	343	343		
Furniture and its products	313	888	810	817	822	833	870	866	868	907	944	964	960		
Tobacco and its products (except leaf)	49	316	316	316	316	316	316	316	316	316	316	316	316		
Waste materials	59	316	316	316	316	316	316	316	316	316	316	316	316		
All other	907	3,499	3,409	3,417	3,463	3,468	3,502	3,537	3,502	3,544	3,560	3,560	3,564		
ASSEMBLERS	16,695	87,378	89,014	87,143	84,454	83,400	80,947	77,429	78,543	82,911	103,306	99,696	93,751		
Farm products - raw materials	7,802	30,065	30,448	29,127	27,127	26,439	26,575	28,563	31,855	32,911	34,559	33,567	33,567		
Farm products - consumer goods	7,694	48,553	48,643	49,114	49,333	50,185	47,779	44,338	43,482	44,280	47,904	55,835	52,772		
Farm supplies	376	1,322	1,176	1,227	1,251	1,286	1,334	1,380	1,377	1,370	1,407	1,370	1,353		
Groceries and foods (specialty lines)	594	6,869	7,230	6,913	6,283	4,913	4,854	4,560	4,867	4,966	7,077	10,691	9,204		
All other	299	549	520	520	532	541	541	549	543	543	566	560	561		

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935STATE OF CONNECTICUT
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	No.- vember	De- cember
TOTAL	766	19,727	12,656	12,795	12,566	12,262	12,374	12,378	12,416	12,464	12,624	13,278	13,328	13,359
Amusement and Sporting Goods	14	172	170	171	172	171	172	174	172	172	172	171	171	170
Automotive	43	785	750	746	775	763	798	791	794	766	780	822	800	799
Bear, Wines and Liquors	40	649	581	578	589	602	654	664	632	682	694	698	704	715
Chemicals and Paints	13	292	294	285	295	290	295	300	291	297	290	295	285	282
Clothing and Furnishings	25	124	123	123	123	123	124	124	123	124	126	126	127	127
Coal and Coke	6	219	219	238	206	230	236	212	189	195	226	222	224	230
Drugs (full line)	--	211	207	208	208	208	208	210	211	213	214	216	215	216
Drugs and Drug Sundries (specialty lines)	10	135	137	134	135	134	135	135	135	135	141	136	135	135
Dry Goods (full line)	5	44	44	44	44	44	44	44	44	44	44	44	44	44
Dry Goods (specialty lines)	8	24	22	22	22	22	22	24	24	24	24	25	25	25
Electrical Goods	16	406	397	388	402	404	403	403	403	402	414	415	415	422
Farm Products - raw materials	31	552	909	900	631	284	261	263	272	306	307	728	900	869
Farm Products - consumer goods	186	1,135	1,066	1,077	1,075	1,094	1,143	1,149	1,171	1,164	1,151	1,175	1,171	1,153
Farm Supplies	6	113	110	118	123	117	117	111	110	108	110	111	107	115
Furniture and House Furnishings	7	160	155	155	156	157	158	157	159	157	161	168	168	169
General Merchandise	--	114	112	111	111	112	110	112	111	111	111	111	113	132
Groceries (full line)	19	461	463	458	458	455	455	455	460	460	470	471	464	466
Groceries and Foods (specialty lines)	132	1,823	1,663	1,632	1,845	1,792	1,758	1,767	1,788	1,767	1,847	1,870	1,867	1,860
Hardware	5	200	200	198	198	198	198	197	199	201	202	204	201	200
Jewelry and Optical Goods	4	83	77	77	81	81	83	84	85	87	85	85	86	85
Lumber and Construction Materials	6	374	357	365	365	379	360	366	391	395	397	420	392	398
Machinery, Equipment and Supplies	42	895	854	862	876	877	890	893	897	906	916	927	925	923
Metals and Metal Work (except scrap)	5	123	120	119	123	123	123	123	124	123	125	124	128	125
Paper and its Products	16	329	318	324	326	329	333	333	331	328	329	335	331	332
Petroleum and its Products	28	1,652	1,676	1,662	1,655	1,655	1,655	1,640	1,632	1,629	1,625	1,654	1,634	1,654
Plumbing and Heating Epl. and Spls	20	494	483	483	478	483	485	485	488	492	502	504	512	515
Tobacco and its Products (except leaf)	35	265	250	251	250	251	253	253	288	278	280	277	277	280
Waste Materials	62	597	581	614	632	636	642	639	621	633	645	645	647	642
All Other Products	42	253	260	237	243	248	249	253	257	260	259	259	259	272

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

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (fulltime and part-time), Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October				
TOTAL	504	6,271	6,369	6,395	6,213	6,246	6,093	5,998	5,927	5,905	6,369	6,721	6,515	6,381		
Amusement and Sporting Goods	2	57	66	66	67	67	68	69	69	71	69	67	67	66		
Automotive	10	302	287	295	286	294	303	302	302	302	326	321	300	298		
Beer, Wines and Liquors	11	179	152	160	162	172	186	191	197	197	189	186	180	175		
Chemicals and Paints	2	25	24	26	27	24	25	26	23	23	27	25	22	21		
Clothing and Furnishings	6	75	74	74	74	73	73	74	74	74	77	77	77	79		
Coal and Coke	1	186	182	193	175	172	173	215	169	173	191	200	180	189		
Drugs (full line)	—	67	68	67	68	68	68	66	66	66	66	67	66	66		
Drugs and Drug Sundries (specialty lines)	2	40	48	48	48	42	41	42	41	37	32	33	33	31		
Dry Goods (full line)	—	80	80	80	80	80	80	80	79	79	79	79	80	80		
Dry Goods (specialty lines)	—	8	8	8	8	8	8	8	8	8	8	8	8	8		
Electrical Goods	1	123	126	122	123	128	124	124	124	121	122	118	120	119		
Farm Products - raw materials	30	73	68	68	70	67	70	73	82	77	78	75	76	71		
Farm Products - consumer goods	203	1,180	1,415	1,442	1,388	1,256	1,087	808	695	666	1,142	1,530	1,435	1,347		
Farm Supplies	7	78	79	79	80	77	76	77	75	76	80	79	79	79		
Furniture and House Furnishings	2	25	23	23	23	23	26	26	25	25	26	26	26	26		
General Merchandise	—	511	504	504	510	511	514	517	521	519	519	519	512	484		
Groceries (full line)	101	1,085	1,016	1,011	1,013	1,043	1,099	1,102	1,159	1,168	1,141	1,126	1,093	1,071		
Groceries and Foods (specialty lines)	1	376	375	375	374	373	375	379	379	376	378	381	377	375		
Hardware	3	37	37	37	36	36	36	36	38	38	38	38	38	38		
Jewelry and Optical Goods	12	82	75	76	74	85	87	85	80	80	89	88	86	75		
Lumber and Construction Materials	17	273	273	275	270	277	279	291	280	277	287	268	266	262		
Machinery, Equipment and Supplies	—	6	6	6	6	6	6	6	6	6	6	6	6	6		
Metals and Metal Work (except scrap)	7	179	184	184	183	180	178	174	174	174	175	175	176	186		
Paper and its Products	20	890	891	871	864	870	885	891	908	917	909	905	890	884		
Petroleum and its Products	1	36	35	36	35	35	35	35	36	36	39	39	39	37		
Plumbing and Heating Eqpt. and Spls.	11	79	76	76	76	76	76	81	82	81	80	80	80	80		
Tobacco and its Products (except leaf)	22	63	74	76	77	84	90	96	85	84	83	83	80	80		
Waste Materials	30	128	143	117	117	121	129	137	134	134	135	122	123	148		
All Other Products	80	128	143	117	117	121	129	137	134	134	135	122	123	148		

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF MASSACHUSETTS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL:	3,215	51,888	51,185	51,331	51,651	51,940	52,203	52,253	52,155	52,858	52,455	52,615	52,615		
Amusement and Sporting Goods	39	643	621	628	655	642	652	651	651	665	650	678	678		
Automotive	82	3,166	3,088	3,127	3,147	3,198	3,177	3,194	3,222	3,178	3,170	3,181	3,181		
Beer, Wines and Liquors	65	1,931	1,845	1,849	1,882	1,909	1,977	2,007	1,992	1,977	2,003	1,916	1,916		
Chemicals and Paints	44	1,979	1,953	1,965	1,974	1,975	1,986	1,995	1,995	1,996	1,995	1,991	1,983		
Clothing and Furnishings	272	1,693	1,667	1,676	1,693	1,698	1,690	1,680	1,692	1,712	1,729	1,712	1,716		
Coal and Coke	15	806	928	884	835	747	725	728	753	744	852	806	860		
Drugs (full line)	--	625	650	630	631	631	633	622	622	623	614	617	617		
Drugs and Drug Sundries (specialty lines)	18	211	202	204	210	209	208	207	206	207	216	220	221		
Dry Goods (full line)	4	111	111	111	111	111	111	111	111	111	111	111	111		
Dry Goods (specialty lines)	192	868	853	867	862	864	855	850	865	890	891	883	891		
Electrical Goods	78	2,058	2,025	2,040	2,042	2,052	2,055	2,069	2,093	2,083	2,069	2,074	2,078		
Farm Products - raw materials	195	1,446	1,322	1,344	1,378	1,425	1,500	1,531	1,435	1,534	1,578	1,512	1,433		
Farm Products - consumer goods	339	4,176	3,979	4,016	4,099	4,261	4,322	4,402	4,301	4,223	4,276	4,145	4,113		
Farm Supplies	7	276	273	271	273	275	278	280	281	277	283	278	277		
Furniture and House Furnishings	88	1,015	1,006	994	1,008	1,014	1,017	1,005	1,021	1,021	1,031	1,030	1,035		
General Merchandise	1	40	34	34	38	37	40	45	40	46	43	45	44		
Groceries (full line)	22	2,395	2,562	2,354	2,350	2,342	2,356	2,358	2,358	2,361	2,380	2,375	2,588		
Groceries and Foods (specialty lines)	489	8,065	7,648	8,001	7,963	8,056	8,074	8,077	8,176	8,075	8,258	8,195	8,159		
Hardware	26	474	466	464	464	472	475	476	473	477	487	485	484		
Jewelry and Optical Goods	56	529	520	523	523	526	528	533	529	534	536	537	539		
Lumber and Construction Materials	56	1,414	1,395	1,377	1,366	1,400	1,415	1,435	1,423	1,433	1,443	1,444	1,439		
Machinery, Equipment and Supplies	283	5,235	5,114	5,112	5,188	5,214	5,267	5,281	5,249	5,257	5,305	5,300	5,253		
Metals and Metal Work (except scrap)	15	1,083	1,053	1,060	1,060	1,076	1,096	1,092	1,099	1,095	1,090	1,098	1,100		
Paper and its Products	123	1,954	1,921	1,897	1,883	1,892	1,958	1,963	1,967	1,963	1,999	2,013	2,082		
Petroleum and its Products	27	3,776	4,021	4,013	3,861	3,772	3,696	3,706	3,674	3,658	3,723	3,711	3,748		
Plumbing and Heating Eppt. and Spits.	41	1,212	1,164	1,197	1,198	1,192	1,188	1,188	1,190	1,239	1,310	1,279	1,256		
Tobacco and its Products (except leaf)	69	708	688	691	701	716	705	713	708	711	724	726	719		
Waste Materials	232	1,863	1,805	1,828	1,873	1,857	1,868	1,866	1,867	1,863	1,904	1,896	1,881		
All Other Products	327	2,737	2,696	2,698	2,699	2,717	2,727	2,755	2,769	2,776	2,756	2,784	2,793		

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

STATE OF NEW HAMPSHIRE

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time), Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October				
			2,111	2,102	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113		
TOTAL	172	2,149	2,111	2,102	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113	--	--
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	6	78	77	77	77	77	81	79	81	80	78	79	78	77	78	77
Beer, Wines and Liquors	14	95	88	90	89	94	96	96	100	98	98	99	98	92	96	96
Chemicals and Paints	2	3	10	8	5	2	1	1	--	--	--	--	--	--	--	--
Clothing and Furnishings	2	41	38	40	42	42	40	41	40	41	41	42	41	40	40	45
Coal and Coke	--	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs (full line)	--	21	21	21	21	21	21	21	21	21	21	21	21	21	21	21
Drugs and Drug Sundries (specialty lines)	1	6	9	8	9	9	9	9	9	9	8	8	8	8	8	8
Dry Goods (full line)	--	--	11	11	11	11	11	11	11	11	11	11	11	11	11	11
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	4	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
Farm Products - raw materials	9	18	17	17	17	18	18	18	18	18	18	18	18	18	18	18
Farm Products - consumer goods	40	205	177	179	181	193	204	217	232	232	238	227	190	184	187	184
Farm Supplies	1	6	5	5	5	5	5	5	7	6	7	7	7	7	7	7
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	1	2	--	--	--	--	--	--	2	--	--	--	--	--	20	--
Groceries (full line)	1	268	268	266	267	266	266	270	275	273	269	271	267	266	266	266
Groceries and Foods (specialty lines)	29	390	388	387	381	377	379	387	403	407	397	397	389	384	384	384
Hardware	4	242	241	241	241	241	243	245	245	245	245	241	241	241	241	241
Jewelry and Optical Goods	1	11	10	10	11	11	11	11	11	11	11	11	11	11	11	11
Lumber and Construction Materials	15	64	62	63	63	64	66	65	67	66	67	66	62	63	63	63
Machinery, Equipment and Supplies	4	34	33	33	33	33	32	33	35	36	36	38	36	36	36	36
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	3	15	15	15	15	15	16	16	16	16	16	15	15	15	15	15
Petroleum and its Products	6	369	387	371	380	379	370	371	373	369	371	368	347	348	347	348
Plumbing and Heating Ept and Spls.	1	65	62	66	65	65	64	64	65	64	64	65	65	65	65	65
Tobacco and its Products (except leaf)	10	110	113	114	116	118	117	118	102	102	99	117	119	119	119	119
Waste Materials	10	24	18	18	19	19	21	21	21	21	21	21	21	21	21	21
All Other Products	8	51	43	42	43	42	52	52	57	56	56	55	55	55	55	55

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

CENSUS OF BUSINESS

STATE OF RHODE ISLAND

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time). Average for year	Number of Employees On Pay Roll Nearst The 15th Of Each Month												De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember		
TOTAL	369	6,328	6,284	6,319	6,294	6,262	6,230	6,255	6,313	6,256	6,368	6,453	6,421	6,481	
Amusement and Sporting Goods	3	52	45	45	45	45	53	56	77	55	55	53	49	49	
Automotive	13	302	277	284	291	304	295	304	311	315	313	312	304	308	
Beer, Wines and Liquors	15	275	265	267	268	273	276	282	281	272	280	278	278	280	
Chemicals and Paints	7	259	255	258	258	258	241	239	259	257	257	240	244	244	
Clothing and Furnishings	4	48	47	48	47	46	46	47	49	47	48	50	53	54	
Coal and Coke	2	236	285	316	267	220	201	204	219	197	206	238	215	270	
Drugs (full line)	--	152	152	152	152	155	153	149	148	149	149	155	159	156	
Drugs and Drug Sundries (specialty lines)	2	6	6	6	6	6	6	6	6	6	6	6	6	6	
Dry Goods (full line)	2	35	32	32	33	33	33	33	33	33	33	34	34	34	
Dry Goods (specialty lines)	16	56	52	57	57	56	59	59	55	56	55	56	59	56	
Electrical Goods	6	135	131	131	131	134	135	138	139	138	136	132	138	137	
Farm Products - raw materials	6	87	89	89	89	89	86	86	85	85	85	85	85	85	
Farm Products - consumer goods	51	524	490	493	497	519	519	526	534	538	544	547	537	544	
Farm Supplies	--	11	11	11	11	11	11	11	11	11	11	11	11	11	
Furniture and House Furnishings	4	108	106	105	107	107	109	108	108	107	110	107	110	109	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	5	214	214	216	216	215	214	212	213	211	212	217	215	213	
Groceries and Foods (specialty lines)	75	829	835	859	821	808	785	784	810	812	860	877	869	863	
Hardware	4	175	181	181	182	181	179	176	165	161	172	172	175	175	
Jewelry and Optical Goods	18	288	288	287	286	287	285	280	281	282	282	292	299	297	
Lumber and Construction Materials	5	245	238	229	221	244	242	260	266	249	242	242	237	235	
Machinery, Equipment and Supplies	23	408	401	399	412	413	413	418	394	393	413	422	404	411	
Metals and Metal Work (except scrap)	5	72	70	70	70	70	72	71	72	72	73	73	73	73	
Paper and its Products	10	250	225	224	224	229	227	232	232	235	235	254	235	243	
Petroleum and its Products	12	736	771	777	766	756	733	722	715	719	724	722	724	717	
Plumbing and Heating Ept and Spls.	9	202	196	198	198	194	194	195	195	192	203	217	217	218	
Tobacco and its Products (except leaf)	14	131	121	121	121	121	121	121	140	141	142	139	139	139	
Waste Materials	36	254	224	223	229	239	236	231	229	236	242	234	240	240	
All Other Products	22	303	297	296	296	300	301	305	304	302	303	309	312	313	

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

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors 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	Sep- tember	October	No- vember		
TOTAL	140	2,158	2,113	2,100	2,095	2,121	2,140	2,184	2,208	2,227	2,226	2,193	2,147	2,151	
Amusement and Sporting Goods	3	135	134	154	135	135	156	135	137	138	137	137	137	135	
Automotive	1.4	66	54	54	62	73	78	78	78	78	74	66	62	61	
Beer, Wines and Liquors	2	1	1	1	1	1	1	1	1	1	1	1	1	1	
Chemicals and Paints	---	60	60	60	60	60	60	60	60	60	60	60	60	60	
Clothing and Furnishings	1	21	25	25	20	20	15	15	17	17	18	19	23	33	
Coal and Coke	2	35	35	35	35	35	35	35	35	35	35	35	35	35	
Drugs (full line)	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
Drugs and Drug Sundries (specialty lines)	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
Dry Goods (full line)	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
Dry Goods (specialty lines)	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
Electrical Goods	1	18	18	14	18	18	17	18	18	18	18	18	18	17	
Farm Products - raw materials	28	88	84	85	87	89	89	89	92	92	90	90	88	87	
Farm Products - consumer goods	25	544	531	527	556	535	538	556	561	561	563	545	538	537	
Farm Supplies	1	19	18	18	17	17	18	17	17	19	20	22	21	22	
Furniture and House Furnishings	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
General Merchandise	3	177	171	171	176	178	181	181	181	181	181	177	176	174	
Groceries and Foods (specialty lines)	12	242	234	235	231	234	235	245	233	235	249	258	241	240	
Hardware	---	147	145	145	147	147	147	148	148	149	149	147	146	146	
Jewelry and Optical Goods	2	15	15	15	15	15	15	15	15	15	15	15	15	15	
Lumber and Construction Materials	7	51	49	49	49	52	52	52	52	55	55	52	50	49	
Machinery, Equipment and Supplies	1	22	22	22	22	22	22	22	22	22	22	22	22	22	
Metals and Metal Work (except scrap)	3	38	39	38	37	37	37	38	38	38	40	41	39	39	
Paper and its Products	6	275	280	272	268	273	265	272	278	284	290	271	272	274	
Petroleum and its Products	2	52	51	50	49	51	50	50	53	55	55	57	53	53	
Plumbing and Heating Eqt and Spls.	8	57	58	58	58	57	57	57	57	57	57	57	54	54	
Tobacco and its Products (except leaf)	17	18	16	16	16	16	16	20	20	20	20	20	18	18	
Waste Materials	2	4	3	3	3	5	5	5	5	5	5	5	6	6	
All Other Products	---	---	---	---	---	---	---	---	---	---	---	---	---	---	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935STATE OF NEW JERSEY
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
			26,386	25,719	25,690	25,729	25,945	26,193	26,394	26,750	26,771	26,865	27,057	26,815		
TOTAL	1,570	105	105	107	115	125	116	130	130	131	126	121	115			
Amusement and Sporting Goods	15	1,587	1,540	1,564	1,564	1,564	1,603	1,598	1,577	1,600	1,603	1,616	1,618			
Automotive	54	1,685	1,555	1,552	1,556	1,694	1,709	1,792	1,791	1,751	1,757	1,754	1,750			
Beer, Wines and Liquors	86	516	503	502	510	519	523	517	519	523	519	518	517			
Chemicals and Paints	21	150	142	146	151	156	147	144	146	152	158	158	158			
Clothing and Furnishings	20	9	242	270	280	261	244	221	213	211	225	247	268			
Coal and Coke	9	--	267	253	278	278	268	268	265	261	260	257	256			
Drugs (full line)	--	8	358	346	338	342	355	366	353	328	328	319	322			
Drugs and Drug Sundries (specialty lines)	8	21	22	22	22	23	21	21	21	21	22	22	22			
Dry Goods (full line)	1	129	130	126	128	122	127	126	128	132	132	133	132			
Dry Goods (specialty lines)	20	21	986	958	969	985	992	1,012	1,016	1,016	1,029	1,019	1,004			
Electrical Goods	21	156	185	168	168	175	175	175	170	168	172	167	168			
Farm Products - raw materials	28	3,000	2,809	2,821	2,847	2,956	3,095	3,167	3,167	3,155	3,067	3,066	2,976			
Farm Products - consumer goods	343	307	300	300	305	339	314	306	300	309	307	305	305			
Farm Supplies	11	175	175	175	178	204	201	201	202	217	224	222	219			
Furniture and House Furnishings	9	658	648	646	657	649	627	635	652	679	701	693	646			
General Merchandise	11	725	715	710	717	719	716	724	729	736	739	735	728			
Groceries (full line)	1	267	3,977	3,951	3,943	3,919	3,954	3,958	3,933	4,017	4,072	4,050	4,054			
Groceries and Foods (specialty lines)	267	329	326	327	326	328	330	331	331	331	332	330	330			
Hardware	14	100	97	100	103	106	104	102	109	108	100	86	93			
Jewelry and Optical Goods	5	973	927	916	927	933	964	972	967	1,006	1,056	1,017	1,056			
Lumber and Construction Materials	17	1,369	1,374	1,373	1,388	1,396	1,383	1,400	1,404	1,415	1,440	1,420	1,429			
Machinery, Equipment and Supplies	111	941	845	837	854	904	888	1,002	1,020	987	971	966	1,027			
Metals and Metal Work (except scrap)	12	653	624	627	627	635	631	650	652	635	638	641	648			
Paper and its Products	64	2,951	3,000	2,995	2,954	2,953	2,946	2,956	2,958	2,925	2,927	2,939	2,955			
Petroleum and its Products	32	1,139	1,152	1,151	1,153	1,147	1,044	1,157	1,176	1,174	1,174	1,241	1,087			
Plumbing and Heating Eqpt. and Splis.	37	778	776	776	776	793	794	808	805	803	795	802	798			
Tobacco and its Products (except leaf)	63	997	997	997	978	995	995	1,022	1,022	986	1,025	1,050	1,028			
Waste Materials	197	988	1,000	990	1,009	1,006	1,026	1,053	1,049	1,041	1,066	1,047	1,059			
All Other Products	95	1,088	988	1,000	990	1,006	1,026	1,053	1,049	1,041	1,066	1,047	1,059			

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

STATE OF NEW YORK
TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active employ- ers and firm members	Employees (fulltime and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												De- cem- ber
			January	February	March	April	May	June	July	August	September	October	November		
TOTAL	16,626	243,120	237,932	238,510	239,689	240,204	240,267	240,953	242,227	245,621	245,645	249,444	249,354	249,696	249,696
Amusement and Sporting Goods	280	6,131	5,931	5,949	5,963	6,017	6,052	6,076	6,113	6,168	6,240	6,293	6,318	6,416	6,416
Automotive	289	8,373	8,006	8,956	8,974	9,035	9,008	9,015	9,908	8,908	8,224	8,998	9,001	8,996	8,975
Beer, Wines and Liquors	251	7,257	6,710	6,874	6,897	6,990	7,090	7,226	7,340	7,405	7,450	7,655	7,727	7,760	7,760
Chemicals and Paints	200	7,365	7,165	7,215	7,285	7,355	7,388	7,413	7,363	7,332	7,444	7,476	7,442	7,406	7,406
Clothing and Furnishings	2,103	19,178	18,684	18,784	18,908	19,066	18,984	18,979	19,019	19,304	19,592	19,732	19,572	19,511	19,511
Coal and Coke	59	2,444	2,501	2,514	2,475	2,405	2,390	2,333	2,314	2,299	2,252	2,159	2,151	2,094	2,094
Drugs (full line)	3	1,196	1,178	1,184	1,183	1,169	1,174	1,177	1,175	1,180	1,169	1,219	1,272	1,273	1,273
Drugs and Drug Sundries (specialty lines)	287	7,369	7,212	7,202	7,274	7,345	7,354	7,359	7,369	7,353	7,428	7,500	7,548	7,568	7,568
Dry Goods (full line)	30	1,973	1,984	1,989	1,409	1,398	1,353	1,359	1,321	1,318	1,360	1,391	1,391	1,347	1,347
Dry Goods (specialty lines)	2,159	28,511	28,016	28,246	28,404	28,351	28,237	28,143	28,309	28,376	28,815	29,145	28,907	28,928	28,928
Electrical Goods	319	7,739	7,592	7,611	7,590	7,643	7,671	7,702	7,770	7,862	7,849	7,889	7,879	7,811	7,811
Farm Products - raw materials	867	4,463	4,635	4,654	4,564	4,545	4,085	4,222	4,436	4,594	4,547	4,441	4,552	4,684	4,684
Farm Products - consumer goods	1,742	16,511	15,756	15,823	16,083	16,313	16,417	16,632	16,893	16,992	16,992	16,999	16,756	16,889	16,889
Farm Supplies	63	1,271	1,310	1,350	1,322	1,297	1,177	1,131	1,175	1,239	1,295	1,334	1,315	1,323	1,323
Furniture and House Furnishings	702	6,822	6,608	6,629	6,647	6,670	6,696	6,685	6,719	6,847	6,981	7,145	7,112	7,119	7,119
General Merchandise	51	2,023	1,951	1,897	1,936	1,994	1,973	2,024	2,169	2,054	2,048	2,046	2,103	2,081	2,081
Groceries (full line)	103	6,090	6,097	6,081	6,076	6,054	6,064	6,046	6,043	6,033	6,112	6,168	6,166	6,146	6,146
Groceries and Foods (specialty lines)	1,702	23,006	22,625	22,560	22,673	22,570	22,571	22,687	22,828	22,843	23,132	23,622	23,688	23,687	23,687
Hardware	180	4,212	4,174	4,177	4,198	4,200	4,204	4,194	4,213	4,203	4,232	4,249	4,239	4,255	4,255
Jewelry and Optical Goods	854	4,743	4,560	4,577	4,568	4,577	4,602	4,626	4,631	4,678	4,806	5,013	5,035	5,209	5,209
Lumber and Construction Materials	182	6,386	5,977	6,058	6,118	6,263	6,391	6,421	6,352	6,393	6,655	6,770	6,734	6,526	6,526
Machinery, Equipment and Supplies	1,076	22,677	22,212	22,180	22,446	22,300	22,361	22,345	22,475	22,683	22,756	23,072	23,433	23,855	23,855
Metals and Metal Work (except scrap)	136	4,624	4,393	4,443	4,471	4,518	4,607	4,644	4,717	4,721	4,722	4,745	4,763	4,748	4,748
Paper and its Products	552	8,284	8,200	8,233	8,220	8,235	8,237	8,271	8,283	8,237	8,283	8,394	8,377	8,422	8,422
Petroleum and its Products	145	9,439	9,605	9,654	9,427	9,383	9,368	9,403	9,409	9,382	9,384	9,459	9,445	9,403	9,403
Plumbing and Heating Eqpt. and Spls.	182	4,980	4,948	4,832	4,850	4,880	4,902	4,924	4,977	5,007	5,079	5,166	5,154	5,103	5,103
Tobacco and its Products (except leaf)	268	4,452	4,415	4,398	4,410	4,405	4,407	4,430	4,454	4,478	4,489	4,506	4,508	4,518	4,518
Waste Materials	802	4,388	4,210	4,175	4,207	4,299	4,320	4,378	4,420	4,368	4,400	4,463	4,608	4,634	4,634
All Other Products	1,070	11,213	10,957	10,974	10,971	11,082	11,144	11,133	11,082	11,166	11,352	11,566	11,561	11,592	11,592

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

STATE OF PENNSYLVANIA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
TOTAL	7,240	82,049	81,095	81,258	81,546	81,799	81,695	81,914	82,118	82,191	82,441	82,044	82,742	82,947		
Amusement and Sporting Goods	64	1,289	1,275	1,271	1,284	1,290	1,292	1,292	1,298	1,298	1,290	1,298	1,296	1,314		
Automotive	231	5,424	5,294	5,325	5,354	5,392	5,407	5,479	5,479	5,558	5,464	5,487	5,451	5,451		
Beer, Wines and Liquors	881	2,324	2,184	2,180	2,257	2,290	2,367	2,411	2,411	2,411	2,400	2,398	2,386	2,414		
Chemicals and Paints	56	1,628	1,602	1,600	1,604	1,609	1,633	1,639	1,637	1,641	1,631	1,638	1,646	1,650		
Clothing and Furnishings	361	1,990	1,988	2,010	2,019	2,016	2,002	1,974	2,004	2,004	2,083	2,127	2,127	2,157		
Coal and Coke	52	1,076	1,095	1,097	1,090	1,052	1,060	1,060	1,043	1,044	1,056	1,088	1,099	1,118		
Drugs (full line)	5	804	797	796	794	796	794	796	807	809	805	821	814	817		
Drugs and Drug Sundries (specialty lines)	55	571	552	558	559	555	559	574	576	577	580	594	580	582		
Dry Goods (full line)	21	570	664	671	669	667	667	667	668	674	678	684	658	665		
Dry Goods (specialty lines)	140	1,050	1,015	1,016	1,017	1,020	1,029	1,021	1,018	1,017	1,018	1,024	1,021	1,018		
Electrical Goods	145	4,059	4,475	4,474	4,445	4,440	4,440	4,938	3,848	3,816	3,825	3,876	3,885	3,904		
Farm Products - raw materials	345	1,279	1,257	1,260	1,246	1,249	1,255	1,269	1,286	1,312	1,312	1,332	1,321	1,310		
Farm Products - consumer goods	1,216	7,301	7,232	7,233	7,217	7,287	7,353	7,390	7,410	7,347	7,265	7,310	7,251	7,301		
Farm Supplies	88	442	453	441	444	452	446	429	434	435	446	462	443	445		
Furniture and House Furnishings	145	1,344	1,322	1,323	1,354	1,354	1,328	1,328	1,328	1,340	1,358	1,373	1,373	1,357		
General Merchandise	15	100	100	99	101	101	98	98	94	95	99	99	101	111		
Groceries (full line)	119	3,987	3,940	3,949	3,946	3,945	3,951	3,940	3,952	3,986	4,039	4,052	4,057	4,051		
Groceries and Foods (specialty lines)	975	11,607	11,601	11,597	11,585	11,581	11,570	11,559	11,537	11,499	11,583	11,714	11,697	11,795		
Hardware	61	1,899	1,895	1,896	1,907	1,914	1,911	1,908	1,911	1,917	1,921	1,879	1,872	1,883		
Jewelry and Optical Goods	105	949	921	940	945	948	946	947	946	948	952	945	960	984		
Lumber and Construction Materials	180	5,490	5,353	5,328	5,400	5,465	5,556	5,516	5,540	5,545	5,577	5,545	5,571	5,514		
Machinery, Equipment and Supplies	499	6,354	6,034	6,091	6,218	6,390	6,399	6,462	6,510	6,448	6,448	6,506	6,451	6,464		
Metals and Metal Work (except scrap)	66	2,497	2,410	2,434	2,433	2,452	2,466	2,485	2,508	2,533	2,546	2,582	2,562	2,554		
Paper and its Products	148	2,310	2,298	2,271	2,278	2,300	2,298	2,294	2,296	2,304	2,325	2,343	2,354	2,375		
Petroleum and its Products	124	6,557	6,729	6,636	6,520	6,480	6,542	6,549	6,537	6,556	6,515	6,550	6,531	6,575		
Plumbing and Heating Ept. and Spis.	106	2,312	2,201	2,191	2,225	2,249	2,259	2,284	2,330	2,361	2,400	2,447	2,452	2,398		
Tobacco and its Products (except leaf)	229	1,593	1,504	1,514	1,523	1,518	1,597	1,568	1,613	1,651	1,651	1,660	1,664	1,664		
Waste Materials	487	2,382	2,266	2,275	2,304	2,354	2,369	2,433	2,425	2,432	2,421	2,459	2,450	2,390		
All Other Products	351	2,720	2,664	2,807	2,698	2,680	2,691	2,702	2,713	2,732	2,753	2,754	2,751	2,729		

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

STATE OF ILLINOIS

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	6, 611	104, 740	102, 242	102, 430	102, 955	103, 588	104, 043	104, 242	104, 574	105, 254	105, 939	107, 313	107, 430	106, 861	
Amusement and Sporting Goods	58	1, 300	1, 249	1, 274	1, 282	1, 289	1, 282	1, 322	1, 313	1, 293	1, 304	1, 324	1, 317	1, 352	
Automotive	274	4, 969	4, 999	5, 044	5, 172	5, 197	5, 275	5, 275	5, 326	5, 295	5, 292	5, 324	5, 324	5, 299	
Beer, Wines and Liquors	473	3, 857	3, 686	3, 756	3, 802	3, 831	3, 872	3, 886	3, 886	3, 894	3, 927	3, 996	3, 973	3, 984	
Chemicals and Paints	55	2, 565	2, 511	2, 513	2, 540	2, 553	2, 561	2, 560	2, 574	2, 598	2, 598	2, 603	2, 603	2, 606	
Clothing and Furnishings	304	2, 638	2, 648	2, 645	2, 655	2, 691	2, 692	2, 696	2, 673	2, 745	2, 767	2, 798	2, 768	2, 805	
Coal and Coke	21	1, 125	1, 177	1, 168	1, 097	1, 072	1, 078	1, 079	1, 079	1, 051	1, 124	1, 189	1, 109	1, 115	
Drugs (full line)	--	930	929	933	935	920	917	921	930	958	956	951	957	958	
Drugs and Drug Sundries (specialty lines)	79	1, 674	1, 583	1, 613	1, 628	1, 644	1, 632	1, 659	1, 647	1, 674	1, 707	1, 744	1, 754	1, 797	
Dry Goods (full line)	2	3, 570	3, 464	3, 571	3, 572	3, 569	3, 548	3, 574	3, 446	3, 516	3, 592	3, 771	3, 754	3, 457	
Dry Goods (specialty lines)	157	1, 243	1, 243	1, 253	1, 258	1, 243	1, 239	1, 231	1, 223	1, 225	1, 239	1, 254	1, 251	1, 251	
Electrical Goods	138	3, 767	3, 584	3, 602	3, 697	3, 694	3, 765	3, 763	3, 761	3, 824	3, 840	3, 873	3, 913	3, 888	
Farm Products - raw materials	872	5, 029	5, 104	5, 077	4, 991	4, 979	4, 934	4, 934	5, 115	5, 098	5, 061	5, 046	4, 984	4, 989	
Farm Products - consumer goods	1, 319	8, 707	8, 471	8, 353	8, 398	8, 601	8, 700	8, 756	8, 820	8, 809	8, 794	8, 896	8, 895	8, 917	
Farm Supplies	104	1, 025	1, 039	1, 150	1, 195	1, 146	1, 062	951	897	928	951	1, 002	1, 001	978	
Furniture and House Furnishings	143	1, 720	1, 595	1, 600	1, 616	1, 687	1, 698	1, 702	1, 729	1, 771	1, 770	1, 827	1, 885	1, 834	
General Merchandise	9	1, 433	1, 471	1, 407	1, 362	1, 362	1, 353	1, 353	1, 350	1, 412	1, 442	1, 484	1, 542	1, 599	
Groceries (full line)	50	5, 283	5, 249	5, 195	5, 213	5, 225	5, 183	5, 180	5, 223	5, 409	5, 333	5, 398	5, 361	5, 337	
Groceries and Foods (specialty lines)	777	11, 868	11, 408	11, 367	11, 362	11, 332	11, 524	11, 380	11, 444	11, 474	11, 713	11, 851	11, 985	11, 696	
Hardware	57	1, 980	1, 929	1, 949	1, 951	1, 949	1, 965	1, 965	1, 965	1, 965	2, 020	2, 037	2, 047	2, 055	
Jewelry and Optical Goods	61	1, 811	1, 746	1, 729	1, 765	1, 770	1, 784	1, 784	1, 782	1, 792	1, 831	1, 854	1, 926	1, 854	
Lumber and Construction Materials	109	4, 166	4, 017	4, 056	4, 105	4, 183	4, 188	4, 181	4, 158	4, 190	4, 254	4, 262	4, 245	4, 143	
Machinery, Equipment and Supplies	377	11, 467	11, 110	11, 246	11, 363	11, 388	11, 452	11, 472	11, 465	11, 527	11, 620	11, 727	11, 507	11, 507	
Metals and Metal Work (except scrap)	36	3, 890	3, 734	3, 760	3, 776	3, 799	3, 864	3, 914	3, 931	3, 959	3, 945	3, 997	4, 008	4, 003	
Paper and its Products	139	2, 747	2, 640	2, 669	2, 691	2, 709	2, 733	2, 738	2, 750	2, 757	2, 777	2, 822	2, 832	2, 840	
Petroleum and its Products	216	5, 620	5, 580	5, 581	5, 602	5, 564	5, 595	5, 507	5, 636	5, 669	5, 649	5, 676	5, 651	5, 635	
Plumbing and Heating Eqpt. and Spls	65	2, 071	1, 986	2, 008	2, 021	2, 022	2, 053	2, 051	2, 072	2, 087	2, 110	2, 179	2, 124	2, 121	
Tobacco and its Products (except leaf)	145	1, 235	1, 208	1, 213	1, 214	1, 219	1, 222	1, 221	1, 255	1, 245	1, 248	1, 261	1, 256	1, 263	
Waste Materials	282	3, 075	2, 914	2, 888	2, 943	3, 021	3, 069	3, 108	3, 065	3, 114	3, 143	3, 247	3, 256	3, 196	
All Other Products	269	3, 960	3, 962	3, 951	3, 946	3, 913	3, 920	3, 936	3, 927	3, 941	3, 985	3, 990	4, 021	4, 013	

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

CENSUS OF BUSINESS
 WHOLESALE DISTRIBUTION: 1935

STATE OF INDIANA

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	No- vember	De- cember
TOTAL	2,183	23,263	22,537	22,509	22,659	22,907	23,128	23,456	23,645	23,794	23,606	23,866	23,472	23,571
Amusement and Sporting Goods	5	266	248	248	246	253	268	273	265	263	273	295	285	269
Automotive	97	1,894	1,788	1,800	1,897	1,867	1,916	2,000	2,096	1,919	1,926	1,996	1,901	1,901
Beer, Wines and Liquors	18	247	241	236	240	254	265	263	255	243	243	248	233	231
Chemicals and Paints	26	125	121	124	126	126	126	123	124	125	125	126	131	131
Clothing and Furnishings	20	262	260	256	262	266	261	245	261	261	272	276	272	272
Coal and Coke	4	420	410	410	414	414	415	418	417	418	424	434	432	437
Drugs (full line)	10	142	140	141	141	141	141	142	142	142	142	142	143	143
Drugs and Drug Sundries (specialty lines)	3	237	235	235	236	236	235	234	232	232	236	246	243	246
Dry Goods (full line)	4	14	14	14	14	14	14	14	14	14	14	14	14	14
Dry Goods (specialty lines)	38	645	616	616	628	633	634	634	650	665	658	713	665	656
Electrical Goods	376	1,915	1,972	1,865	1,849	1,835	1,857	1,857	1,946	1,950	1,941	1,951	1,928	2,050
Farm Products - raw materials	562	2,504	2,439	2,430	2,448	2,470	2,506	2,530	2,549	2,550	2,531	2,567	2,555	2,527
Farm Products - consumer goods	44	588	584	572	581	582	586	585	412	424	399	400	361	374
Farm Supplies	16	239	236	236	237	236	239	239	241	239	241	241	241	242
Furniture and House Furnishings	3	30	30	30	30	31	31	31	31	31	31	31	30	30
General Merchandise	31	1,885	1,889	1,887	1,890	1,843	1,911	1,957	1,946	1,853	1,906	1,877	1,877	1,886
Groceries (full line)	239	1,585	1,547	1,548	1,543	1,544	1,582	1,578	1,579	1,595	1,663	1,642	1,645	1,645
Groceries and Foods (specialty lines)	17	794	788	789	787	795	793	795	794	794	797	800	798	801
Hardware	1	156	153	153	154	155	155	156	156	156	161	161	161	161
Jewelry and Optical Goods	56	649	660	662	677	693	687	707	716	716	719	707	699	699
Lumber and Construction Materials	124	2,083	2,071	2,125	2,152	2,165	2,219	2,062	2,064	2,067	2,074	2,060	2,062	2,062
Machinery, Equipment and Supplies	10	232	207	208	215	212	224	234	241	239	236	259	244	239
Metals and Metal Work (except scrap)	20	582	583	519	580	532	550	531	530	529	536	533	525	523
Paper and Its Products	95	2,787	2,805	2,787	2,785	2,791	2,796	2,797	2,807	2,805	2,795	2,786	2,749	2,740
Petroleum and Its Products	16	487	485	456	478	492	477	492	492	510	507	513	496	508
Plumbing and Heating Eqt and Spis	57	418	411	410	411	412	417	416	416	417	429	428	428	430
Tobacco and Its Products (except leaf)	161	908	840	841	874	905	915	924	919	959	956	965	912	907
Waste Materials	79	645	616	626	641	650	661	660	665	659	659	652	647	645
All Other Products														

* Includes an employee of commission bulk tank stations. See text.

TABLE 2 . MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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	No- vember		
TOTAL	3,580	41,587	40,348	40,224	40,445	40,507	40,874	41,120	41,433	42,239	44,235	43,530	43,535		
Amusement and Sporting Goods	25	415	400	398	404	415	409	411	414	419	424	437	431		
Automotive	251	4,465	4,264	4,302	4,348	4,450	4,451	4,460	4,472	4,489	4,517	4,567	4,594		
Beer, Wines and Liquors	194	1,347	980	997	1,023	1,052	1,132	1,191	1,251	1,287	1,247	1,223	1,172		
Chemicals and Paints	26	840	808	824	889	830	848	840	840	842	849	867	854		
Clothing and Furnishings	60	384	373	374	375	384	383	384	381	378	385	390	397		
Coal and Coke	18	540	547	551	537	538	535	524	524	526	545	555	546		
Drugs (full line)	2	334	332	334	338	332	333	331	332	333	331	334	338		
Drugs and Drug Sundries (specialty lines)	28	674	659	673	665	673	677	670	669	660	676	690	682		
Dry Goods (full line)	2	319	308	308	311	315	317	320	315	316	318	334	329		
Dry Goods (specialty lines)	22	115	113	111	114	115	114	114	114	115	115	117	116		
Electrical Goods	61	1,498	1,383	1,405	1,422	1,457	1,507	1,505	1,499	1,515	1,526	1,575	1,579		
Farm Products - raw materials	277	2,403	2,497	2,414	2,259	2,250	2,104	2,208	2,058	2,053	2,352	2,916	2,881		
Farm Products - consumer goods	763	4,127	3,865	3,873	3,919	3,933	3,922	3,975	4,123	4,111	4,354	4,685	4,405		
Farm Supplies	47	1,033	1,439	1,218	976	765	737	648	692	769	950	1,399	1,508		
Furniture and House Furnishings	34	371	345	356	364	375	371	371	371	370	377	385	387		
General Merchandise	8	52	51	52	52	52	53	53	53	53	53	52	52		
Groceries (full line)	53	1,870	1,840	1,843	1,846	1,850	1,859	1,867	1,868	1,861	1,868	1,894	1,904		
Groceries and Foods (specialty lines)	541	4,164	3,949	3,955	3,992	4,084	4,108	4,199	4,255	4,258	4,278	4,328	4,275		
Hardware	21	1,036	991	998	997	1,008	1,025	1,035	1,044	1,041	1,051	1,072	1,080		
Jewelry and Optical Goods	22	512	506	503	508	510	508	506	511	506	511	521	521		
Lumber and Construction Materials	62	1,092	1,066	1,065	1,072	1,085	1,074	1,089	1,090	1,086	1,103	1,142	1,103		
Machinery, Equipment and Supplies	285	3,804	3,607	3,646	3,694	3,714	3,746	3,797	3,816	3,830	3,853	3,898	3,969		
Metals and Metal Work (except scrap)	35	1,217	1,177	1,174	1,172	1,187	1,192	1,175	1,209	1,245	1,246	1,287	1,271		
Paper and its Products	56	1,178	1,155	1,160	1,165	1,171	1,174	1,181	1,178	1,186	1,193	1,197	1,185		
Petroleum and its Products	190	3,373	3,356	3,365	3,379	3,425	3,446	3,472	3,472	3,491	3,496	3,499	3,462		
Plumbing and Heating Eqt. and Spls.	33	948	925	922	925	937	936	947	955	959	967	970	969		
Tobacco and its Products (except leaf)	93	751	735	734	732	735	740	744	745	749	769	774	772		
Waste Materials	241	1,934	1,794	1,894	1,860	1,924	1,908	1,959	1,925	1,956	1,980	1,999	2,004		
All Other Products	154	827	893	898	900	915	916	923	948	964	947	943	928		

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

GENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF OHIO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm and 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		
TOTAL	5,323	69,394	65,935	66,430	66,798	67,659	68,069	68,344	68,819	69,668	69,726	70,160	69,605	69,487	
Amusement and Sporting Goods	40	1,081	1,072	1,069	1,067	1,055	1,065	1,067	1,061	1,075	1,091	1,116	1,107	1,127	
Automotive	285	5,264	5,187	5,152	5,197	5,246	5,242	5,282	5,277	5,322	5,306	5,333	5,314	5,370	
Beer, Wines and Liquors	116	1,211	1,114	1,099	1,116	1,141	1,179	1,193	1,265	1,281	1,282	1,286	1,268	1,292	
Chemicals and Paints	70	1,355	1,305	1,313	1,371	1,368	1,368	1,364	1,364	1,349	1,356	1,362	1,354	1,356	
Clothing and Furnishings	148	1,200	1,129	1,168	1,177	1,179	1,156	1,153	1,165	1,193	1,263	1,300	1,255	1,256	
Coal and Coke	32	1,417	1,465	1,465	1,440	1,409	1,416	1,416	1,394	1,445	1,389	1,359	1,372	1,375	
Drugs (full line)	--	694	819	820	810	815	820	823	827	868	829	853	831	853	
Drugs and Drug Sundries (specialty lines)	62	547	550	553	553	548	543	543	537	542	568	556	540	550	
Dry Goods (full line)	10	436	437	432	434	432	433	432	437	440	436	439	439	442	
Dry Goods (specialty lines)	70	254	249	248	249	250	253	253	251	254	256	258	259	256	
Electrical Goods	95	3,392	3,268	3,273	3,342	3,414	3,489	3,421	3,413	3,424	3,396	3,433	3,409	3,462	
Farm Products - raw materials	617	3,111	3,085	3,091	3,008	3,043	3,038	3,027	3,107	3,161	3,112	3,163	3,193	3,302	
Farm Products - consumer goods	1,189	6,076	5,603	5,594	5,692	5,945	6,042	6,244	6,315	6,665	6,326	6,270	6,136	6,080	
Farm Supplies	102	863	811	832	883	868	856	850	860	874	915	892	862	853	
Furniture and House Furnishings	73	702	681	694	699	705	709	703	696	695	707	717	712	711	
General Merchandise	7	224	213	212	209	214	217	224	230	230	234	231	230	241	
Groceries (full line)	46	3,564	3,567	3,519	3,526	3,519	3,526	3,548	3,571	3,564	3,594	3,624	3,597	3,595	
Groceries and Foods (specialty lines)	733	7,189	7,019	7,067	7,044	7,154	7,130	7,123	7,195	7,226	7,350	7,391	7,331	7,212	
Hardware	29	1,377	1,337	1,364	1,363	1,369	1,368	1,374	1,386	1,398	2,002	2,006	1,996	1,991	
Jewelry and Optical Goods	34	816	797	798	798	797	794	798	803	805	826	848	842	868	
Lumber and Construction Materials	110	2,993	2,780	2,821	2,847	2,931	2,997	3,049	3,039	3,068	3,102	3,148	3,103	3,041	
Machinery, Equipment and Supplies	394	7,647	7,195	7,338	7,469	7,544	7,629	7,682	7,710	7,681	7,674	7,910	7,865	7,781	
Metals and Metal Work (except scrap)	53	1,894	1,787	1,813	1,824	1,842	1,872	1,875	1,883	1,913	1,943	2,006	2,000	1,970	
Paper and its Products	66	2,188	2,203	2,162	2,171	2,166	2,163	2,178	2,194	2,187	2,199	2,189	2,210	2,235	
Petroleum and its Products	185	4,843	4,784	4,946	4,832	4,860	4,919	4,927	4,850	4,871	4,866	4,863	4,850	4,773	
Plumbing and Heating Ept. and Spis.	57	1,280	1,212	1,207	1,212	1,224	1,252	1,257	1,278	1,301	1,318	1,368	1,357	1,367	
Tobacco and its Products (except leaf)	86	1,199	1,107	1,109	1,123	1,124	1,124	1,127	1,158	1,136	1,141	1,145	1,145	1,151	
Waste Materials	560	2,911	2,802	2,821	2,841	2,834	2,828	2,846	2,884	2,969	3,022	3,072	3,017	3,001	
All Other Products	195	2,008	1,925	1,934	1,950	1,966	2,021	2,039	2,057	2,043	2,033	2,042	2,031	2,035	

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

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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	Sep- tember	October	No- vember		
TOTAL	2,035	24,956	24,413	24,513	24,749	24,868	24,861	25,060	25,273	25,605	25,539	25,359			
Amusement and Sporting Goods	9	298	292	290	294	295	299	300	299	299	301	303			
Automotive	54	1,435	1,364	1,396	1,421	1,417	1,426	1,425	1,442	1,484	1,492	1,511			
Beer, Wines and Liquors	225	1,210	1,207	1,210	1,230	1,252	1,281	1,334	1,334	1,395	1,431	1,430			
Chemicals and Paints	13	322	298	306	314	311	313	322	327	339	351	329			
Clothing and Furnishings	28	724	707	727	730	741	739	720	711	740	723	716			
Coal and Coke	2	1,549	1,622	1,661	1,574	1,488	1,515	1,542	1,479	1,566	1,598	1,563			
Drugs (full line)	--	297	294	291	294	293	295	294	295	300	307	301			
Drugs and Drug Sundries (specialty lines)	7	76	75	76	77	72	75	75	77	75	73	77			
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--			
Dry Goods (specialty lines)	8	82	81	81	81	81	82	81	81	82	85	86			
Electrical Goods	17	713	686	703	722	717	712	711	718	720	712	718			
Farm Products - raw materials	309	1,238	1,363	1,400	1,343	1,196	1,123	1,085	1,138	1,240	1,234	1,239			
Farm Products - consumer goods	371	2,695	2,539	2,573	2,687	2,748	2,752	2,751	2,768	2,801	2,775	2,656			
Farm Supplies	29	454	457	459	466	454	454	456	424	447	466	456			
Furniture and House Furnishings	11	120	112	115	116	120	124	123	122	124	127	117			
General Merchandise	2	23	23	23	23	23	23	23	23	24	24	24			
Groceries (full line)	10	1,613	1,560	1,566	1,576	1,601	1,611	1,620	1,639	1,649	1,654	1,626			
Groceries and Foods (specialty lines)	275	2,320	2,284	2,284	2,286	2,280	2,284	2,320	2,319	2,362	2,460	2,368			
Hardware	6	118	789	795	792	801	811	851	832	843	859	836			
Jewelry and Optical Goods	6	168	167	166	165	166	162	163	161	192	194	196			
Lumber and Construction Materials	35	401	397	391	398	401	407	409	396	406	402	407			
Machinery, Equipment and Supplies	11	2,018	1,909	1,924	1,959	2,006	2,016	2,097	2,057	2,041	2,050	2,085			
Metals and Metal Work (except scrap)	12	839	822	822	819	823	826	839	842	851	867	868			
Paper and its Products	26	607	572	571	572	574	573	591	604	626	601	599			
Petroleum and its Products	175	2,745	2,666	2,703	2,735	2,762	2,755	2,745	2,756	2,763	2,807	2,766			
Plumbing and Heating Ept. and Spls	19	602	570	569	567	582	594	597	600	614	643	637			
Tobacco and its Products (except leaf)	69	397	384	384	386	392	394	404	406	407	411	410			
Waste Materials	124	617	560	564	581	611	627	644	629	643	649	632			
All Other Products	80	444	453	457	446	442	444	446	444	444	461	441			

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

CENSUS OF BUSINESS

STATE OF IOWA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm and 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
TOTAL	2,619	19,753	18,701	18,691	18,885	19,229	19,426	19,866	20,185	20,334	20,266	20,807	20,526	20,196
Amusement and Sporting Goods	5	211	191	196	203	205	207	215	224	227	232	237	196	200
Automotive	85	1,667	1,589	1,596	1,647	1,643	1,651	1,670	1,670	1,672	1,684	1,711	1,740	1,782
Beer, Wines and Liquors	95	1,497	1,455	1,458	1,470	1,477	1,492	1,495	1,505	1,510	1,520	1,507	1,492	1,488
Chemicals and Paints	16	315	305	307	311	316	313	315	319	320	319	322	316	313
Clothing and Furnishings	16	178	164	168	174	175	178	170	177	183	189	190	184	184
Coal and Coke	6	83	97	95	93	81	51	45	45	67	101	112	96	107
Drugs (full line)	--	286	287	287	288	285	284	285	286	288	287	284	283	283
Drugs and Drug Sundries (specialty lines)	11	11	37	38	38	27	26	26	25	28	27	26	27	26
Dry Goods (full line)	--	103	103	104	102	103	104	104	103	103	103	104	104	105
Dry Goods (specialty lines)	3	8	8	8	8	8	8	8	8	8	8	8	8	8
Electrical Goods	15	385	368	370	374	379	388	394	394	392	392	398	395	392
Farm Products - raw materials	735	2,696	2,612	2,614	2,604	2,588	2,600	2,627	2,705	2,716	2,769	2,875	2,820	2,816
Farm Products - consumer goods	955	3,402	3,007	2,928	2,946	3,213	3,330	3,378	3,645	3,603	3,608	3,698	3,702	3,560
Farm Supplies	55	582	488	487	516	518	497	552	560	705	472	717	715	584
Furniture and House Furnishings	8	200	198	198	200	199	199	201	203	203	203	201	202	202
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	10	1,660	1,571	1,561	1,570	1,584	1,588	1,644	1,703	1,725	1,758	1,774	1,728	1,698
Groceries and Foods (specialty lines)	134	1,220	1,178	1,180	1,182	1,195	1,229	1,256	1,242	1,250	1,242	1,258	1,238	1,236
Hardware	6	286	282	281	281	285	284	283	283	289	288	291	287	288
Jewelry and Optical Goods	--	148	145	145	145	146	145	144	150	152	153	153	153	152
Lumber and Construction Materials	23	402	376	376	382	384	413	417	420	417	418	419	407	394
Machinery, Equipment and Supplies	69	1,197	1,132	1,167	1,174	1,182	1,183	1,205	1,230	1,228	1,228	1,224	1,200	1,205
Metals and Metal Work (except scrap)	7	149	108	143	142	151	146	157	159	158	156	168	152	158
Paper and its Products	11	277	274	276	276	276	277	277	277	277	277	278	278	279
Petroleum and its Products	171	2,661	2,637	2,637	2,644	2,664	2,674	2,677	2,685	2,678	2,678	2,661	2,647	2,644
Plumbing and Heating Eqpt and Spils	5	306	290	289	294	302	306	302	310	307	313	319	320	322
Tobacco and its Products (except leaf)	28	130	176	177	177	180	181	181	181	180	182	184	184	184
Waste Materials	117	425	386	396	394	442	438	448	415	424	438	457	430	426
All Other Products	33	220	239	212	214	220	222	220	214	214	223	224	222	218

* Includes no employees of corporations, bulk tank stations. See text.

STATE OF KANSAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number of Employees On Pay Roll Nearest The 15th of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October				
TOTAL	2,076	12,726	12,270	12,325	12,457	12,549	12,699	12,902	12,992	12,948	12,955	12,968	12,817	12,730		
Amusement and Sporting Goods	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
Automotive	80	816	784	794	798	803	808	817	819	819	839	846	837	831		
Beer, Wines and Liquors	55	236	208	208	217	223	241	252	258	259	255	248	232	237		
Chemicals and Paints	3	62	57	55	59	59	63	65	63	62	63	69	67	66		
Clothing and Furnishings	--	5	6	6	6	4	5	6	5	6	5	4	5	6		
Coal and Coke	3	27	31	31	25	25	25	21	27	27	27	27	27	27		
Drugs (full line)	1	167	185	186	166	184	185	186	184	166	167	191	192	182		
Drugs and Drug Sundries (specialty lines)	6	22	20	21	21	22	22	22	22	22	22	22	22	22		
Dry Goods (full line)	--	79	78	78	82	82	77	77	76	80	80	80	81	81		
Dry Goods (specialty lines)	2	6	5	5	5	5	5	6	6	6	6	6	6	6		
Electrical Goods	3	210	204	205	208	210	210	208	208	211	213	214	214	213		
Farm Products - raw materials	525	2,061	1,958	1,960	1,962	1,959	2,002	2,066	2,262	2,187	2,126	2,117	2,054	2,044		
Farm Products - consumer goods	862	1,584	1,584	1,589	1,637	1,679	1,709	1,725	1,750	1,707	1,740	1,742	1,757	1,736		
Farm Supplies	40	180	169	169	162	175	178	179	175	179	175	187	176	176		
Furniture and House Furnishings	3	53	48	48	51	52	52	52	57	57	57	58	53	53		
General Merchandise	2	14	14	14	14	14	14	14	14	14	14	14	14	14		
Groceries (full line)	17	1,178	1,181	1,177	1,167	1,167	1,168	1,173	1,160	1,175	1,184	1,197	1,165	1,165		
Groceries and Foods (specialty lines)	81	1,284	1,263	1,262	1,289	1,282	1,314	1,324	1,313	1,272	1,276	1,279	1,277	1,257		
Hardware	2	366	361	361	362	361	365	368	369	370	369	371	370	370		
Jewelry and Optical Goods	4	75	72	73	74	73	75	75	74	76	75	76	77	76		
Lumber and Construction Materials	13	274	268	267	271	272	274	279	276	278	278	278	277	274		
Machinery, Equipment and Supplies	42	859	785	818	845	848	856	912	907	866	872	878	849	857		
Metals and Metal Work (except scrap)	1	45	45	44	44	46	44	44	45	44	46	45	46	45		
Paper and its Products	5	97	97	97	97	97	97	97	97	98	98	98	98	96		
Petroleum and its Products	178	2,150	2,113	2,117	2,117	2,140	2,162	2,178	2,177	2,170	2,170	2,160	2,151	2,142		
Plumbing and Heating Eqpt. and Spls.	10	294	290	217	221	225	226	221	221	221	225	230	233	232		
Tobacco and its Products (except leaf)	39	151	146	146	145	146	147	149	150	154	154	159	157	158		
Waste Materials	80	288	288	276	288	284	293	304	295	286	305	292	282	274		
All Other Products	20	51	79	80	83	81	81	80	82	81	88	78	77	77		

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF MINNESOTA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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	No- vember		
TOTAL	2,585	32,079	30,876	30,948	31,229	31,378	31,695	32,287	32,661	33,128	33,712	33,273	33,459	32,884	
Amusement and Sporting Goods	19	453	456	437	450	456	461	463	455	453	461	461	459	468	
Automotive	65	2,156	2,092	2,103	2,137	2,140	2,182	2,210	2,186	2,207	2,177	2,155	2,171	2,171	
Beer, Wines and Liquors	191	1,005	906	911	948	952	970	1,046	1,069	1,062	1,064	1,030	1,022	1,022	
Chemicals and Paints	21	315	302	300	306	309	315	322	323	318	324	321	311	311	
Clothing and Furnishings	66	397	368	384	382	376	373	387	409	436	429	424	424	406	
Coal and Coke	4	914	1,043	1,001	909	878	866	840	839	895	930	943	939	939	
Drugs (full line)	--	390	390	390	389	389	389	389	389	389	390	390	390	390	
Drugs and Drug Sundries (specialty lines)	21	161	158	160	160	156	156	157	158	162	175	171	167	167	
Dry Goods (full line)	2	564	534	523	509	525	532	563	583	581	593	596	610	610	
Dry Goods (specialty lines)	19	89	84	84	85	94	93	94	83	84	86	96	96	96	
Electrical Goods	50	754	713	712	726	730	742	748	761	779	800	796	807	807	
Farm Products - raw materials	503	3,800	3,650	3,624	3,619	3,568	3,619	3,670	3,622	3,956	4,111	4,004	3,905	3,905	
Farm Products - consumer goods	638	2,639	2,548	2,485	2,561	2,608	2,511	2,482	2,469	2,516	2,705	3,076	2,865	2,865	
Farm Supplies	33	761	844	822	747	741	713	643	731	755	762	767	798	798	
Furniture and House Furnishings	22	240	228	220	231	239	240	237	246	252	257	249	249	249	
General Merchandise	3	600	574	567	561	554	550	556	566	597	650	642	679	729	
Groceries (full line)	10	1,666	1,615	1,612	1,623	1,631	1,658	1,658	1,679	1,691	1,906	1,925	1,903	1,895	
Groceries and Foods (specialty lines)	207	2,676	2,636	2,637	2,767	2,810	2,889	2,921	2,943	2,909	2,889	2,917	2,897	2,877	
Hardware	14	1,937	1,890	1,895	1,910	1,932	1,955	1,959	1,968	1,963	1,943	1,947	1,944	1,944	
Jewelry and Optical Goods	9	259	259	259	260	259	258	257	259	259	259	260	260	263	
Lumber and Construction Materials	36	985	889	895	900	951	1,008	1,029	1,018	1,042	1,036	1,047	1,019	992	
Machinery, Equipment and Supplies	118	2,685	2,384	2,415	2,505	2,581	2,605	2,673	2,625	2,911	2,844	2,797	2,747	2,688	
Metals and Metal Work (except Scrap)	15	214	201	195	201	211	209	220	226	220	225	231	218	214	
Paper and its Products	22	893	883	876	871	866	865	871	877	893	901	942	926	912	
Petroleum and its Products	225	3,102	3,056	3,028	3,047	3,098	3,113	3,104	3,170	3,164	3,153	3,170	3,072	3,049	
Plumbing and Heating Eqpt and Spils	37	612	581	561	576	581	589	594	620	631	643	661	651	642	
Tobacco and its Products (except leaf)	56	263	250	251	256	259	256	263	267	270	272	273	269	270	
Waste Materials	91	708	658	653	672	664	681	713	719	731	764	764	727	754	
All Other Products	68	463	503	475	456	449	448	452	445	452	461	457	481	481	

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

STATE OF MISSOURI

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm mem- bers	Employees (full-time and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												De- cem- ber
			January	February	March	April	May	June	July	August	September	October	No- vem- ber		
TOTAL:	3,740	55,576	55,335	55,645	55,982	56,032	56,081	56,309	56,771	56,840	57,181	57,652	57,580	57,419	
Amusement and Sporting Goods	24	819	790	791	794	811	823	856	880	828	821	824	856	858	
Automotive	803	3,366	3,188	3,194	3,235	3,271	3,273	3,300	3,350	3,399	3,466	3,506	3,562	3,592	
Beer, Wines and Liquors	138	1,051	979	977	975	1,019	1,057	1,057	1,076	1,102	1,107	1,119	1,093	1,092	
Chemicals and Paints	41	1,046	1,026	1,034	1,048	1,053	1,060	1,057	1,059	1,068	1,040	1,035	1,053	1,031	
Clothing and Furnishings	134	4,592	4,349	4,459	4,453	4,433	4,351	4,323	4,362	4,448	4,448	4,435	4,354	4,314	
Coal and Coke	19	410	422	419	418	399	390	362	387	408	422	435	489	433	
Drugs (full line)	--	1,018	1,027	1,031	1,034	1,023	1,023	1,015	1,015	1,011	1,007	1,010	1,010	1,016	
Drugs and Drug Sundries (specialty lines)	25	854	845	832	839	839	844	845	856	862	864	878	872	866	
Dry Goods (full line)	5	2,437	2,430	2,477	2,484	2,412	2,403	2,413	2,408	2,443	2,487	2,475	2,451	2,377	
Dry Goods (specialty lines)	67	385	386	385	384	379	368	369	375	376	386	386	381	378	
Electrical Goods	62	1,793	1,714	1,742	1,779	1,804	1,819	1,821	1,827	1,813	1,780	1,811	1,801	1,811	
Farm Products - raw materials	535	2,928	3,131	3,063	2,864	2,788	2,801	2,797	2,983	2,912	2,863	2,942	2,921	3,077	
Farm Products - consumer goods	346	5,040	4,766	4,812	4,991	5,061	5,097	5,133	5,175	5,052	5,071	5,133	5,141	5,104	
Farm Supplies	113	800	769	792	816	840	811	793	774	778	795	803	819	811	
Furniture and House Furnishings	46	948	935	940	945	940	936	932	941	952	961	961	963	967	
General Merchandise	7	892	900	897	886	840	843	851	847	891	955	973	976	903	
Groceries (full line)	32	2,509	2,295	2,287	2,295	2,284	2,271	2,281	2,314	2,308	2,348	2,342	2,342	2,339	
Groceries and Foods (specialty lines)	6	5,597	5,497	5,655	5,532	5,510	5,507	5,516	5,510	5,522	5,570	5,741	5,656	5,614	
Hardware	17	2,758	2,679	2,689	2,705	2,730	2,746	2,740	2,759	2,761	2,799	2,763	2,758	2,721	
Jewelry and Optical Goods	17	574	566	568	571	570	561	571	574	574	582	591	580	586	
Lumber and Construction Materials	67	1,667	1,800	1,819	1,857	1,855	1,869	1,866	1,857	1,874	1,866	1,908	1,906	1,901	
Machinery, Equipment and Supplies	280	5,157	4,921	4,965	5,061	5,084	5,145	5,280	5,258	5,246	5,212	5,282	5,199	5,297	
Metals and Metal Work (except scrap)	13	1,066	954	952	989	1,010	1,043	1,069	1,075	1,097	1,128	1,146	1,139	1,133	
Paper and its Products	44	1,405	1,393	1,393	1,398	1,398	1,400	1,400	1,396	1,404	1,426	1,454	1,457	1,457	
Petroleum and its Products	206	3,089	3,021	3,023	3,021	3,035	3,048	3,068	3,117	3,112	3,103	3,101	3,091	3,093	
Plumbing and Heating Eqt and Spls	39	892	864	863	867	868	878	877	869	893	919	939	933	914	
Tobacco and its Products (except leaf)	82	1,045	1,036	1,033	1,038	1,052	1,047	1,046	1,061	1,055	1,059	1,043	1,049	1,052	
Waste Materials	132	988	944	959	972	983	967	976	989	992	1,001	1,043	1,019	1,012	
All Other Products	135	1,732	1,719	1,733	1,757	1,742	1,727	1,715	1,722	1,711	1,717	1,763	1,728	1,750	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935STATE OF NEBRASKA
TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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		
TOTAL	1,603	13,672	13,167	13,186	13,288	13,374	13,450	13,685	13,987	13,975	14,026	14,108	13,989	13,919	
Amusement and Sporting Goods	7	267	262	264	263	265	266	264	270	265	270	270	270	273	
Automotive	41	1,103	1,035	1,044	1,042	1,055	1,061	1,074	1,123	1,143	1,168	1,162	1,159	1,172	
Beer, Wines and Liquors	70	428	372	373	378	387	404	451	468	475	458	466	451	447	
Chemicals and Paints	3	114	105	108	117	117	118	121	118	118	111	113	112	110	
Clothing and Furnishings	5	40	40	39	41	41	41	40	39	39	41	41	40	40	
Coal and Coke	5	75	78	78	78	74	70	70	69	71	72	77	79	78	
Drugs (full line)	--	163	144	144	144	144	144	144	160	181	181	181	180	181	
Drugs and Drug Sundries (specialty lines)	--	6	36	39	43	40	33	45	57	51	44	43	37	29	
Dry Goods (full line)	--	22	22	22	22	22	22	22	22	22	22	22	22	22	
Dry Goods (specialty lines)	1	5	5	5	5	5	5	5	5	5	5	5	5	5	
Electrical Goods	16	331	320	323	326	329	333	334	334	335	335	331	333	337	
Farm Products - raw materials	527	2,280	2,212	2,178	2,202	2,207	2,199	2,213	2,345	2,355	2,376	2,409	2,338	2,320	
Farm Products - consumer goods	606	1,831	1,807	1,801	1,814	1,804	1,806	1,818	1,812	1,817	1,820	1,820	1,899	1,884	
Farm Supplies	25	212	205	219	219	215	205	199	217	223	210	208	213	207	
Furniture and House Furnishings	8	147	139	142	141	146	144	147	147	149	153	149	152	149	
General Merchandise	--	8	1,370	1,355	1,341	1,344	1,354	1,356	1,362	1,374	1,362	1,401	1,395	1,398	
Groceries (full line)	48	852	841	854	851	862	864	864	861	842	837	839	840	845	
Groceries and Foods (specialty lines)	1	250	249	250	250	251	251	250	250	250	252	250	251	250	
Hardware	1	122	124	125	122	122	122	122	120	120	123	126	123	121	
Jewelry and Optical Goods	10	186	170	172	169	169	178	184	198	195	193	203	200	201	
Lumber and Construction Materials	36	1,390	1,271	1,304	1,348	1,368	1,390	1,444	1,483	1,443	1,418	1,437	1,391	1,385	
Machinery, Equipment and Supplies	3	110	94	94	101	101	107	116	121	121	123	119	117	112	
Metals and Metal Work (except scrap)	9	313	310	304	296	296	297	298	316	326	355	326	315	320	
Paper and its Products	116	1,460	1,456	1,451	1,455	1,463	1,465	1,464	1,468	1,470	1,468	1,462	1,448	1,449	
Petroleum and its Products	2	175	158	160	162	163	169	179	184	192	190	190	189	175	
Plumbing and Heating Eplt and Spls.	10	90	89	89	89	89	90	90	91	91	91	91	91	91	
Tobacco and its Products (except leaf)	26	155	151	144	147	148	152	149	153	151	152	162	166	167	
Waste Materials	13	140	139	139	139	139	138	139	138	139	139	143	141	141	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NORTH DAKOTA
TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm and 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	Sep- tember	October	No- vember		
TOTAL	588	4,935	4,621	4,696	4,733	4,698	4,754	4,961	5,184	5,446	5,519	5,160	4,914		
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--		
Automotive	18	465	404	423	441	451	453	469	485	498	491	504	486		
Beer, Wines and Liquors	30	115	106	105	113	117	118	126	124	123	118	112	112		
Chemicals and Paints	4	63	58	63	63	67	68	66	61	64	69	63	60		
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--		
Coal and Coke	--	3	3	3	3	3	3	3	3	3	3	3	3		
Drugs (full line)	--	2	2	2	2	2	2	2	2	2	2	2	2		
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Dry Goods (full line)	--	26	26	26	26	26	26	26	26	26	26	26	26		
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Electrical Goods	2	35	32	33	33	33	33	33	33	33	33	33	33		
Farm Products - raw materials	207	1,462	1,360	1,364	1,373	1,368	1,368	1,463	1,561	1,618	1,668	1,518	1,490		
Farm Products - consumer goods	214	426	373	411	446	397	351	328	397	590	623	497	368		
Farm Supplies	11	87	99	103	94	96	85	78	67	79	94	92	94		
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--		
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--		
Groceries (full line)	--	459	449	451	462	462	470	467	467	465	462	457	450		
Groceries and Foods (specialty lines)	15	297	269	270	274	275	290	292	301	333	345	326	325		
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--		
Jewelry and Optical Goods	--	33	33	33	33	33	33	33	33	33	33	33	33		
Lumber and Construction Materials	2	30	22	23	24	27	29	33	37	32	33	31	28		
Machinery, Equipment and Supplies	14	477	372	397	396	429	427	467	611	569	542	493	447		
Metals and Metal Work (except scrap)	--	10	10	10	10	10	10	10	10	10	10	10	10		
Paper and its Products	--	19	19	19	20	19	19	19	19	19	19	19	19		
Petroleum and its Products	53	725	710	709	714	723	731	732	735	739	741	721	712		
Plumbing and Heating Ept and Spls.	1	25	24	24	24	25	25	25	25	26	26	26	26		
Tobacco and its Products (except leaf)	1	36	33	35	34	36	36	37	37	36	35	35	35		
Waste Materials	11	94	85	89	94	95	94	97	97	95	100	98	96		
All Other Products	5	46	46	46	46	46	48	49	49	49	50	50	50		

* Includes no employees of common bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF SOUTH DAKOTA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors 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	No- vember		
TOTAL	554	4,478	4,170	4,169	4,294	4,490	4,553	4,474	4,513	4,571	4,644	4,665	4,613	4,590	
Amusement and Sporting Goods	--	34	35	35	35	35	35	35	35	35	35	35	35	35	
Automotive	22	270	240	259	247	251	264	266	273	278	281	299	296	301	
Beer, Wines and Liquors	17	195	148	140	142	163	210	200	212	212	211	211	243	231	
Chemicals and Paints	1	22	19	19	23	23	23	23	23	21	22	22	22	22	
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Coal and Coke	--	2	2	2	2	3	3	3	3	3	3	2	2	2	
Drugs (full line)	--	57	40	40	40	60	63	63	63	63	63	63	63	63	
Drugs and Drug Sundries (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	3	43	41	41	41	41	41	41	43	43	43	45	45	45	
Farm Products - raw materials	183	962	906	905	908	900	921	931	976	999	1,040	1,054	1,005	1,005	
Farm Products - consumer goods	210	738	698	695	708	718	737	724	730	780	783	789	780	789	
Farm Supplies	9	213	204	204	280	409	355	205	158	143	139	143	155	155	
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
General Merchandise	--	455	449	449	449	452	457	456	458	458	464	464	458	452	
Groceries (full line)	5	136	134	135	135	135	136	136	136	137	136	137	135	134	
Groceries and Foods (specialty lines)	1	65	65	65	65	65	65	65	65	65	65	65	65	65	
Hardware	1	21	21	21	21	21	21	20	20	20	20	22	20	21	
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Lumber and Construction Materials	5	101	86	86	90	90	95	106	115	116	115	110	104	102	
Machinery, Equipment and Supplies	8	302	283	243	259	268	279	308	352	376	388	394	311	306	
Metals and Metal Work (except scrap)	--	--	12	12	12	12	12	12	12	12	12	12	12	12	
Paper and its Products	1	39	40	40	39	39	39	39	38	39	39	39	39	39	
Petroleum and its Products	49	723	715	714	724	724	722	724	724	731	727	734	721	724	
Plumbing and Heating Expt. and Spils	2	32	30	30	30	30	32	32	33	34	34	34	34	34	
Tobacco and its Products (except leaf)	1	6	6	6	6	6	6	6	6	6	6	6	6	6	
Waste Materials	11	37	33	35	37	35	36	36	37	37	39	38	40	41	
All Other Products	4	12	12	12	12	12	12	12	12	12	12	12	12	12	

* Includes no employees of common bulk tank stations. See text.

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors 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
TOTAL	148	1,999	1,808	1,813	1,841	1,956	1,993	1,917	1,961	1,955	1,960	1,962	1,923	1,900
Amusement and Sporting Goods	1	14	14	14	14	14	14	14	14	14	14	14	14	14
Automotive	2	95	93	94	94	95	95	96	98	96	96	96	96	96
Beer, Wines and Liquors	5	112	102	103	103	108	114	118	118	117	118	116	114	115
Chemicals and Paints	2	283	277	274	279	279	285	284	283	284	284	287	289	290
Clothing and Furnishings	1	4	4	4	4	4	4	4	4	4	4	4	4	4
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	55	52	52	52	52	52	52	52	56	56	57	57	57	57
Drugs and Drug Sundries (specialty lines)	1	19	19	19	19	19	19	19	19	19	19	19	19	19
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	1	50	47	48	49	50	51	49	49	50	50	51	51	51
Farm Products - raw materials	21	55	50	53	55	49	49	50	56	53	60	61	64	60
Farm Products - consumer goods	59	182	144	146	155	159	172	186	216	226	229	211	180	180
Farm Supplies	4	6	3	3	5	7	7	6	6	7	7	7	6	4
Furniture and House Furnishings	1	5	6	6	6	6	6	6	5	5	5	5	5	5
General Merchandise	--	2	2	2	2	2	2	2	2	2	2	2	2	2
Groceries (full line)	1	80	80	80	80	80	80	80	79	79	80	79	79	79
Groceries and Foods (specialty lines)	23	307	298	300	302	302	307	304	306	308	307	315	315	323
Hardware	--	32	32	32	32	32	32	32	32	32	32	32	32	32
Jewelry and Optical Goods	--	8	8	8	8	8	8	8	8	8	8	8	8	8
Lumber and Construction Materials	2	115	113	112	113	115	115	122	126	117	109	113	111	111
Machinery, Equipment and Supplies	2	47	45	46	46	46	46	46	47	47	46	49	48	46
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	1	19	18	18	19	21	21	21	19	19	18	19	19	17
Petroleum and its Products	1	151	148	149	151	152	152	151	154	152	149	150	149	149
Plumbing and Heating Epl. and Spls	2	68	68	68	68	68	68	68	68	68	69	69	69	69
Tobacco and its Products (except leaf)	3	38	38	38	38	38	38	38	39	39	39	39	39	39
Waste Materials	9	48	40	40	45	47	53	54	51	47	52	53	51	46
All Other Products	5	84	85	85	85	85	85	82	86	86	86	86	82	84

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935DISTRICT OF COLUMBIA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors 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
TOTAL	327	8,274	8,048	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,464	8,459
Amusement and Sporting Goods	5	373	354	359	356	359	371	379	374	379	381	380	375	375
Automotive	26	643	637	641	643	647	654	648	653	648	641	652	656	654
Beer, Wines and Liquors	4	401	349	355	380	380	390	411	416	417	424	429	430	431
Chemicals and Paints	9	99	96	96	96	96	98	99	101	101	102	103	103	102
Clothing and Furnishings	7	9	9	9	9	9	9	9	9	9	9	9	9	9
Coal and Coke	3	40	48	50	42	39	32	32	31	31	36	47	45	47
Drugs (full line)	--	92	91	91	91	91	91	91	91	91	91	91	93	99
Drugs and Drug Sundries (specialty lines)	4	34	33	33	34	32	33	32	33	33	35	37	37	36
Dry Goods (full line)	--	29	31	29	28	28	28	28	29	29	29	29	29	29
Dry Goods (specialty lines)	4	15	14	15	15	15	15	15	15	15	15	15	15	15
Electrical Goods	6	695	673	677	680	691	693	694	699	706	709	711	713	711
Farm Products - raw materials	1	27	28	28	28	26	26	26	28	28	28	28	26	26
Farm Products - consumer goods	61	979	957	948	961	951	954	975	984	983	988	999	1,016	1,007
Farm Supplies	2	22	22	22	22	22	22	22	22	22	22	21	21	22
Furniture and House Furnishings	1	60	59	59	58	58	58	59	61	61	61	62	62	61
General Merchandise	1	6	6	6	6	6	6	6	6	6	6	6	6	6
Groceries (full line)	7	393	395	394	394	391	391	391	390	391	391	395	394	394
Groceries and Foods (specialty lines)	65	1,415	1,393	1,408	1,405	1,418	1,429	1,427	1,418	1,402	1,398	1,428	1,421	1,428
Hardware	5	143	141	141	142	142	142	142	142	144	144	144	144	144
Jewelry and Optical Goods	4	76	75	74	73	73	74	76	76	76	75	77	79	79
Lumber and Construction Materials	12	429	416	424	417	430	429	433	438	440	432	429	437	428
Machinery, Equipment and Supplies	18	594	570	574	582	599	587	599	595	598	604	612	610	610
Metals and Metal Work (except scrap)	3	138	108	103	116	126	163	156	136	138	146	162	150	157
Paper and Its Products	21	293	300	286	290	285	290	293	293	291	291	295	299	302
Petroleum and Its Products	4	292	309	312	305	300	290	281	281	282	285	286	282	291
Plumbing and Heating Eqpt. and Spls.	4	354	325	317	327	324	342	328	326	326	344	352	347	349
Tobacco and Its Products (except leaf)	14	177	181	172	172	175	173	175	176	177	179	182	183	184
Waste Materials	28	305	261	276	285	298	313	335	327	326	311	313	317	293
All Other Products	8	155	157	155	156	153	150	146	146	148	160	167	163	165

STATE OF FLORIDA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors 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	No- vember		
TOTAL	1,005	18,573	21,926	22,128	21,796	20,697	17,794	14,806	13,746	13,878	14,774	18,615	20,621	22,165	
Amusement and Sporting Goods	3	64	66	66	66	66	64	64	66	58	58	64	64	64	
Automotive	55	853	810	837	845	835	826	824	829	854	856	896	908	915	
Beer, Wines and Liquors	12	641	618	608	612	622	627	631	634	651	662	716	653	658	
Chemicals and Paints	9	211	194	198	196	206	210	214	218	210	217	224	225	215	
Clothing and Furnishings	15	55	54	60	57	53	51	50	48	48	55	60	60	64	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full line)	--	351	358	357	358	353	348	345	342	345	344	344	351	361	
Drugs and Drug Sundries (specialty lines)	11	26	26	25	25	25	25	26	26	26	26	28	29	26	
Dry Goods (full line)	4	71	71	71	72	71	70	70	71	71	71	71	71	71	
Dry Goods (specialty lines)	3	6	6	6	6	6	6	6	6	6	6	6	6	6	
Electrical Goods	10	356	351	354	356	341	347	349	356	360	367	374	385	388	
Farm Products - raw materials	40	133	124	124	125	114	115	115	117	136	135	144	174	174	
Farm Products - consumer goods	282	6,778	10,206	10,477	10,112	9,132	6,292	3,566	2,187	2,199	2,964	6,362	8,307	9,737	
Farm Supplies	28	417	485	421	420	407	400	407	400	403	415	430	426	440	
Furniture and House Furnishings	6	126	127	128	125	114	115	115	114	115	127	141	153	137	
General Merchandise	2	10	7	7	7	9	8	8	9	11	8	16	16	13	
Groceries (full line)	22	1,002	1,017	1,009	1,006	995	982	973	977	978	984	1,023	1,029	1,056	
Groceries and Foods (specialty lines)	275	2,388	2,430	2,431	2,409	2,338	2,239	2,253	2,300	2,341	2,376	2,497	2,501	2,566	
Hardware	3	400	402	402	402	400	400	400	398	398	398	400	400	401	
Jewelry and Optical Goods	1	75	68	71	78	76	78	78	78	74	74	74	75	77	
Lumber and Construction Materials	32	790	760	753	757	764	764	777	788	804	808	824	850	856	
Machinery, Equipment and Supplies	45	642	628	608	620	625	619	629	634	633	653	673	685	694	
Metals and Metal Work (except scrap)	1	34	28	28	29	30	34	36	36	40	39	38	40	34	
Paper and its Products	17	299	298	297	295	293	291	292	297	301	303	307	307	308	
Petroleum and its Products	33	1,760	1,786	1,718	1,773	1,749	1,733	1,746	1,755	1,755	1,757	1,783	1,790	1,780	
Plumbing and Heating Eqpt. and Splis.	3	196	188	183	188	188	190	178	197	189	199	206	220	221	
Tobacco and its Products (except leaf)	26	380	356	384	383	380	376	375	374	373	375	384	386	389	
Waste Materials	25	195	192	216	203	198	192	190	192	190	187	187	190	189	
All Other Products	46	314	320	321	313	309	313	315	307	305	303	322	322	325	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF GEORGIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	No- vember	De- cember
TOTAL	1,371	18,444	17,954	17,975	18,170	18,110	17,586	17,573	17,544	18,210	18,475	20,107	19,717	19,910
Amusement and Sporting Goods	3	411	405	412	411	411	413	415	422	404	403	407	412	416
Automotive	29	1,521	1,470	1,491	1,506	1,507	1,526	1,516	1,513	1,505	1,500	1,544	1,537	1,581
Beer, Wines and Liquors	24	293	219	225	240	256	309	359	359	341	354	353	347	332
Chemicals and Paints	9	408	399	395	394	410	410	413	416	412	413	424	401	408
Clothing and Furnishings	21	233	211	230	237	238	234	234	225	233	236	238	242	238
Coal and Coke	4	26	26	26	26	25	25	25	25	25	25	26	26	26
Drugs (Full line)	2	332	334	333	335	332	331	331	329	329	328	332	333	332
Drugs and Drug Sundries (specialty lines)	10	272	282	254	240	248	255	265	280	287	304	291	300	284
Dry Goods (Full line)	17	278	272	273	273	274	275	276	277	282	279	287	282	281
Dry Goods (specialty lines)	9	55	54	54	54	53	47	50	52	54	59	63	63	63
Electrical Goods	29	722	709	697	709	720	717	716	728	740	733	739	735	726
Farm Products - raw materials	382	1,356	1,250	1,155	1,202	1,199	1,070	1,077	1,122	1,704	1,408	1,513	1,607	1,610
Farm Products - consumer goods	116	879	853	850	859	869	880	878	876	871	864	884	928	936
Farm Supplies	76	284	286	298	317	317	300	281	269	261	262	270	275	277
Furniture and House Furnishings	6	193	189	189	191	195	193	192	188	188	198	193	196	200
General Merchandise	1	31	30	31	31	31	31	31	31	31	31	30	31	31
Groceries (Full line)	84	1,473	1,431	1,441	1,450	1,450	1,463	1,471	1,476	1,473	1,485	1,517	1,503	1,511
Groceries and Foods (specialty lines)	249	3,973	3,959	4,003	4,042	3,949	3,494	3,419	3,274	3,303	3,790	5,120	4,591	4,796
Hardware	7	411	405	405	405	405	405	405	416	416	416	416	416	416
Jewelry and Optical Goods	2	153	145	148	148	148	155	155	158	155	157	154	156	160
Lumber and Construction Materials	36	449	386	418	424	427	435	438	447	457	478	494	496	483
Machinery, Equipment and Supplies	67	1,401	1,328	1,352	1,376	1,450	1,392	1,391	1,395	1,417	1,422	1,420	1,422	1,424
Metals and Metal Work (except scrap)	5	208	198	202	204	206	203	205	208	213	216	218	213	209
Paper and its Products	14	212	211	214	212	212	210	209	200	201	214	219	219	219
Petroleum and its Products	64	1,335	1,340	1,326	1,330	1,332	1,338	1,323	1,335	1,336	1,329	1,348	1,337	1,344
Plumbing and Heating Equip. and Spils.	17	294	294	282	281	279	280	289	290	298	295	303	308	303
Tobacco and its Products (except leaf)	14	293	291	290	290	289	289	289	293	294	295	299	299	303
Waste Materials	50	408	403	403	401	407	406	405	410	405	403	422	415	421
All Other Products	24	576	576	563	560	558	553	555	560	565	573	581	577	579

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

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (full-time 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	Sep- tember	October	No- vember		
TOTAL			19,159	18,976	18,992	18,306	18,289	18,485	19,011	18,771	19,584	20,233	20,144	20,066	
Amusement and Sporting Goods	1,744	156	145	156	156	156	157	156	157	156	159	164	163	170	
Automotive	14	751	721	715	720	739	743	753	753	764	756	782	765	773	
Beer, Wines and Liquors	63	833	764	765	762	789	855	884	859	868	897	870	852	849	
Chemicals and Paints	22	200	194	194	197	199	197	197	205	203	201	205	203	202	
Clothing and Furnishings	119	446	447	453	443	443	446	441	449	449	456	454	456	453	
Coal and Coke	22	178	192	198	193	173	161	161	160	159	160	193	190	196	
Drugs (full line)	2	123	123	123	123	123	123	123	123	123	123	123	123	123	
Drugs and Drug Sundries (specialty lines)	19	350	314	313	316	311	309	309	318	355	356	335	331	353	
Dry Goods (full line)	1	202	197	197	197	197	197	197	197	206	206	206	206	206	
Dry Goods (specialty lines)	58	239	234	234	235	238	237	237	243	243	241	244	244	244	
Electrical Goods	19	495	497	480	484	487	500	500	503	495	496	500	500	504	
Farm Products - raw materials	124	352	327	327	345	345	355	355	387	396	400	406	369	351	
Farm Products - consumer goods	21	1,350	1,218	1,215	1,232	1,235	1,281	1,304	1,284	1,448	1,543	1,330	1,284	1,332	
Farm Supplies	279	399	375	397	452	424	394	394	375	378	385	382	399	382	
Furniture and House Furnishings	26	168	169	163	153	157	166	166	166	167	166	166	177	174	
General Merchandise	3	772	840	787	776	754	748	745	756	749	770	781	775	780	
Groceries (full line)	26	651	677	681	684	657	685	684	684	680	682	687	674	673	
Groceries and Foods (specialty lines)	443	4,638	5,065	4,939	4,861	4,014	3,861	3,922	3,959	4,008	4,775	5,404	5,434	5,416	
Hardware	24	187	187	187	187	187	187	187	187	188	188	188	188	188	
Jewelry and Optical Goods	26	161	156	155	155	158	161	161	159	163	162	163	169	167	
Lumber and Construction Materials	37	707	646	663	685	695	714	706	711	737	723	728	751	724	
Machinery, Equipment and Supplies	86	1,911	1,707	1,747	1,791	1,818	1,825	2,004	1,982	2,049	2,076	2,001	1,984	1,954	
Metals and Metal Work (except scrap)	20	379	397	362	366	380	398	383	359	370	369	385	388	366	
Paper and its Products	32	391	369	387	387	391	397	388	390	393	393	394	395	395	
Petroleum and its Products	25	1,359	1,420	1,425	1,401	1,422	1,395	1,348	1,334	1,278	1,311	1,330	1,317	1,333	
Plumbing and Heating Eqpt. and Spis.	17	513	505	506	511	514	509	507	498	512	518	534	525	511	
Tobacco and its Products (except leaf)	37	332	330	328	328	329	331	335	332	332	332	335	334	334	
Waste Materials	76	640	606	604	627	659	654	649	655	648	643	657	656	662	
All Other Products	57	285	278	281	284	282	282	285	285	283	283	284	292	293	

* Includes an employee of restaurant, full and part-time.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NORTH CAROLINA

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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		
TOTAL	1,460	16,980	14,904	13,988	13,692	13,789	13,205	13,873	18,862	22,495	22,165	22,009	19,173		
Amusement and Sporting Goods	8	289	270	267	273	271	268	279	259	261	261	267	282		
Automotive	72	1,154	1,124	1,151	1,134	1,127	1,127	1,133	1,167	1,356	1,171	1,200	1,213		
Beer, Wines and Liquors	20	143	130	136	136	144	149	154	155	156	153	149	152		
Chemicals and Paints	14	263	250	250	254	258	262	262	268	272	273	273	276		
Clothing and Furnishings	21	86	87	87	87	83	84	85	85	87	88	88	89		
Coal and Coke	1	44	45	45	43	43	43	43	43	43	45	45	45		
Drugs (full line)	1	203	204	205	204	203	203	202	204	202	202	203	203		
Drugs and Drug Sundries (specialty lines)	11	38	37	37	35	35	35	36	37	40	44	43	43		
Dry Goods (full line)	10	167	165	166	166	165	164	164	169	171	170	172	169		
Dry Goods (specialty lines)	9	84	82	82	83	83	83	83	85	85	85	85	85		
Electrical Goods	18	352	300	303	308	319	323	333	332	335	340	339	338		
Farm Products - raw materials	332	5,456	4,328	2,732	2,362	2,381	1,958	2,276	7,405	10,838	10,551	9,870	7,204		
Farm Products - consumer goods	157	871	795	885	900	948	943	1,010	904	834	846	831	831		
Farm Supplies	88	405	397	419	438	433	422	384	376	389	402	468	395		
Furniture and House Furnishings	8	55	53	54	54	54	54	55	56	57	57	57	57		
General Merchandise	2	12	12	12	12	12	12	12	12	12	12	12	12		
Groceries (full line)	118	1,252	1,238	1,249	1,247	1,247	1,249	1,253	1,258	1,263	1,263	1,267	1,269		
Groceries and Foods (specialty lines)	290	2,414	2,431	2,258	2,304	2,118	2,341	2,341	2,267	2,476	2,356	2,873	2,663		
Hardware	9	384	374	377	378	378	379	381	382	389	396	396	400		
Jewelry and Optical Goods	4	56	55	54	55	55	55	56	57	57	55	56	56		
Lumber and Construction Materials	55	465	437	440	445	455	461	469	478	479	497	477	483		
Machinery, Equipment and Supplies	44	747	711	716	727	735	733	742	756	766	775	771	770		
Metals and Metal Work (except scrap)	3	52	50	51	51	51	52	52	53	53	53	53	53		
Paper and its Products	8	173	172	172	174	172	171	172	170	172	174	175	174		
Petroleum and its Products	68	1,079	1,073	1,076	1,076	1,068	1,077	1,069	1,087	1,066	1,068	1,075	1,079		
Plumbing and Heating Eqpt. and Spls.	7	171	166	167	168	169	170	172	173	173	177	177	176		
Tobacco and its Products (except leaf)	19	191	189	188	190	190	190	192	191	191	192	192	192		
Waste Materials	29	259	230	232	240	243	237	246	266	273	285	289	287		
All Other Products	34	163	149	151	154	167	163	162	157	168	174	176	177		

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

STATE OF SO. CAROLINA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
TOTAL	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		
Amusement and Sporting Goods																
Automotive	9	243	237	236	234	236	237	236	239	243	245	245	249	276		
Beer, Wines and Liquors	11	212	180	119	119	119	161	229	273	270	261	279	284	284		
Chemicals and Paints	6	56	54	54	55	55	55	55	54	56	58	58	58	41		
Clothing and Furnishings	6	13	11	11	13	13	13	13	13	13	13	13	14	14		
Coal and Coke	3	25	25	25	25	25	25	25	25	25	24	25	25	26		
Drugs (full line)	--	123	115	115	115	115	123	125	128	128	127	129	127	127		
Drugs and Drug Sundries (specialty lines)	4	7	9	8	6	6	6	6	6	6	6	6	8	8		
Dry Goods (full line)	4	25	27	25	24	26	25	23	26	26	26	26	26	24		
Dry Goods (specialty lines)	3	60	60	60	60	60	60	60	60	60	60	60	60	60		
Electrical Goods	5	78	77	77	77	77	77	77	79	79	80	80	80	80		
Farm Products - raw materials	408	1,037	638	606	586	586	557	535	672	2,193	2,366	1,841	964	894		
Farm Products - consumer goods	54	357	329	325	332	365	336	414	439	344	356	339	341	338		
Farm Supplies	25	212	225	235	240	229	220	199	168	190	204	197	196	215		
Furniture and House Furnishings	2	3	3	3	3	3	3	3	3	3	3	3	3	3		
General Merchandise	3	52	52	52	52	52	52	52	52	52	52	53	53	53		
Groceries (full line)	48	759	748	753	752	754	754	753	761	760	763	772	772	770		
Groceries and Foods (specialty lines)	112	1,016	1,200	1,149	1,063	989	961	935	938	944	955	983	999	1,070		
Hardware	2	268	276	265	264	263	264	266	265	266	269	267	274	277		
Jewelry and Optical Goods	--	22	21	21	21	22	22	21	21	20	22	24	24	24		
Lumber and Construction Materials	11	149	147	147	147	147	147	147	151	151	150	152	151	151		
Machinery, Equipment and Supplies	13	296	288	287	290	294	294	296	297	304	305	309	307	309		
Metals and Metal Work (except scrap)	--	8	13	8	8	8	8	8	8	8	8	8	8	8		
Paper and its Products	4	91	91	91	91	90	89	89	90	91	91	91	91	91		
Petroleum and its Products	33	575	564	565	563	561	577	587	588	584	596	574	579	568		
Plumbing and Heating Eqpt. and Spls.	2	86	87	82	85	85	87	85	84	86	85	85	85	86		
Tobacco and its Products (except leaf)	20	162	163	162	163	163	163	161	163	163	163	163	163	163		
Waste Materials	15	125	104	117	130	123	126	125	132	147	128	123	130	121		
All Other Products	10	86	70	75	85	84	105	98	98	88	82	88	87	77		

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

STATE OF VIRGINIA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	1,065	18,846	18,792	17,986	17,135	17,257	17,224	17,106	19,660	19,147	20,681	21,125	20,679		
Amusement and Sporting Goods	3	3	3	3	3	3	3	3	3	3	3	3	3		
Automotive	19	661	664	653	669	665	665	665	689	682	681	719	732		
Beer, Wines and Liquors	42	252	259	257	240	242	246	249	255	266	270	271	271		
Chemicals and Paints	7	178	174	174	175	181	183	180	180	179	179	179	180		
Clothing and Furnishings	20	237	235	239	233	233	235	235	237	235	242	242	239		
Coal and Coke	4	143	152	142	140	141	142	141	142	143	143	142	142		
Drugs (full line)	--	170	170	170	170	170	170	170	170	170	171	171	171		
Drugs and Drug Sundries (specialty lines)	4	82	82	81	81	81	81	81	82	82	82	82	83		
Dry Goods (full line)	1	353	350	349	349	347	356	355	351	353	357	357	366		
Dry Goods (specialty lines)	5	15	15	15	15	15	15	15	15	15	15	15	15		
Electrical Goods	9	480	467	471	472	461	478	461	464	464	469	461	489		
Farm Products - raw materials	179	4,119	4,095	3,417	2,606	2,717	2,726	2,627	5,077	4,463	5,729	5,678	5,477		
Farm Products - consumer goods	221	1,134	1,081	1,014	1,048	1,234	1,241	1,206	1,158	1,182	1,245	1,118	1,129		
Farm Supplies	18	641	646	665	654	641	632	617	611	622	637	608	649		
Furniture and House Furnishings	5	42	40	40	40	42	40	40	39	44	45	45	44		
General Merchandise	1	84	85	85	85	85	85	85	85	84	83	83	83		
Groceries (full line)	55	1,025	1,017	1,018	1,023	1,019	1,022	1,027	1,019	1,026	1,054	1,035	1,044		
Groceries and Foods (specialty lines)	246	3,679	3,983	3,780	3,613	3,416	3,371	3,261	3,977	3,480	3,619	4,159	4,031		
Hardware	--	464	471	464	466	466	466	466	472	478	434	432	474		
Jewelry and Optical Goods	5	59	57	58	58	58	59	59	60	60	60	59	59		
Lumber and Construction Materials	34	573	501	508	559	576	597	591	600	613	613	579	578		
Machinery, Equipment and Supplies	50	856	839	839	848	841	854	855	862	861	865	865	873		
Metals and Metal Work (except scrap)	9	173	161	160	163	172	169	173	176	182	179	182	182		
Paper and its Products	11	370	370	370	370	369	367	367	366	371	371	372	374		
Petroleum and its Products	43	1,767	1,728	1,761	1,716	1,823	1,774	1,807	1,796	1,767	1,798	1,735	1,673		
Plumbing and Heating Eqpt. and Spls.	5	368	294	292	299	297	301	350	356	360	365	367	366		
Tobacco and its Products (except leaf)	10	280	274	274	276	282	282	281	281	282	284	284	284		
Waste Materials	35	303	300	302	303	292	292	298	323	293	331	306	320		
All Other Products	25	355	327	331	337	345	374	361	385	370	354	347	348		

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

STATE OF WEST VIRGINIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propi- etors 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	Sep- tember	October	No- vember		
TOTAL	617	8,635	8,602	8,548	8,598	8,721	8,768	8,863	8,940	9,055	9,259	9,059	9,041		
Amusement and Sporting Goods	2	6	6	6	6	6	6	6	6	6	6	6	6		
Automotive	40	423	421	423	439	444	447	448	444	443	451	447	478		
Beer, Wines and Liquors	35	200	264	273	291	292	303	322	330	327	315	309	315		
Chemicals and Paints	7	59	55	56	58	60	59	61	60	60	62	61	61		
Clothing and Furnishings	1	111	113	111	111	112	111	110	112	111	110	110	111		
Coal and Coke	8	226	223	223	221	218	225	227	226	228	235	235	237		
Drugs (full line)	--	154	153	154	153	153	154	154	154	153	154	154	155		
Drugs and Drug Sundries (specialty lines)	5	36	34	33	34	33	33	34	33	41	42	41	41		
Dry Goods (full line)	2	383	389	382	380	374	353	368	373	390	394	405	411		
Dry Goods (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1		
Electrical Goods	11	352	349	349	350	353	355	351	351	349	349	355	358		
Farm Products - raw materials	64	237	258	248	158	186	220	228	258	257	270	230	320		
Farm Products - consumer goods	124	906	858	844	859	876	866	880	890	1,103	1,103	970	899		
Farm Supplies	28	156	152	154	159	159	159	156	156	156	156	158	157		
Furniture and House Furnishings	5	105	104	104	104	106	105	104	105	106	107	107	107		
General Merchandise	--	6	6	6	6	6	6	6	6	6	6	6	6		
Groceries (full line)	17	941	940	940	940	939	947	937	937	935	948	945	947		
Groceries and Foods (specialty lines)	96	928	922	924	922	921	921	926	936	938	940	936	932		
Hardware	3	534	538	538	525	534	527	534	534	534	531	535	535		
Jewelry and Optical Goods	--	40	39	40	39	40	40	40	39	40	41	40	40		
Lumber and Construction Materials	23	348	316	327	331	346	346	355	371	366	393	370	345		
Machinery, Equipment and Supplies	54	792	759	765	777	774	769	762	764	807	810	821	819		
Metals and Metal Work (except scrap)	--	196	171	171	177	180	192	209	213	211	206	213	207		
Paper and its Products	3	43	42	42	42	42	43	43	43	43	43	43	43		
Petroleum and its Products	20	867	876	868	868	869	873	860	869	872	859	854	843		
Plumbing and Heating Eght. and Splis.	6	112	103	105	110	108	111	119	112	114	117	111	120		
Tobacco and its Products (except leaf)	16	220	217	219	220	220	220	219	219	221	219	222	222		
Waste Materials	36	241	233	233	232	232	237	236	247	243	237	237	236		
All Other Products	20	91	90	91	89	89	91	91	90	92	91	90	92		

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF ALABAMA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	De- cember
			10,556	10,585	10,511	10,405	10,420	10,420	10,406	10,556	10,768	11,165	11,295	11,033
TOTAL	920	10,675	19	18	18	18	18	17	18	18	23	24	23	19
Amusement and Sporting Goods	4	419	403	406	404	398	399	399	404	428	455	464	438	434
Automotive	33	27	27	27	27	27	27	27	27	27	27	27	27	27
Beer, Wines and Liquors	2	191	177	178	180	185	193	197	198	204	199	194	193	196
Chemicals and Paints	5	47	47	47	47	47	47	47	47	47	47	47	47	47
Clothing and Furnishings	9	41	41	41	41	41	41	41	41	41	41	41	41	41
Coal and Coke	7	90	91	91	90	90	90	90	90	91	90	90	89	89
Drugs (full line)	1	276	277	275	277	276	276	276	271	272	274	279	281	280
Drugs and Drug Sundries (specialty lines)	4	19	18	19	19	19	19	19	19	19	19	20	19	19
Dry Goods (full line)	5	201	198	197	198	199	198	199	196	202	205	207	208	207
Dry Goods (specialty lines)	8	25	25	25	25	25	25	24	24	24	29	29	29	29
Electrical Goods	7	163	162	163	161	160	159	160	160	163	164	165	166	165
Farm Products - raw materials	205	619	600	587	585	585	591	593	581	581	598	754	756	704
Farm Products - consumer goods	121	601	576	578	580	580	625	614	595	612	612	617	610	611
Farm Supplies	14	141	136	140	152	153	154	144	137	137	134	135	135	132
Furniture and House Furnishings	5	57	54	55	55	55	55	58	58	58	55	58	58	59
General Merchandise	6	13	12	12	12	12	12	12	12	12	12	14	14	14
Groceries (full line)	61	1,193	1,178	1,175	1,184	1,168	1,190	1,189	1,191	1,192	1,195	1,200	1,217	1,222
Groceries and Foods (specialty lines)	194	1,775	1,868	1,897	1,788	1,826	1,605	1,608	1,606	1,615	1,677	1,966	2,102	1,903
Hardware	3	970	960	968	963	974	974	972	970	962	977	987	978	991
Jewelry and Optical Goods	1	54	53	53	53	53	53	53	53	54	55	56	65	55
Lumber and Construction Materials	38	689	615	615	619	623	626	630	627	639	644	644	636	656
Machinery, Equipment and Supplies	38	866	847	861	866	878	883	887	887	890	894	912	916	916
Metals and Metal Work (except scrap)	4	75	66	68	71	77	74	74	77	77	78	77	81	80
Paper and its Products	5	124	122	124	123	124	124	123	124	124	123	124	124	125
Petroleum and its Products	57	1,177	1,146	1,147	1,161	1,177	1,178	1,160	1,166	1,186	1,192	1,191	1,185	1,189
Plumbing and Heating Equip. and Sppls.	3	129	127	128	127	125	125	126	129	127	133	133	133	135
Tobacco and its Products (except leaf)	7	171	170	172	172	172	172	171	171	170	170	170	170	170
Waste Materials	28	366	361	361	361	361	379	375	374	361	361	361	361	361
All Other Products	23	199	189	170	175	192	205	217	220	219	218	210	209	189

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

STATE OF KENTUCKY

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (full-time and part- time). Average for year	Number of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
TOTAL	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	14,007	19,607	
Amusement and Sporting Goods	4	34	35	36	35	34	34	34	32	32	33	35	35	36	36	
Automotive	45	568	541	545	547	555	555	562	562	566	592	614	603	567	567	
Beer, Wines and Liquors	76	905	840	865	873	897	891	902	912	921	920	941	946	959	959	
Chemicals and Paints	4	123	119	123	124	125	124	125	125	125	122	127	124	124	124	
Clothing and Furnishings	25	252	256	252	252	250	253	251	249	253	254	255	252	255	255	
Coal and Coke	4	45	51	50	51	51	51	41	41	40	41	41	41	41	41	
Drugs (full line)	--	118	116	116	117	118	118	118	119	119	119	123	120	121	121	
Drugs and Drug Sundries (specialty lines)	9	96	96	95	96	100	100	100	100	100	100	100	96	96	96	
Dry Goods (Full line)	4	226	227	227	227	227	227	226	226	226	226	226	226	226	226	
Dry Goods (specialty lines)	4	8	8	7	7	7	8	8	8	8	8	8	8	8	8	
Electrical Goods	7	188	179	179	180	180	189	189	190	192	191	193	194	194	194	
Farm Products - raw materials	228	4,453	10,683	9,614	5,114	3,238	2,784	2,810	1,721	2,525	2,755	2,158	2,413	8,215	8,215	
Farm Products - consumer goods	332	1,283	1,205	1,210	1,220	1,225	1,277	1,289	1,276	1,293	1,331	1,335	1,367	1,388	1,388	
Farm Supplies	20	347	284	271	273	271	283	347	263	332	352	377	362	363	363	
Furniture and House Furnishings	13	104	100	101	101	105	105	105	105	105	105	105	105	105	105	
General Merchandise	3	367	391	393	378	360	390	361	384	390	386	397	386	394	394	
Groceries (full line)	67	1,425	1,415	1,411	1,417	1,422	1,424	1,415	1,423	1,425	1,426	1,449	1,431	1,448	1,448	
Groceries and Foods (specialty lines)	138	1,068	1,060	1,057	1,061	1,054	1,049	1,042	1,052	1,060	1,069	1,110	1,106	1,102	1,102	
Hardware	6	460	478	476	477	480	460	476	475	476	482	489	483	483	483	
Jewelry and Optical Goods	1	56	55	55	59	59	59	59	57	57	58	60	60	58	58	
Lumber and Construction Materials	33	546	500	519	515	551	551	552	566	579	559	582	554	486	486	
Machinery, Equipment and Supplies	47	724	719	728	717	718	717	730	719	725	725	739	727	727	727	
Metals and Metal Work (except scrap)	8	67	57	54	54	54	55	56	56	56	56	57	64	61	61	
Paper and its Products	7	145	155	152	146	146	145	139	140	141	142	145	146	146	146	
Petroleum and its Products	40	1,174	1,174	1,175	1,181	1,214	1,208	1,244	1,241	1,237	1,243	1,225	1,224	1,227	1,227	
Plumbing and Heating Eqpt and Spls.	7	172	161	165	165	168	171	172	179	175	174	177	176	179	179	
Tobacco and its Products (except leaf)	21	172	171	171	171	171	171	171	171	172	174	171	175	175	175	
Waste Materials	54	569	359	352	369	355	353	360	358	358	378	394	386	400	400	
All Other Products	29	182	173	173	172	178	179	184	195	193	183	180	185	183	183	

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

CENSUS OF BUSINESS

STATE OF MISSISSIPPI

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	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	5,256	
Amusement and Sporting Goods	19	209	208	208	208	208	208	208	210	210	210	211	211	208	
Automotive	16	100	96	97	97	96	98	100	104	103	102	102	104	104	
Beer, Wines and Liquors	--	11	8	8	8	8	8	9	12	13	14	14	12	13	
Chemicals and Paints	6	25	23	24	24	24	24	24	25	22	25	27	27	27	
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Coal and Coke	--	74	75	75	75	75	75	74	74	74	74	74	74	74	
Drugs (full line)	1	17	17	17	17	17	17	17	17	17	17	17	17	17	
Drugs and Drug Sundries (specialty lines)	5	93	93	92	93	94	94	92	90	91	92	95	96	95	
Dry Goods (full line)	1	5	6	6	6	6	6	5	5	5	5	5	5	5	
Dry Goods (specialty lines)	1	12	8	9	9	9	9	10	11	14	14	15	15	15	
Electrical Goods	243	539	477	459	446	401	425	416	430	545	691	725	734	713	
Farm Products - raw materials	64	382	246	234	266	513	683	824	419	380	255	255	255	263	
Farm Products - consumer Goods	10	86	82	86	88	91	97	97	96	86	79	81	82	82	
Farm Supplies	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Furniture and House Furnishings	2	118	106	112	114	113	111	112	119	116	125	126	131	131	
General Merchandise	38	1,352	1,343	1,338	1,349	1,337	1,338	1,346	1,346	1,345	1,367	1,370	1,372	1,371	
Groceries (full line)	89	663	665	641	637	621	617	621	668	666	684	709	719	718	
Groceries and Foods (specialty lines)	2	162	161	160	163	162	164	157	161	164	165	164	164	166	
Hardware	--	9	10	9	9	9	9	9	9	9	10	9	9	9	
Jewelry and Optical Goods	20	162	158	165	162	162	160	158	157	162	165	165	163	161	
Lumber and Construction Materials	10	131	124	118	124	130	134	135	140	137	139	137	138	127	
Machinery, Equipment and Supplies	--	17	15	15	15	15	15	15	17	18	18	19	22	25	
Metals and Metal Work (except scrap)	2	655	646	644	654	659	658	658	655	659	657	667	655	653	
Paper and its Products	55	655	646	644	654	659	658	658	655	659	657	667	655	653	
Petroleum and its Products	2	36	35	35	35	35	37	36	36	37	37	37	37	36	
Plumbing and Heating Eqpt and Spl's.	6	81	81	81	82	82	82	80	82	81	81	80	80	80	
Tobacco and its Products (except leaf)	22	102	104	109	108	102	104	108	90	93	93	103	102	102	
Waste Materials	13	34	20	25	26	26	34	35	38	37	42	40	39	40	
All Other Products															

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

STATE OF TENNESSEE
TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	1,536	19,929	20,929	20,742	20,510	20,222	19,544	18,993	19,149	18,955	19,542	19,785	19,767	21,390	
Amusement and Sporting Goods	6	142	141	144	143	140	143	140	139	141	142	147	143	145	
Automotive	38	939	925	928	922	928	932	924	939	939	944	966	954	948	
Beer, Wines and Liquors	24	247	228	228	229	233	240	247	257	268	265	255	255	248	
Chemicals and Paints	8	314	308	313	309	312	315	319	319	320	313	318	317	321	
Clothing and Furnishings	44	581	571	580	589	584	574	572	574	581	598	591	589	580	
Coal and Coke	15	233	235	235	234	233	233	229	230	229	231	233	236	236	
Drugs (full line)	2	490	482	482	483	486	485	486	482	491	490	507	496	496	
Drugs and Drug Sundries (specialty lines)	15	477	470	472	473	476	474	479	479	479	478	463	479	478	
Dry Goods (full line)	8	565	559	565	565	563	563	563	566	568	568	567	568	568	
Dry Goods (specialty lines)	8	49	50	50	50	50	50	49	49	49	49	49	49	49	
Electrical Goods	16	421	407	408	412	419	424	428	450	420	421	428	427	422	
Farm Products - raw materials	472	2,553	3,936	3,729	3,450	3,086	2,142	1,600	1,578	1,572	1,610	2,029	2,093	3,685	
Farm Products - consumer goods	284	1,767	1,651	1,666	1,685	1,711	1,763	1,963	2,045	1,718	1,725	1,799	1,737	1,746	
Farm Supplies	33	188	176	189	192	194	190	187	187	185	190	191	190	183	
Furniture and House Furnishings	11	192	185	187	187	187	188	191	193	194	195	199	199	200	
General Merchandise	6	162	151	151	151	151	151	151	151	151	151	152	154	164	
Groceries (full line)	30	1,769	1,715	1,711	1,721	1,723	1,727	1,725	1,760	1,796	1,827	1,839	1,828	1,850	
Groceries and Foods (specialty lines)	203	2,326	2,400	2,351	2,358	2,346	2,286	2,240	2,202	2,226	2,312	2,403	2,399	2,362	
Hardware	12	710	705	705	706	706	708	707	710	712	715	718	717	717	
Jewelry and Optical Goods	2	101	100	99	100	100	100	100	99	100	102	105	105	102	
Lumber and Construction Materials	60	879	860	855	861	864	861	860	883	890	889	904	908	867	
Machinery, Equipment and Supplies	70	1,562	1,503	1,531	1,546	1,567	1,585	1,587	1,579	1,592	1,619	1,613	1,626	1,641	
Metals and Metal Work (except scrap)	9	219	189	200	199	198	196	193	215	239	241	255	254	252	
Paper and its Products	14	503	491	491	494	501	502	501	503	503	506	514	514	515	
Petroleum and its Products	31	1,111	1,146	1,118	1,120	1,116	1,130	1,117	1,120	1,148	1,107	1,036	1,070	1,107	
Plumbing and Heating Eqpt and Spls	7	454	433	428	431	448	449	455	460	462	458	471	477	479	
Tobacco and its Products (except leaf)	19	165	164	164	164	164	166	166	166	165	166	165	166	167	
Waste Materials	42	371	340	351	354	359	364	368	359	376	390	397	397	403	
All Other Products	47	429	410	415	414	419	419	420	435	441	441	449	440	441	

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

CENSUS OF BUSINESS

STATE OF ARKANSAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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	No- vember					
			747	5,688	5,749	5,802	5,904	6,005	6,132	6,071	6,174	6,137	6,195	6,110				
TOTAL			35	35	35	35	35	35	35	35	35	35	35	35	35	35	35	
Amusement and Sporting Goods	1	253	253	253	253	253	253	253	253	253	253	253	253	253	253	253	253	253
Automotive	32	114	113	129	183	190	194	206	210	206	203	205	203	205	218	230	230	230
Beer, Wines and Liquors	3	65	65	66	62	62	63	62	66	69	70	66	65	65	65	65	65	65
Chemicals and Paints	7	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28	28
Clothing and Furnishings	1	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
Coal and Coke	--	163	152	152	152	165	164	165	166	165	166	165	167	171	171	171	171	171
Drugs (fruit line)	6	48	47	48	48	48	47	48	53	53	47	46	48	48	48	48	48	48
Drugs and Drug Sundries (specialty lines)	4	148	148	148	147	148	148	148	148	148	148	147	149	148	149	148	148	148
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	6	73	66	71	71	72	72	72	72	72	73	73	74	75	78	75	75	75
Electrical Goods	187	221	211	213	206	194	200	198	189	194	253	267	269	258	267	269	258	258
Farm Products - raw materials	147	522	443	447	466	482	558	633	626	659	533	531	506	480	531	506	480	480
Farm Products - consumer goods	18	101	87	126	127	126	130	124	79	79	80	84	86	89	84	86	89	89
Farm Supplies	2	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44	44
Furniture and House Furnishings	--	15	14	14	14	14	14	14	14	15	15	15	15	15	15	15	15	15
General Merchandise	60	1,456	1,427	1,435	1,437	1,429	1,428	1,429	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428	1,428
Groceries (full line)	120	785	756	756	754	754	752	762	790	802	812	828	828	828	828	828	828	828
Groceries and Foods (specialty lines)	1	251	250	250	250	251	251	251	251	251	251	255	252	252	252	252	252	252
Hardware	--	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
Jewelry and Optical Goods	--	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17	17
Lumber and Construction Materials	18	235	230	228	230	230	238	239	238	243	237	238	239	230	239	230	230	230
Machinery, Equipment and Supplies	18	353	315	325	337	347	353	354	383	367	371	363	360	360	360	360	360	360
Metals and Metal Work (except scrap)	2	13	12	12	12	12	12	13	13	13	13	12	12	12	12	12	12	12
Paper and its Products	2	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50
Petroleum and its Products	42	589	589	595	595	613	620	618	625	614	642	564	644	627	644	627	627	627
Plumbing and Heating Eqpt and Spls.	2	58	55	55	54	55	55	59	58	60	63	61	58	59	61	58	59	58
Tobacco and its Products (except leaf)	7	58	55	55	57	57	58	59	59	59	59	60	59	59	60	59	59	58
Waste Materials	16	150	146	151	141	137	131	153	151	148	151	159	164	162	159	164	162	162
All Other Products	25	83	82	72	80	86	86	74	85	89	101	102	95	83	102	95	83	83

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

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (fulltime 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	Sep- tember	October	No- vember		
TOTAL	938	17,372	17,088	17,019	17,142	17,138	17,448	17,243	17,172	17,216	17,434	17,874	17,822	17,809	
Amusement and Sporting Goods	3	223	224	222	224	225	229	229	228	218	219	220	220	224	
Automotive	27	1,112	1,069	1,077	1,089	1,100	1,108	1,108	1,118	1,148	1,156	1,171	1,127	1,127	
Beer, Wines and Liquors	8	616	590	586	592	590	616	616	617	620	640	644	644	667	
Chemicals and Paints	2	202	192	195	196	202	203	203	204	210	209	210	206	200	
Clothing and Furnishings	14	149	148	148	148	148	148	148	148	148	148	153	153	153	
Coal and Coke	--	10	10	10	8	7	6	6	6	6	6	6	10	10	
Drugs (full line)	2	389	391	392	388	385	386	386	388	389	387	391	392	395	
Drugs and Drug Sundries (specialty lines)	5	146	144	146	147	149	147	147	146	147	146	145	146	139	
Dry Goods (full line)	6	296	294	294	296	294	296	293	294	296	298	300	300	300	
Dry Goods (specialty lines)	10	80	80	79	78	79	78	78	82	81	82	83	83	82	
Electrical Goods	5	393	387	389	395	389	392	391	390	390	396	397	400	400	
Farm Products - raw materials	113	1,029	998	948	920	895	915	905	905	1,168	1,293	1,260	1,386	1,360	
Farm Products - consumer goods	150	1,254	1,190	1,227	1,315	1,330	1,232	1,233	1,233	1,213	1,219	1,304	1,311	1,284	
Farm Supplies	4	182	163	176	222	199	240	167	165	168	176	177	167	166	
Furniture and House Furnishings	10	167	166	168	168	166	167	167	165	167	166	167	168	166	
General Merchandise	1	113	114	113	115	116	113	112	112	112	110	111	110	112	
Groceries (full line)	39	1,917	1,914	1,961	1,959	1,905	1,884	1,884	1,867	1,868	1,879	1,906	1,893	1,911	
Groceries and Foods (specialty lines)	274	3,417	3,421	3,441	3,384	3,608	3,558	3,537	3,517	3,241	3,253	3,380	3,402	3,416	
Hardware	5	433	426	424	424	429	430	435	431	438	437	446	440	439	
Jewelry and Optical Goods	5	107	103	104	106	106	106	107	107	107	108	110	110	110	
Lumber and Construction Materials	25	537	545	544	585	530	527	523	526	526	543	544	555	540	
Machinery, Equipment and Supplies	6	1,624	1,796	1,795	1,784	1,842	1,838	1,811	1,802	1,796	1,834	1,848	1,870	1,866	
Metals and Metal Work (except scrap)	70	370	327	309	327	345	350	378	386	411	411	439	389	374	
Paper and its Products	8	293	289	289	289	289	288	288	293	294	296	301	302	302	
Petroleum and its Products	50	977	1,020	976	986	992	973	987	967	980	959	936	972	982	
Plumbing and Heating Eqpt and Sols.	11	192	184	188	185	184	184	184	184	189	192	204	193	195	
Tobacco and its Products (except leaf)	19	277	277	276	278	278	279	279	274	276	274	278	283	278	
Waste Materials	30	398	401	386	388	406	399	391	391	390	393	416	404	405	
All Other Products	18	214	204	214	214	224	222	222	216	218	197	227	201	203	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935STATE OF OKLAHOMA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors 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
TOTAL	1,792	12,269	12,249	12,270	12,307	12,349	12,299	12,629	12,905	12,876	13,027	13,503	13,686	13,598
Amusement and Sporting Goods	7	197	189	191	193	198	197	197	200	200	204	207	195	197
Automotive	77	1,001	964	985	993	1,004	999	1,008	1,008	1,013	998	1,025	999	1,002
Beer, Wines and Liquors	31	160	142	142	144	147	146	156	167	164	182	174	168	165
Chemicals and Paints	6	102	95	95	96	97	97	100	102	104	106	109	113	105
Clothing and Furnishings	2	29	29	29	30	31	31	29	29	28	29	30	28	28
Coal and Coke	--	25	25	25	24	23	23	23	24	26	25	26	29	30
Drugs (full line)	--	140	138	141	139	138	138	138	138	144	142	139	142	142
Drugs and Drug Sundries (specialty lines)	8	32	29	29	29	30	30	30	30	32	32	32	36	37
Dry Goods (full line)	1	60	60	60	60	60	59	58	57	60	61	61	61	62
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	8	273	244	245	248	251	254	258	263	265	307	316	313	315
Farm Products - raw materials	386	1,348	1,187	1,136	1,121	1,124	1,138	1,254	1,506	1,409	1,456	1,668	1,565	1,513
Farm Products - consumer goods	641	1,175	1,068	1,079	1,087	1,106	1,110	1,100	1,115	1,116	1,126	1,255	1,474	1,466
Farm Supplies	47	171	170	169	163	160	158	172	183	170	171	174	188	175
Furniture and House Furnishings	7	34	34	34	34	34	34	34	34	34	34	35	35	35
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	11	1,425	1,395	1,397	1,397	1,402	1,402	1,400	1,407	1,422	1,463	1,458	1,491	1,456
Groceries and Foods (specialty lines)	159	1,258	1,275	1,302	1,274	1,232	1,180	1,169	1,150	1,153	1,172	1,225	1,347	1,391
Hardware	1	234	228	230	228	227	229	233	233	243	240	244	241	233
Jewelry and Optical Goods	1	52	48	46	49	50	52	52	53	54	54	55	54	55
Lumber and Construction Materials	21	284	260	262	281	283	281	276	271	276	299	309	310	296
Machinery, Equipment and Supplies	86	2,046	1,944	1,966	1,991	2,018	2,012	2,053	2,099	2,109	2,093	2,092	2,085	2,093
Metals and Metal Work (except scrap)	5	140	130	130	133	137	138	140	142	144	144	147	145	144
Paper and its Products	2	169	169	169	169	169	169	169	169	170	169	169	169	169
Petroleum and its Products	201	1,607	1,777	1,777	1,768	1,790	1,796	1,814	1,832	1,832	1,816	1,821	1,822	1,808
Plumbing and Heating Expt. and Spis.	3	219	210	211	212	217	221	222	219	221	223	223	224	225
Tobacco and its Products (except leaf)	20	150	147	147	147	146	148	149	150	151	152	156	157	156
Waste Materials	59	149	132	135	140	139	136	148	159	161	166	166	166	154
All Other Products	21	148	140	140	139	144	144	146	136	138	160	157	149	145

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

STATE OF TEXAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	4,141	44,050	44,376	44,451	44,389	43,754	43,591	42,786	41,197	41,724	42,390	46,356	46,767	47,045	
Amusement and Sporting Goods	29	665	661	666	677	673	673	673	680	694	700	707	700	702	
Automotive	164	3,426	3,290	3,312	3,339	3,360	3,355	3,421	3,976	3,479	3,477	3,522	3,493	3,499	
Beer, Wines and Liquors	154	717	606	601	617	649	668	662	649	741	765	860	845	894	
Chemicals and Paints	17	552	543	548	549	542	543	546	551	562	562	563	561	565	
Clothing and Furnishings	61	347	335	352	347	339	334	330	329	362	363	364	351	352	
Coal and Coke	4	47	44	45	46	46	46	46	47	48	48	48	48	48	
Drugs (full line)	7	542	525	528	530	535	536	535	536	540	550	557	560	566	
Drugs and Sundries (specialty lines)	5	311	276	302	305	311	310	315	319	321	321	320	318	319	
Dry Goods (full line)	5	564	565	565	564	563	559	556	559	565	566	569	569	564	
Dry Goods (specialty lines)	26	79	77	80	79	81	80	81	79	80	80	80	78	78	
Electrical Goods	55	1,077	1,049	1,057	1,065	1,065	1,077	1,064	1,086	1,096	1,089	1,066	1,082	1,093	
Farm Products - raw materials	1,089	2,850	2,505	2,422	2,363	2,451	2,468	2,598	2,735	3,011	3,392	3,561	3,329	3,118	
Farm Products - consumer goods	664	4,757	5,339	5,481	5,283	4,970	4,537	4,062	3,845	3,855	3,960	4,189	5,549	5,687	
Farm Supplies	76	461	468	466	468	471	462	469	419	405	419	454	476	505	
Furniture and House Furnishings	21	322	312	313	312	317	319	323	320	322	325	329	348	350	
General Merchandise	8	622	628	614	610	604	602	601	593	620	651	665	661	619	
Groceries (full line)	95	3,868	3,826	3,843	3,854	3,848	3,847	3,866	3,867	3,876	3,886	3,867	3,879	3,972	
Groceries and Foods (specialty lines)	547	7,638	8,486	8,376	8,434	8,226	7,801	7,354	5,707	5,973	5,858	6,358	8,450	8,738	
Hardware	27	1,342	1,318	1,319	1,323	1,324	1,332	1,336	1,336	1,346	1,366	1,364	1,372	1,373	
Jewelry and Optical Goods	14	276	271	272	271	272	271	272	276	276	279	276	281	297	
Lumber and Construction Materials	59	1,166	1,135	1,140	1,154	1,163	1,175	1,165	1,165	1,167	1,162	1,136	1,185	1,170	
Machinery, Equipment and Supplies	250	5,235	4,961	5,064	5,088	5,174	5,209	5,248	5,249	5,276	5,315	5,448	5,372	5,390	
Metals and Metal Work (except scrap)	8	349	328	346	341	348	337	341	355	359	360	357	358	357	
Paper and its Products	26	727	730	728	734	739	740	735	698	704	709	754	734	737	
Petroleum and its Products	45	3,728	3,704	3,708	3,717	3,739	3,739	3,752	3,749	3,748	3,735	3,751	3,721	3,698	
Plumbing and Heating Eqpt and Sppls	34	554	529	519	527	535	529	537	571	560	571	562	583	579	
Tobacco and its Products (except leaf)	65	492	485	489	493	491	491	491	498	497	503	489	488	487	
Waste Materials	84	631	634	597	619	627	635	645	629	614	618	667	641	620	
All Other Products	71	707	664	662	674	669	716	732	728	707	740	759	740	688	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF ARIZONA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors 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
TOTAL	259	2,670	2,556	2,786	2,877	2,561	2,524	2,582	2,481	2,503	2,656	2,879	3,035	
Amusement and Sporting Goods	1	--	--	--	--	--	--	--	--	--	--	--	--	
Automotive	15	262	241	242	252	250	243	272	273	275	264	285	283	
Beer, Wines and Liquors	22	146	154	152	145	144	146	145	145	143	149	149	148	
Chemicals and Paints	--	19	18	19	19	19	19	19	19	19	21	22	22	
Clothing and Furnishings	1	10	9	9	9	9	10	10	10	10	10	10	10	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full line)	45	44	44	44	45	44	44	44	44	44	47	48	48	
Drugs and Drug Sundries (specialty lines)	1	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (full line)	1	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	2	81	79	81	81	81	81	81	80	81	83	82	83	
Farm Products - raw materials	18	129	128	128	128	125	125	125	129	130	134	135	136	
Farm Products - consumer goods	71	558	703	459	681	773	463	485	368	362	496	516	875	
Farm Supplies	1	22	22	22	22	22	22	22	22	22	22	22	22	
Furniture and House Furnishings	1	2	2	2	2	2	2	2	2	2	2	2	2	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	10	142	141	139	141	140	139	140	142	146	144	143	146	
Groceries and Foods (specialty lines)	40	312	318	318	319	311	302	300	299	306	316	317	321	
Hardware	1	84	83	83	83	83	83	84	84	84	85	85	85	
Jewelry and Optical Goods	1	14	14	14	14	14	14	14	14	15	15	15	15	
Lumber and Construction Materials	2	80	82	82	82	78	77	77	78	78	84	85	80	
Machinery, Equipment and Supplies	13	128	120	121	127	128	130	131	133	127	127	127	127	
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Paper and its Products	2	24	24	24	24	24	24	24	24	24	24	24	24	
Petroleum and its Products	21	477	487	487	487	457	468	473	477	474	477	472	471	
Plumbing and Heating Eght. and Sppls	2	48	46	44	42	46	46	48	55	53	50	55	52	
Tobacco and its Products (except leaf)	4	37	36	36	36	36	37	37	37	37	37	37	37	
Waste Materials	4	13	13	14	14	14	12	11	11	13	13	13	13	
All Other Products	5	35	36	36	35	36	36	35	35	35	36	34	35	

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

STATE OF COLORADO

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	850	10,102	9,758	9,667	9,679	9,750	9,850	9,876	10,145	10,298	10,541	10,579	10,566		
Amusement and Sporting Goods	8	290	284	284	286	294	295	295	291	289	295	294	299		
Automotive	54	930	889	911	900	908	913	919	946	965	972	940	941		
Beer, Wines and Liquors	20	295	284	270	257	272	288	301	302	308	326	315	315		
Chemicals and Paints	10	61	59	58	60	64	60	60	60	59	63	64	64		
Clothing and Furnishings	22	129	124	124	128	126	126	129	130	133	131	130	128		
Coal and Coke	5	73	79	79	76	72	68	64	65	69	74	77	77		
Drugs (full line)	--	288	286	286	282	282	282	283	288	288	296	295	295		
Drugs and Drug Sundries (specialty lines)	9	61	61	61	60	61	62	62	63	62	62	62	59		
Dry Goods (full line)	--	53	54	54	54	55	54	54	52	53	53	52	53		
Dry Goods (specialty lines)	6	12	13	13	13	13	12	12	12	12	12	12	12		
Electrical Goods	16	316	309	314	316	319	314	317	318	320	320	315	318		
Farm Products - raw materials	77	685	655	650	654	637	627	624	669	676	735	766	779		
Farm Products - consumer goods	240	1,160	1,057	1,000	997	1,007	1,029	1,064	1,150	1,255	1,372	1,277	1,365		
Farm Supplies	18	161	156	167	171	171	161	152	158	133	154	158	175		
Furniture and House Furnishings	11	185	179	182	183	180	180	179	184	180	187	192	211		
General Merchandise	1	9	7	7	7	7	9	12	11	11	8	10	10		
Groceries (full line)	9	774	737	742	745	757	762	767	789	790	810	803	797		
Groceries and Foods (specialty lines)	88	1,035	1,017	1,031	1,027	1,054	1,030	1,030	1,037	1,041	1,052	1,054	1,048		
Hardware	4	75	69	71	71	71	73	74	76	77	77	78	79		
Jewelry and Optical Goods	3	105	99	100	101	101	100	105	107	108	110	109	109		
Lumber and Construction Materials	10	253	228	231	231	240	244	250	252	256	269	273	268		
Machinery, Equipment and Supplies	64	1,005	985	978	960	985	994	1,002	1,013	1,023	1,028	1,032	1,024		
Metals and Metal Work (except scrap)	4	102	102	100	101	100	100	102	101	101	105	102	101		
Paper and its Products	7	238	247	237	237	237	237	238	238	238	237	238	237		
Petroleum and its Products	74	1,085	1,067	1,068	1,067	1,078	1,081	1,084	1,100	1,059	1,095	1,095	1,087		
Plumbing and Heating Eqpt and Spis.	5	213	207	199	200	207	207	199	212	212	216	254	231		
Tobacco and its Products (except leaf)	12	139	136	138	139	140	140	140	138	141	140	141	141		
Waste Materials	27	89	84	84	85	86	91	87	88	91	95	91	93		
All Other Products	26	281	347	254	261	264	274	275	292	304	306	274	259		

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

CENSUS OF BUSINESS

STATE OF IDAHO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm and 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	No- vember	De- cember
TOTAL	360	3,372	3,232	3,231	3,079	2,911	2,626	2,731	3,071	3,767	4,417	4,154	3,986	
Amusement and Sporting Goods	2	6	2	10	14	14	13	7	3	3	1	1	1	
Automotive	13	114	109	109	110	110	114	116	119	116	116	120	120	
Beer, Wines and Liquors	27	65	78	59	60	61	65	65	66	67	66	61	76	
Chemicals and Paints	2	46	41	40	42	45	48	47	48	49	50	52	54	
Clothing and Furnishings	--	4	4	4	4	4	4	4	4	4	4	4	4	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs and Drug Sundries (specialty lines)	--	--	8	8	8	8	8	8	8	8	8	8	8	
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	3	70	70	70	71	70	71	71	71	71	70	71	70	
Farm Products - raw materials	84	325	248	269	264	267	237	304	420	465	432	378	355	
Farm Products - consumer goods	140	1,288	1,192	1,190	1,072	893	641	789	870	1,404	2,053	1,834	1,584	
Farm Supplies	11	139	147	150	103	99	86	92	109	138	153	210	223	
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	2	206	206	205	202	205	207	207	206	206	207	206	208	
Groceries and Foods (specialty lines)	26	270	253	254	253	254	243	248	251	289	325	290	290	
Hardware	--	150	176	172	176	178	177	162	181	160	130	187	180	
Jewelry and Optical Goods	--	9	7	7	7	7	7	11	11	11	11	11	11	
Lumber and Construction Materials	1	15	15	14	15	15	15	14	16	15	16	15	16	
Machinery, Equipment and Supplies	10	71	62	62	62	65	64	67	66	81	83	91	81	
Metals and Metal Work (except scrap)	1	10	10	9	13	15	14	10	9	9	9	7	7	
Paper and its Products	2	12	12	12	12	12	12	11	12	12	12	12	12	
Petroleum and its Products	22	514	508	508	509	511	515	517	518	517	519	516	516	
Plumbing and Heating Eqt. and Spis.	2	15	16	15	15	15	16	15	17	18	15	14	14	
Tobacco and its Products (except leaf)	4	38	37	37	38	38	38	38	38	38	39	38	38	
Waste Materials	4	8	8	8	8	8	8	8	8	8	8	8	8	
All Other Products	4	19	17	19	18	18	18	20	20	18	21	20	20	

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

STATE OF MONTANA

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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- cem- ber
			January	February	March	April	May	June	July	August	Sep- tem- ber	October	No- vem- ber		
TOTAL	225	4,040	3,796	3,779	3,910	3,877	3,957	4,038	4,115	4,195	4,257	4,284	4,166	4,204	
Amusement and Sporting Goods	--	16	15	15	16	17	17	21	17	15	13	15	15	15	
Automotive	2	298	248	255	274	287	288	303	301	309	356	348	384	322	
Beer, Wines and Liquors	20	24	24	22	22	23	24	24	24	26	25	24	22	22	
Chemicals and Paints	--	33	28	29	30	32	34	33	36	37	37	37	35	34	
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Coal and Coke	--	6	7	7	7	7	7	6	6	6	6	6	6	6	
Drugs (full line)	--	62	62	60	62	62	62	59	62	65	63	64	62	65	
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	1	84	79	81	80	85	85	84	84	84	84	84	86	88	
Farm Products - raw materials	56	541	468	471	469	474	482	503	563	614	634	662	599	559	
Farm Products - consumer goods	36	390	374	342	346	356	366	376	402	401	414	401	412	484	
Farm Supplies	5	121	117	117	119	119	119	119	117	120	127	129	123	152	
Furniture and House Furnishings	--	22	22	22	22	22	22	22	22	22	22	22	22	22	
General Merchandise	240	247	242	240	241	239	235	235	234	236	235	237	241	252	
Groceries (full line)	1	368	358	358	360	364	370	372	373	373	372	373	371	373	
Groceries and Foods (specialty lines)	21	322	300	304	306	311	320	329	337	337	342	334	319	319	
Hardware	1	174	164	168	169	169	169	173	171	173	175	176	188	187	
Jewelry and Optical Goods	--	23	21	22	22	22	22	22	21	22	23	24	26	26	
Lumber and Construction Materials	2	44	39	36	38	43	47	45	44	44	46	48	48	48	
Machinery, Equipment and Supplies	7	278	242	248	252	267	271	281	284	305	298	292	265	259	
Metals and Metal Work (except scrap)	1	2	2	2	2	2	2	2	2	2	2	2	3	3	
Paper and its Products	2	45	45	45	45	46	46	45	45	46	46	47	46	45	
Petroleum and its Products	53	810	796	791	797	808	821	827	854	813	810	814	809	804	
Plumbing and Heating Eght and Spls.	--	40	36	38	36	38	38	42	42	42	42	42	42	42	
Tobacco and its Products (except leaf)	10	74	73	73	73	73	73	75	76	76	75	74	73	74	
Waste Materials	4	15	15	15	15	15	15	15	15	15	15	15	15	15	
All Other Products	3	15	12	12	12	12	22	25	13	13	13	14	14	12	

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

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

STATE OF NEVADA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (fulltime and part-time). Average for year	Number Of Employees On Pay Roll Nearer The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	48	649	631	622	619	631	646	662	668	670	664	659	662	653
Amusement and Sporting Goods	--	5	6	6	6	6	6	5	5	5	5	5	5	5
Automotive	2	16	14	14	14	15	15	16	16	16	16	16	19	19
Beer, Wines and Liquors	18	66	57	55	58	60	70	71	72	71	74	70	69	70
Chemicals and Paints	--	4	4	4	4	4	4	4	4	4	4	4	5	4
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	23	23	23	23	23	23	23	23	23	23	23	23	23	23
Farm Products - raw materials	1	22	19	19	20	20	21	20	20	20	25	25	26	25
Farm Products - consumer goods	2	94	98	89	81	87	88	98	98	98	95	91	104	99
Farm Supplies	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	3	37	35	35	36	37	38	40	40	39	39	37	34
Groceries (full line)	6	56	55	55	55	56	56	58	60	56	54	54	54	52
Groceries and Foods (specialty lines)	--	26	26	26	26	26	26	26	26	26	26	26	26	26
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Lumber and Construction Materials	1	7	7	7	7	7	7	7	7	7	7	7	7	7
Machinery, Equipment and Supplies	2	7	7	7	7	7	7	7	7	7	7	7	7	7
Metals and Metal Work (except scrap)	1	9	3	8	8	9	12	15	15	12	9	11	5	5
Paper and its Products	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Petroleum and its Products	8	227	229	227	228	226	227	226	226	226	225	226	225	225
Plumbing and Heating Eqpt. and Spls.	1	5	4	4	4	4	4	5	5	5	5	5	5	6
Tobacco and its Products (except leaf)	1	28	28	28	28	28	28	28	28	28	28	28	28	29
Waste Materials	--	--	--	--	--	--	--	--	--	--	--	--	--	--
All Other Products	2	14	13	14	14	14	14	14	14	14	14	14	14	14

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

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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
TOTAL	141	1,433	1,388	1,398	1,411	1,420	1,439	1,454	1,458	1,455	1,465	1,468	1,462	
Amusement and Sporting Goods	1	2	1	2	2	2	1	3	2	1	1	2	2	
Automotive	12	68	81	80	68	86	88	68	91	92	91	92	92	
Beer, Wines and Liquors	7	71	66	66	66	66	66	73	75	75	75	76	78	
Chemicals and Paints	4	4	4	4	4	4	4	4	4	5	5	4	4	
Clothing and Furnishings	--	3	3	3	3	3	3	3	3	3	3	3	3	
Coal and Coke	--	5	5	5	5	5	5	5	5	5	5	5	5	
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	--	4	4	4	4	4	4	4	4	4	4	4	4	
Farm Products - raw materials	15	67	64	63	65	67	68	68	64	71	71	70	65	
Farm Products - consumer goods	38	62	58	57	57	58	60	69	64	64	63	66	66	
Farm Supplies	3	17	17	17	17	17	18	17	17	17	18	17	17	
Furniture and House Furnishings	2	24	24	24	24	24	24	24	24	24	24	24	24	
General Merchandise	5	82	82	82	82	82	82	82	82	82	82	82	82	
Groceries (full line)	8	428	428	428	428	427	429	428	426	427	430	428	428	
Groceries and Foods (specialty lines)	80	80	79	80	79	82	83	81	82	79	79	81	81	
Hardware	--	11	11	11	11	11	11	11	11	11	11	11	11	
Jewelry and Optical Goods	2	13	13	13	13	13	13	13	13	13	13	13	13	
Lumber and Construction Materials	3	4	4	4	4	5	5	4	4	4	4	5	5	
Machinery, Equipment and Supplies	5	70	64	64	65	64	70	72	72	74	78	78	80	
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Paper and its Products	--	2	--	--	--	--	--	--	--	--	--	--	--	
Petroleum and its Products	19	323	319	320	321	326	326	325	325	328	321	319	319	
Plumbing and Heating Eqpt and Spls., Tobacco and its Products (except leaf)	--	65	56	50	62	66	68	69	74	68	68	70	68	
Waste Materials	4	5	3	3	4	6	6	6	6	6	6	6	5	
All Other Products	2	3	2	2	2	2	2	5	5	2	2	2	2	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935STATE OF UTAH
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember	De- cember
TOTAL	357	5,475	5,213	5,254	5,349	5,397	5,479	5,649	5,673	5,646	5,700	5,568	5,618	
Amusement and Sporting Goods	5	221	217	216	216	217	216	223	222	222	227	227	228	
Automotive	27	624	565	613	627	632	636	669	646	615	620	619	621	
Beer, Wines and Liquors	22	91	94	91	91	91	91	90	93	92	91	88	91	
Chemicals and Paints	8	149	143	142	151	150	160	157	152	148	154	148	145	
Clothing and Furnishings	3	46	45	46	47	46	46	46	47	46	46	46	44	
Coal and Coke	1	93	96	96	96	93	89	90	89	93	92	94	94	
Drugs (full line)	--	128	124	123	124	128	128	126	129	129	130	130	134	
Drugs and Drug Sundries (specialty lines)	3	9	6	6	6	9	10	10	10	10	10	10	10	
Dry Goods (full line)	--	93	85	87	96	95	94	91	89	91	95	95	106	
Dry Goods (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1	
Electrical Goods	8	229	221	222	225	224	227	231	234	231	233	234	238	
Farm Products - raw materials	55	211	167	165	168	171	206	227	244	263	241	236	226	
Farm Products - consumer goods	68	603	597	586	583	573	569	577	584	670	679	684	589	
Farm Supplies	5	84	83	81	75	95	87	83	77	88	87	88	85	
Furniture and House Furnishings	3	65	58	61	63	62	63	70	63	65	64	74	71	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	2	291	289	291	291	291	291	291	291	291	293	293	293	
Groceries and Foods (specialty lines)	53	414	404	402	405	404	402	408	418	416	420	430	424	
Hardware	1	473	441	443	438	458	460	474	492	480	479	506	490	
Jewelry and Optical Goods	--	39	39	39	39	39	38	38	39	39	41	41	39	
Lumber and Construction Materials	11	206	171	177	189	194	202	219	220	225	228	213	219	
Machinery, Equipment and Supplies	22	456	428	427	440	442	446	449	466	470	468	477	476	
Metals and Metal Work (except scrap)	3	51	49	50	49	48	49	50	51	52	51	53	52	
Paper and its Products	--	77	78	78	78	77	77	76	78	78	78	77	82	
Petroleum and its Products	14	555	517	519	533	536	547	548	544	544	540	537	532	
Plumbing and Heating Ept. and Spis.	1	117	110	111	112	113	113	113	117	121	122	123	125	
Tobacco and its Products (except leaf)	7	68	67	67	67	68	69	67	68	68	68	68	69	
Waste Materials	23	46	40	40	41	44	44	44	44	44	54	51	51	
All Other Products	11	55	62	62	62	59	59	47	47	47	51	48	62	

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

STATE OF WYOMING

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember					
			825	822	820	847	860	867	860	877	946	940	907	895				
<u>TOTAL</u>	123	874																
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	5	56	54	53	54	57	59	58	58	57	57	57	57	57	57	57	57	57
Beer, Wines and Liquors	10	39	13	14	45	47	50	50	49	48	49	47	47	47	47	47	47	47
Chemicals and Paints	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	10	5	4	4	3	2	2	2	1	36	16	19	20				
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	1	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Farm Products - raw materials	36	95	94	90	91	89	91	86	89	86	114	122	99	95	98	95	95	95
Farm Products - consumer goods	22	133	128	129	130	127	131	133	132	135	134	139	136	136	136	136	136	136
Farm Supplies	2	1	2	2	2	1	1	1	1	1	1	1	1	1	1	1	1	1
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	--	168	167	164	167	168	169	169	169	169	172	166	164	164	164	164	164	164
Groceries and Foods (specialty lines)	20	37	35	35	34	36	37	38	38	39	39	38	37	39	39	39	39	39
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Lumber and Construction Materials	1	9	9	9	9	9	9	10	10	10	10	10	10	10	10	10	10	9
Machinery, Equipment and Supplies	5	59	53	53	56	55	56	58	61	63	65	65	64	60	64	60	60	60
Metals and Metal Work (except scrap)	2	8	8	8	8	6	6	6	6	6	6	9	9	9	9	9	9	9
Paper and its Products	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Petroleum and its Products	10	237	235	234	234	235	235	239	238	237	237	238	238	238	238	238	238	238
Plumbing and Heating Eqpt. and Spis.	--	5	5	7	3	4	6	3	8	3	8	6	7	4	7	4	7	4
Tobacco and its Products (except leaf)	5	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	11
Waste Materials	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
All Other Products	1	3	3	3	3	3	3	3	3	3	4	4	3	3	4	3	3	3

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

STATE OF CALIFORNIA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etions 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		
TOTAL	8,450	108,857	104,894	105,231	106,229	105,789	109,515	109,023	109,357	109,594	109,689	114,703	112,002	107,607	
Amusement and Sporting Goods	114	1,503	1,547	1,533	1,551	1,558	1,560	1,571	1,570	1,602	1,628	1,678	1,705	1,736	
Automotive	572	6,703	6,323	6,404	6,479	6,577	6,644	6,709	6,814	6,821	6,794	6,994	6,972	6,977	
Beer, Wines and Liquors	135	2,122	2,159	2,154	2,195	2,229	2,229	2,250	2,264	2,282	2,271	2,297	2,285	2,280	
Chemicals and Paints	392	1,871	1,792	1,808	1,867	1,838	1,834	1,851	1,877	1,903	1,914	1,917	2,015	1,901	
Clothing and Furnishings	14	99	114	98	96	89	80	80	83	90	100	110	125	114	
Coal and Coke	2	1,826	1,775	1,769	1,800	1,809	1,815	1,803	1,820	1,812	1,823	1,911	1,870	1,890	
Drugs (full line)	126	1,154	1,071	1,103	1,117	1,128	1,128	1,136	1,145	1,154	1,176	1,226	1,232	1,228	
Drugs and Drug Sundries (specialty lines)	8	305	295	302	300	298	296	312	308	311	298	306	321	307	
Dry Goods (full line)	256	1,252	1,205	1,211	1,227	1,234	1,231	1,241	1,247	1,265	1,286	1,287	1,289	1,295	
Dry Goods (specialty lines)															
Electrical Goods	220	3,521	3,359	3,381	3,413	3,434	3,454	3,492	3,547	3,569	3,592	3,668	3,657	3,691	
Farm Products - raw materials	186	994	878	866	866	873	870	870	938	917	926	1,018	1,085	1,035	
Farm Products - consumer goods	1,534	27,861	26,544	27,467	28,003	30,352	29,189	28,753	28,230	27,826	27,520	28,318	26,151	25,764	
Farm Supplies	114	1,528	1,440	1,412	1,415	1,401	1,452	1,546	1,618	1,655	1,501	1,683	1,662	1,556	
Furniture and House Furnishings	244	1,508	1,445	1,451	1,464	1,463	1,469	1,496	1,521	1,521	1,545	1,569	1,576	1,583	
General Merchandise	22	876	854	848	856	845	842	857	841	873	905	944	941	920	
Groceries (full line)	1,359	12,448	11,653	11,629	11,517	11,604	11,599	11,620	11,812	12,165	12,751	15,385	14,768	12,957	
Groceries and Foods (specialty lines)	101	2,273	2,210	2,204	2,202	2,216	2,238	2,273	2,279	2,297	2,303	2,349	2,359	2,351	
Hardware	140	1,214	1,172	1,160	1,176	1,194	1,195	1,203	1,208	1,209	1,224	1,251	1,272	1,278	
Jewelry and Optical Goods															
Lumber and Construction Materials	188	2,788	2,966	2,853	2,848	2,777	2,792	2,706	2,716	2,738	2,768	2,799	2,765	2,742	
Machinery, Equipment and Supplies	641	9,231	9,222	8,803	8,871	9,044	9,113	9,323	9,327	9,385	9,418	9,613	9,574	9,384	
Metals and Metal Work (except scrap)	65	1,932	1,787	1,810	1,868	1,924	1,932	1,927	1,953	1,979	1,993	2,076	1,954	1,946	
Paper and its Products	121	2,434	2,396	2,375	2,357	2,398	2,399	2,394	2,423	2,472	2,496	2,501	2,486	2,499	
Petroleum and its Products	240	8,874	8,795	8,814	8,847	8,859	8,876	8,887	8,908	8,901	8,943	8,906	8,882	8,864	
Plumbing and Heating Epl. and Splts.	107	1,537	1,550	1,543	1,523	1,564	1,584	1,610	1,641	1,669	1,700	1,735	1,749	1,771	
Tobacco and its Products (except leaf)	96	1,198	1,154	1,148	1,156	1,165	1,177	1,189	1,208	1,222	1,231	1,235	1,248	1,246	
Waste Materials	235	1,422	1,383	1,413	1,435	1,425	1,422	1,423	1,398	1,409	1,421	1,471	1,448	1,411	
All Other Products	660	2,651	2,666	2,661	2,665	2,628	2,624	2,608	2,624	2,642	2,662	2,771	2,831	2,915	

* Includes an employee of commission bulk tank stations. See text.

STATE OF OREGON

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	No- vember		
TOTAL	674	11,316	10,517	10,449	10,512	10,645	10,798	11,019	11,242	12,750	12,404	12,517	11,568	11,376	
Amusement and Sporting Goods	8	186	180	182	191	194	186	187	187	187	187	187	184	187	
Automotive	39	991	940	950	964	993	1,000	1,000	1,005	1,009	1,015	1,051	1,000	989	
Beer, Wines and Liquors	34	193	160	169	179	186	191	200	206	216	211	211	213	219	
Chemicals and Paints	12	252	238	243	241	244	260	262	255	257	265	256	257	251	
Clothing and Furnishings	27	125	116	118	121	123	128	123	119	129	135	132	129	132	
Coal and Coke	2	17	17	17	17	17	17	17	17	17	17	17	17	17	
Drugs (full line)	--	243	243	243	245	244	247	247	242	241	238	242	241	241	
Drugs and Drug Sundries (specialty lines)	6	14	8	8	8	8	8	8	8	8	8	8	8	8	
Dry Goods (full line)	2	38	38	38	38	38	38	38	38	38	38	38	38	38	
Dry Goods (specialty lines)	5	13	11	11	11	13	13	13	13	13	13	13	13	13	
Electrical Goods	18	473	449	452	451	452	453	452	487	492	493	494	498	497	
Farm Products - raw materials	43	473	439	427	434	454	477	468	572	592	506	465	423	417	
Farm Products - consumer goods	97	1,625	1,259	1,224	1,262	1,256	1,426	1,405	2,746	2,746	2,267	2,361	1,596	1,446	
Farm Supplies	25	190	171	163	183	185	184	169	233	238	222	191	175	172	
Furniture and House Furnishings	8	95	93	95	97	96	95	96	94	96	96	95	94	94	
General Merchandise	--	54	53	54	54	53	53	53	53	53	54	54	54	54	
Groceries (full line)	11	576	575	578	580	578	577	577	584	591	577	575	568	568	
Groceries and Foods (specialty lines)	98	1,218	1,130	1,054	1,034	1,050	1,052	1,116	1,144	1,243	1,403	1,459	1,464	1,484	
Hardware	19	381	355	353	362	359	371	393	397	386	391	391	391	397	
Jewelry and Optical Goods	3	77	74	74	74	76	78	78	77	77	76	78	78	78	
Lumber and Construction Materials	35	412	402	403	412	406	412	409	414	417	421	419	412	411	
Machinery, Equipment and Supplies	71	929	875	890	900	905	922	933	956	953	955	962	947	956	
Metals and Metal Work (except scrap)	9	292	281	277	296	294	302	295	294	290	293	291	295	292	
Paper and its Products	7	228	225	226	227	225	226	221	227	230	227	231	233	233	
Petroleum and its Products	31	1,568	1,568	1,550	1,562	1,560	1,608	1,567	1,970	1,569	1,578	1,602	1,543	1,520	
Plumbing and Heating Ept and Sppls	8	223	218	222	224	226	235	237	217	222	221	221	219	220	
Tobacco and its Products (except leaf)	22	101	95	95	98	95	99	99	105	104	105	106	106	107	
Waste Materials	11	84	81	80	78	94	89	98	77	76	95	80	87	79	
All Other Products	23	245	224	230	230	232	232	242	232	228	277	274	273	270	

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

GENSIUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF WASHINGTON

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors 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	No- vember		
TOTAL	1,206	22,725	20,652	20,561	20,350	20,519	21,024	21,656	22,685	23,538	26,209	27,680	25,018	22,878	
Amusement and Sporting Goods	16	311	302	302	310	305	312	312	311	322	316	310	314	321	
Automotive	76	1,552	1,462	1,498	1,504	1,519	1,526	1,535	1,565	1,595	1,589	1,594	1,601	1,612	
Beer, Wines and Liquors	62	347	335	337	350	350	374	358	344	347	340	342	351	346	
Chemicals and Paints	13	441	400	409	418	430	460	452	457	462	466	463	441	457	
Clothing and Furnishings	40	193	181	183	189	197	193	192	189	190	205	200	198	193	
Coal and Coke	2	50	50	50	51	51	50	50	50	50	50	50	51	50	
Drugs (full line)	--	404	405	403	404	401	405	407	405	406	406	408	401	402	
Drugs and Drug Sundries (specialty lines)	--	102	93	96	95	106	106	107	101	102	102	108	107	105	
Dry Goods (Full line)	--	55	54	55	56	57	57	54	55	56	56	53	55	57	
Dry Goods (specialty lines)	23	67	66	67	67	67	67	67	67	67	67	68	67	67	
Electrical Goods	42	719	709	697	708	703	707	715	732	713	719	734	742	754	
Farm Products - raw materials	85	810	621	629	596	625	643	721	990	1,306	1,198	982	742	672	
Farm Products - consumer goods	207	5,035	3,657	3,322	3,201	3,247	3,518	4,182	4,853	5,127	7,823	9,361	7,032	4,985	
Farm Supplies	20	287	292	293	289	244	242	247	236	246	250	298	282	281	
Furniture and House Furnishings	14	238	234	234	235	233	235	238	241	241	240	244	243	243	
General Merchandise	2	63	61	61	61	61	61	61	59	59	66	70	70	70	
Groceries (full line)	7	1,005	985	990	985	984	1,005	1,023	1,022	1,028	1,019	1,010	1,008	1,002	
Groceries and Foods (specialty lines)	240	2,452	2,450	2,436	2,442	2,430	2,421	2,389	2,402	2,408	2,465	2,526	2,523	2,525	
Hardware	5	936	890	900	917	931	931	942	949	965	955	954	954	941	
Jewelry and Optical Goods	13	183	179	179	179	180	180	180	180	185	187	185	185	188	
Lumber and Construction Materials	40	846	803	815	880	854	842	821	868	894	881	879	860	840	
Machinery, Equipment and Supplies	94	1,738	1,665	1,659	1,722	1,716	1,730	1,717	1,759	1,737	1,768	1,795	1,775	1,797	
Metals and Metal Work (except scrap)	7	561	340	339	351	375	360	356	362	388	364	357	358	366	
Paper and its Products	16	404	395	404	402	403	401	403	413	403	404	404	404	411	
Petroleum and its Products	28	2,605	2,576	2,557	2,562	2,614	2,623	2,625	2,659	2,648	2,650	2,610	2,597	2,584	
Plumbing and Heating Eqpt. and Spls.	18	317	290	292	296	302	303	318	323	329	331	338	345	331	
Tobacco and its Products (except leaf)	14	205	196	198	197	198	201	204	206	206	203	206	207	208	
Waste Materials	37	285	231	234	240	246	257	272	269	269	259	279	263	259	
All Other Products	67	785	703	702	698	710	714	706	785	803	842	852	842	842	

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

CITY OF BALTIMORE, MARYLAND
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (fulltime and part-time), Average for year	Number of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October				
TOTAL	1,176	15,072	14,850	14,795	14,921	14,907	14,871	14,968	14,891	14,955	15,178	15,509	15,551	15,483	170	
Amusement and Sporting Goods	14	158	145	156	157	157	155	157	156	158	159	164	163	163	170	
Automotive	37	661	627	621	644	625	644	653	665	662	663	677	666	668	668	
Beer, Wines and Liquors	17	686	630	627	604	652	702	728	702	709	719	721	706	703	703	
Chemicals and Paints	21	193	187	187	190	192	190	192	190	198	195	198	196	195	195	
Clothing and Furnishings	119	450	446	447	453	449	446	446	441	449	456	454	456	453	453	
Coal and Coke	22	167	161	167	162	162	162	160	150	149	150	183	180	186	186	
Drugs (full line)	2	123	123	123	123	123	123	123	123	123	123	123	123	123	123	
Drugs and Drug Sundries (specialty lines)	19	317	311	310	313	308	306	306	315	322	323	332	328	330	330	
Dry Goods (full line)	1	201	197	197	197	197	197	197	205	206	206	206	206	206	206	
Dry Goods (specialty lines)	55	211	205	206	208	211	210	210	210	214	213	215	215	215	215	
Electrical Goods	16	467	472	455	459	461	474	474	475	467	467	470	466	469	469	
Farm Products - raw materials	37	157	149	149	156	156	156	156	158	161	161	170	156	146	146	
Farm Products - consumer goods	183	860	860	855	863	864	879	883	879	877	872	879	891	889	889	
Farm Supplies	17	350	337	356	356	354	385	356	356	339	343	343	361	360	360	
Furniture and House Furnishings	24	166	166	160	160	163	165	163	163	164	167	166	175	172	172	
General Merchandise	3	757	825	771	760	739	732	729	741	733	755	767	761	766	766	
Groceries (full line)	12	405	405	409	410	412	408	405	407	402	403	403	399	401	401	
Groceries and Foods (specialty lines)	224	2,625	2,736	2,685	2,688	2,560	2,477	2,440	2,438	2,437	2,553	2,798	2,680	2,643	2,643	
Hardware	17	136	136	136	136	135	136	136	136	136	136	136	136	136	136	
Jewelry and Optical Goods	25	150	145	144	144	147	150	150	150	152	151	152	156	156	156	
Lumber and Construction Materials	29	640	595	614	625	642	661	645	641	648	642	650	673	654	654	
Machinery, Equipment and Supplies	75	1,848	1,645	1,689	1,733	1,759	1,762	1,940	1,914	1,984	2,011	1,935	1,920	1,889	1,889	
Metals and Metal Work (except scrap)	16	376	394	350	354	396	391	356	356	368	387	383	366	364	364	
Paper and its Products	32	359	357	356	356	356	356	356	357	357	357	363	363	363	363	
Petroleum and its Products	9	978	1,015	1,021	1,004	1,022	1,002	971	952	916	939	963	959	977	977	
Plumbing and Heating Eqpt and Spls.	16	465	458	460	465	467	462	460	451	465	470	487	477	485	485	
Tobacco and its Products (except leaf)	29	300	298	296	296	297	299	300	300	300	301	304	302	302	302	
Waste Materials	55	591	547	545	566	575	575	590	596	589	584	597	603	597	597	
All Other Products	50	271	267	270	268	267	270	270	271	269	269	270	278	278	278	

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF BOSTON, MASSACHUSETTS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etors and firm members	Employees (fulltime and part- time), Average for year	Number of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
TOTAL	1,852	32,334	31,884	31,560	31,848	32,015	32,212	32,286	32,428	32,513	32,498	32,991	32,788	32,986		
Amusement and Sporting Goods	28	618	600	502	604	608	613	625	659	627	627	625	622	639		
Automotive	33	2,083	2,055	2,056	2,068	2,066	2,090	2,086	2,095	2,109	2,079	2,089	2,085	2,089		
Beer, Wines and Liquors	20	1,165	1,129	1,132	1,130	1,146	1,185	1,185	1,195	1,178	1,181	1,211	1,188	1,142		
Chemicals and Paints	31	1,030	1,014	1,010	1,020	1,028	1,029	1,029	1,034	1,041	1,043	1,039	1,037	1,031		
Clothing and Furnishings	245	1,606	1,573	1,589	1,597	1,606	1,610	1,601	1,590	1,602	1,621	1,636	1,624	1,628		
Coal and Coke	8	521	618	558	538	545	545	545	461	498	479	552	513	531		
Drugs (full line)	--	540	542	542	543	545	545	545	538	538	538	531	534	534		
Drugs and Drug Sundries (specialty lines)	13	181	172	173	179	179	178	178	179	179	188	187	191	192		
Dry Goods (full line)	--	79	79	79	79	79	79	79	79	79	79	79	79	79		
Dry Goods (specialty lines)	160	803	788	789	800	795	797	789	786	800	815	826	819	827		
Electrical Goods	43	1,505	1,472	1,481	1,501	1,499	1,504	1,503	1,507	1,521	1,525	1,510	1,518	1,524		
Farm Products - raw materials	160	1,248	1,140	1,104	1,152	1,179	1,224	1,293	1,324	1,322	1,353	1,310	1,310	1,239		
Farm Products - consumer goods	194	2,190	2,096	2,091	2,111	2,183	2,291	2,286	2,304	2,214	2,154	2,214	2,169	2,154		
Farm Supplies	5	51	52	52	52	52	52	52	51	52	49	51	51	51		
Furniture and House Furnishings	78	954	924	924	924	925	933	934	925	938	934	943	948	953		
General Merchandise	1	25	24	22	20	24	25	24	23	24	28	26	26	29		
Groceries (full line)	1	1,479	1,650	1,439	1,440	1,442	1,435	1,435	1,439	1,447	1,449	1,452	1,449	1,666		
Groceries and Foods (specialty lines)	255	4,641	4,472	4,502	4,607	4,543	4,633	4,614	4,590	4,714	4,662	4,846	4,768	4,746		
Hardware	18	286	277	279	281	282	285	287	288	288	288	294	290	292		
Jewelry and Optical Goods	52	450	443	445	445	445	448	450	455	455	455	455	455	457		
Lumber and Construction Materials	25	1,068	1,047	1,044	1,048	1,047	1,056	1,071	1,085	1,075	1,080	1,083	1,089	1,088		
Machinery, Equipment and Supplies	141	3,999	3,928	3,924	3,987	4,003	4,018	4,010	4,009	3,992	3,994	4,027	4,021	4,040		
Metals and Metal Work (except scrap)	10	659	642	637	640	658	658	656	659	662	664	668	676	677		
Paper and its Products	51	1,216	1,204	1,211	1,200	1,204	1,199	1,207	1,208	1,209	1,213	1,222	1,223	1,227		
Petroleum and its Products	6	618	637	637	637	637	637	637	637	637	637	637	637	637		
Plumbing and Heating Eqpt. and Spis.	25	785	719	719	757	755	754	754	754	758	796	817	808	788		
Tobacco and its Products (except leaf)	19	309	308	309	308	314	308	314	308	311	311	307	309	309		
Waste Materials	59	553	532	538	545	560	550	552	556	561	558	565	563	556		
All Other Products	173	1,712	1,708	1,672	1,697	1,697	1,695	1,702	1,718	1,712	1,736	1,726	1,736	1,750		

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

CITY OF BUFFALO, NEW YORK

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (fulltime 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	Sep-tember	October	No- vember		
TOTAL	428	9,080	8,848	8,842	8,980	9,040	9,013	9,167	9,027	9,065	9,234	9,380	9,284	9,300	244
Amusement and Sporting Goods	2	240	239	237	236	238	236	236	240	242	242	242	242	242	244
Automotive	20	885	872	862	871	868	871	868	890	894	901	911	860	877	892
Beer, Wines and Liquors	9	187	176	180	186	191	184	184	184	183	185	192	196	182	197
Chemicals and Paints	4	195	188	189	191	199	198	198	200	200	199	195	195	193	195
Clothing and Furnishings	6	115	108	90	96	105	105	108	115	119	136	137	136	124	124
Coal and Coke	5	259	276	273	267	264	256	242	241	242	245	245	265	267	267
Drugs (full line)	--	170	169	170	170	170	170	169	167	167	167	173	174	174	174
Drugs and Drug Sundries (specialty lines)	3	90	50	51	53	47	47	47	49	49	53	52	51	50	50
Dry Goods (full line)	1	14	12	12	13	13	13	13	14	14	16	16	16	16	16
Dry Goods (specialty lines)	10	11	11	11	11	11	11	11	11	11	11	11	11	11	11
Electrical Goods	10	551	558	556	552	546	546	544	545	551	550	551	555	548	548
Farm Products - raw materials	12	204	202	204	201	204	200	200	198	199	203	211	210	209	209
Farm Products - consumer goods	92	862	844	862	851	858	863	874	876	882	869	865	868	867	867
Farm Supplies	3	152	147	149	164	175	175	147	143	147	148	142	142	144	144
Furniture and House Furnishings	9	116	113	114	117	119	119	120	120	120	121	120	120	118	118
General Merchandise	--	13	13	13	13	13	13	13	13	13	13	13	13	13	13
Groceries (full line)	6	260	256	256	261	254	258	259	257	262	262	268	264	265	264
Groceries and Foods (specialty lines)	56	824	819	815	816	811	812	812	830	824	815	856	830	830	830
Hardware	1	446	462	458	461	450	442	440	440	439	439	434	430	431	431
Jewelry and Optical Goods	15	109	104	104	108	109	110	110	112	109	109	110	111	111	111
Lumber and Construction Materials	9	580	506	511	537	550	537	535	535	536	571	682	691	664	664
Machinery, Equipment and Supplies	36	836	810	809	818	838	845	848	846	844	841	854	841	839	839
Metals and Metal Work (except scrap)	5	276	259	262	265	275	273	280	279	285	287	283	281	281	281
Paper and its Products	11	290	284	285	282	284	284	285	285	288	291	301	304	303	303
Petroleum and its Products	3	434	417	425	429	422	422	416	436	446	443	448	455	452	452
Plumbing and Heating Eght and Spis.	5	275	270	264	267	264	265	266	278	284	281	290	284	284	284
Tobacco and its Products (except leaf)	27	126	125	125	125	126	126	127	128	126	126	126	126	126	127
Waste Materials	37	360	338	356	372	360	369	369	374	371	387	414	394	432	432
All Other Products	31	220	212	215	214	228	219	214	219	221	224	224	221	225	226

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

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITY OF CHICAGO, ILLINOIS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	No- vember		
TOTAL	3,435	83,349	81,362	81,638	82,090	82,591	82,974	83,050	83,523	84,184	85,378	85,437	85,117		
Amusement and Sporting Goods	46	1,262	1,218	1,242	1,240	1,256	1,245	1,263	1,259	1,259	1,289	1,284	1,329		
Automotive	135	3,894	3,744	3,722	3,766	3,906	3,954	3,991	3,976	3,956	3,983	3,963	3,922		
Beer, Wines and Liquors	143	2,632	2,548	2,564	2,564	2,622	2,619	2,628	2,612	2,646	2,754	2,722	2,738		
Chemicals and Paints	47	2,418	2,362	2,364	2,394	2,407	2,417	2,416	2,418	2,429	2,451	2,451	2,453		
Clothing and Furnishings	300	2,691	2,617	2,622	2,630	2,666	2,667	2,671	2,649	2,721	2,772	2,761	2,778		
Coal and Coke	11	991	1,035	1,037	1,052	965	948	951	954	964	994	977	985		
Drugs (full line)	--	783	765	770	770	757	765	756	760	763	764	764	765		
Drugs and Drug Sundries (specialty lines)	74	1,505	1,414	1,431	1,450	1,462	1,467	1,498	1,500	1,513	1,536	1,533	1,608		
Dry Goods (full line)	--	3,564	3,448	3,555	3,552	3,531	3,557	3,459	3,499	3,575	3,754	3,737	3,450		
Dry Goods (specialty lines)	152	1,294	1,244	1,244	1,250	1,235	1,232	1,224	1,215	1,217	1,245	1,245	1,243		
Electrical Goods	104	3,533	3,362	3,375	3,428	3,466	3,535	3,551	3,545	3,584	3,635	3,675	3,652		
Farm Products - raw materials	132	1,901	2,027	2,010	1,945	1,925	1,865	1,846	1,909	1,857	1,882	1,868	1,835		
Farm Products - consumer goods	478	5,437	5,368	5,355	5,347	5,462	5,514	5,595	5,547	5,506	5,501	5,558	5,557		
Farm Supplies - consumer goods	16	670	651	719	806	765	700	680	575	605	668	686	684		
Furniture and House Furnishings	135	1,646	1,543	1,548	1,565	1,613	1,659	1,643	1,638	1,661	1,728	1,728	1,740		
General Merchandise	6	1,346	1,364	1,320	1,297	1,274	1,274	1,266	1,285	1,327	1,354	1,337	1,516		
Groceries (full line)	16	3,801	3,774	3,716	3,725	3,732	3,722	3,719	3,673	3,688	3,684	3,681	3,686		
Groceries and Foods (specialty lines)	970	9,596	9,448	9,427	9,444	9,461	9,494	9,495	9,509	9,529	9,762	9,855	9,862		
Hardware	46	1,582	1,536	1,559	1,558	1,553	1,566	1,566	1,566	1,584	1,620	1,642	1,647		
Jewelry and Optical Goods	55	1,746	1,690	1,672	1,673	1,708	1,710	1,716	1,714	1,722	1,761	1,780	1,952		
Lumber and Construction Materials	85	3,624	3,513	3,552	3,585	3,671	3,660	3,657	3,590	3,623	3,678	3,688	3,609		
Machinery, Equipment and Supplies	324	10,791	10,496	10,620	10,724	10,732	10,793	10,803	10,790	10,841	10,925	11,001	10,920		
Metals and Metal Work (except scrap)	53	3,574	3,424	3,445	3,456	3,476	3,539	3,592	3,624	3,632	3,627	3,706	3,695		
Paper and its Products	109	2,587	2,493	2,521	2,543	2,559	2,577	2,561	2,582	2,596	2,608	2,644	2,674		
Petroleum and its Products	17	2,166	2,134	2,141	2,147	2,126	2,152	2,147	2,152	2,178	2,186	2,205	2,210		
Plumbing and Heating Eqpt. and Spls.	58	1,749	1,688	1,694	1,704	1,708	1,734	1,733	1,756	1,760	1,782	1,846	1,784		
Tobacco and its Products (except leaf)	61	758	734	737	740	744	748	747	776	765	768	782	784		
Waste Materials	148	2,319	2,186	2,178	2,226	2,293	2,327	2,361	2,318	2,332	2,317	2,418	2,427		
All Other Products	224	3,529	3,526	3,535	3,527	3,495	3,498	3,507	3,500	3,510	3,547	3,545	3,575		

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

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (fulltime and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
			1,030	21,502	20,960	21,053	20,973	21,267	21,232	21,398	21,468	22,059	21,831	22,056		
TOTAL			356	356	357	359	365	373	385	360	383	403	397	407		
Amusement and Sporting Goods	14	377	2,060	2,071	2,101	2,102	2,113	2,107	2,105	2,110	2,124	2,143	2,122	2,162		
Automotive	48	2,110	2,080	2,071	2,101	2,102	2,113	2,107	2,105	2,110	2,124	2,143	2,122	2,162		
Beer, Wines and Liquors	10	207	199	194	196	195	192	198	192	206	220	221	218	228		
Chemicals and Paints	31	758	767	771	779	801	816	813	795	794	789	789	774	759		
Clothing and Furnishings	70	506	471	479	477	479	487	486	468	508	537	560	539	559		
Coal and Coke	11	456	463	465	460	458	465	465	446	452	451	448	450	452		
Drugs (full line)	--	227	225	227	219	224	225	228	227	228	227	231	230	232		
Drugs and Drug Sundries (specialty lines)	12	146	146	147	147	149	148	148	147	147	148	146	149	149		
Dry Goods (full line)	3	169	172	169	170	169	170	167	167	166	168	168	167	168		
Dry Goods (specialty lines)	29	127	121	122	122	122	127	126	135	130	130	129	129	128		
Electrical Goods	26	1,123	1,107	1,106	1,118	1,120	1,118	1,118	1,118	1,126	1,132	1,144	1,126	1,128		
Farm Products - raw materials	20	84	82	83	84	85	85	85	85	85	83	84	84	84		
Farm Products - consumer goods	159	1,342	1,292	1,289	1,292	1,286	1,289	1,315	1,316	1,316	1,339	1,318	1,325	1,334		
Farm Supplies	3	103	103	106	107	107	104	104	103	100	100	102	101	103		
Furniture and House Furnishings	28	294	288	291	289	297	302	297	294	291	295	295	300	294		
General Merchandise	--	16	16	16	16	16	16	16	16	16	16	16	16	16		
Groceries (full line)	11	635	659	656	646	630	631	628	628	631	628	619	660	621		
Groceries and Foods (specialty lines)	170	2,168	2,147	2,163	2,174	2,126	2,127	2,126	2,242	2,275	2,262	2,262	2,209	2,145		
Hardware	12	1,116	1,106	1,106	1,105	1,110	1,110	1,114	1,130	1,121	1,122	1,130	1,121	1,123		
Jewelry and Optical Goods	8	202	194	191	192	190	194	194	198	198	216	221	218	216		
Lumber and Construction Materials	27	1,375	1,273	1,288	1,291	1,334	1,362	1,399	1,408	1,419	1,450	1,456	1,428	1,397		
Machinery, Equipment and Supplies	147	2,963	2,807	2,824	2,856	2,952	2,928	2,964	2,977	3,056	3,056	3,018	3,068	3,106		
Metals and Metal Work (except scrap)	24	1,004	1,018	1,030	999	950	957	1,050	977	988	1,018	1,045	1,050	1,030		
Paper and its Products	22	625	644	616	616	615	616	616	617	619	621	624	658	678		
Petroleum and its Products	10	902	922	966	934	868	867	867	862	897	877	902	897	897		
Plumbing and Heating Equip. and Spls	13	467	449	442	445	452	459	460	460	471	476	502	498	495		
Tobacco and its Products (except leaf)	10	325	323	324	324	324	324	324	324	324	328	327	326	326		
Waste Materials	54	795	735	746	737	768	775	761	761	819	837	852	833	837		
All Other Products	58	631	615	614	640	642	634	634	626	632	620	657	642	645		

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF DETROIT, MICHIGAN

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	
TOTAL	1,332	22,727	22,321	22,251	22,198	22,207	22,279	22,269	22,452	22,674	23,006	23,760	23,413	23,550	23,757
Amusement and Sporting Goods	20	404	391	390	395	405	399	401	404	408	410	413	413	418	419
Automotive	105	2,387	2,300	2,316	2,319	2,356	2,357	2,363	2,412	2,427	2,476	2,457	2,462	2,459	2,462
Beer, Wines and Liquors	19	246	198	199	213	219	224	224	226	274	285	295	295	297	317
Chemicals and Paints	10	683	663	678	661	662	692	698	682	680	687	698	687	688	687
Clothing and Furnishings	47	274	261	262	264	274	272	273	270	268	277	283	290	290	295
Coal and Coke	8	347	355	356	350	343	337	325	328	340	351	355	355	358	360
Drugs (full line)	2	228	228	229	231	226	226	226	225	225	225	228	231	232	232
Drugs and Drug Sundries (specialty lines)	23	398	392	402	395	399	399	396	389	400	398	410	402	395	395
Dry Goods (full line)	2	266	262	263	262	262	264	267	267	267	265	269	269	269	269
Dry Goods (specialty lines)	17	103	100	100	103	103	103	103	103	103	104	104	104	104	104
Electrical Goods	33	1,160	1,065	1,082	1,096	1,138	1,175	1,174	1,162	1,179	1,183	1,223	1,222	1,222	1,226
Farm Products - raw materials	17	194	200	194	186	180	183	188	189	196	192	201	203	211	211
Farm Products - consumer goods	216	2,146	2,119	2,138	2,143	2,161	2,160	2,160	2,149	2,101	2,097	2,191	2,193	2,208	2,208
Farm Supplies	10	740	1,079	895	703	509	478	409	457	544	670	1,065	961	1,109	961
Furniture and House Furnishings	27	292	280	282	288	294	291	290	289	289	296	301	299	303	303
General Merchandise	2	17	17	17	17	17	17	17	17	17	17	17	17	17	17
Groceries (full line)	21	460	447	448	448	452	452	457	460	465	465	468	479	479	479
Groceries and Foods (specialty lines)	221	2,532	2,429	2,453	2,446	2,471	2,480	2,540	2,561	2,557	2,597	2,628	2,619	2,628	2,628
Hardware	15	481	459	461	451	451	472	475	482	476	495	508	513	511	511
Jewelry and Optical Goods	17	415	409	406	411	414	414	411	408	414	424	425	416	423	423
Lumber and Construction Materials	28	672	665	664	668	675	659	669	665	668	683	692	683	683	680
Machinery, Equipment and Supplies	196	2,788	2,689	2,683	2,714	2,718	2,743	2,743	2,764	2,760	2,795	2,854	2,864	2,853	2,853
Metals and Metal Work (except scrap)	27	1,078	1,047	1,046	1,042	1,043	1,053	1,033	1,066	1,103	1,102	1,147	1,131	1,127	1,127
Paper and its Products	38	849	834	835	838	842	847	851	851	853	856	859	860	861	861
Petroleum and its Products	13	1,009	993	989	993	1,011	1,016	1,008	1,052	1,019	1,013	1,017	1,007	1,019	1,019
Plumbing and Heating Egt. and Spis.	14	671	635	655	656	663	663	670	679	680	687	682	685	685	682
Tobacco and its Products (except leaf)	23	368	363	360	360	362	362	362	363	363	369	400	396	396	396
Waste Materials	92	978	923	937	960	966	971	976	960	962	1,003	1,020	1,009	1,002	1,002
All Other Products	69	551	523	533	538	537	532	545	552	574	570	570	545	545	549

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

CITY OF LOS ANGELES, CALIFORNIA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propi- tions 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	Sep- tember	October	No- vember		
TOTAL	2,861	34,820	33,966	33,980	34,037	34,229	34,373	34,314	34,408	34,548	34,855	36,771	36,459	36,016	
Amusement and Sporting Goods	58	849	814	812	808	811	813	822	825	851	874	902	922	934	
Automotive	189	3,059	2,904	2,933	2,968	3,014	3,034	3,066	3,118	3,120	3,085	3,162	3,170	3,134	
Beer, Wines and Liquors	87	1,402	1,327	1,350	1,381	1,387	1,381	1,367	1,398	1,407	1,392	1,437	1,460	1,493	
Chemicals and Paints	61	807	760	778	770	783	818	836	885	828	813	820	816	817	
Clothing and Furnishings	218	775	742	758	767	774	762	755	778	786	794	804	793	789	
Coal and Coke	5	18	20	20	18	18	15	15	15	17	17	18	19	23	
Drugs (full line)	2	1,064	1,065	1,077	1,082	1,084	1,075	1,075	1,086	1,073	1,078	1,097	1,095	1,109	
Drugs and Drug Sundries (specialty lines)	68	514	483	493	497	505	502	498	500	500	513	559	557	556	
Dry Goods (full line)	6	18	16	16	16	16	16	16	19	19	19	19	19	19	
Dry Goods (specialty lines)	153	665	635	639	645	647	648	659	662	670	687	696	696	698	
Electrical Goods	104	1,565	1,482	1,491	1,492	1,515	1,558	1,549	1,585	1,600	1,612	1,650	1,630	1,636	
Farm Products - raw materials	31	247	239	217	217	218	216	220	219	224	245	281	338	330	
Farm Products - consumer goods	545	4,552	4,751	4,659	4,705	4,631	4,656	4,459	4,313	4,311	4,327	4,740	4,608	4,477	
Farm Supplies	12	284	279	292	291	283	280	276	280	280	283	285	280	290	
Furniture and House Furnishings	128	702	673	677	681	679	682	694	708	708	720	756	735	737	
General Merchandise	8	261	228	229	239	244	248	249	259	269	278	301	285	302	
Groceries (full line)	11	251	1,256	1,251	1,255	1,252	1,252	1,248	1,248	1,248	1,254	1,266	1,257	1,262	
Groceries and Foods (specialty lines)	374	4,408	4,212	4,210	4,141	4,172	4,199	4,200	4,246	4,266	4,348	5,271	4,994	4,642	
Hardware	42	964	905	905	915	920	929	943	964	979	990	1,032	1,045	1,044	
Jewelry and Optical Goods	68	543	521	521	521	530	531	535	534	541	546	556	583	584	
Lumber and Construction Materials	56	1,214	1,448	1,325	1,320	1,245	1,246	1,142	1,129	1,142	1,155	1,144	1,149	1,127	
Machinery, Equipment and Supplies	228	4,089	3,859	3,889	4,006	4,016	4,153	4,149	4,154	4,154	4,179	4,284	4,259	4,283	
Metals and Metal Work (except scrap)	19	674	657	629	638	661	687	680	690	685	699	708	687	695	
Paper and its Products	56	999	967	985	957	969	977	977	989	989	1,002	1,057	1,079	1,045	
Petroleum and its Products	21	1,384	1,366	1,350	1,391	1,397	1,396	1,390	1,399	1,383	1,342	1,365	1,375	1,361	
Plumbing and Heating Eqt and Sp's	28	638	588	585	578	600	615	639	652	655	677	685	689	696	
Tobacco and its Products (except leaf)	16	231	228	219	222	225	220	230	233	242	240	240	239	242	
Waste Materials	40	511	519	526	536	529	520	520	486	488	501	518	503	495	
All Other Products	227	1,112	1,073	1,096	1,102	1,100	1,085	1,072	1,098	1,090	1,105	1,138	1,177	1,205	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935CITY OF MILWAUKEE, WISCONSIN
TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	548	12,294	12,364	12,409	12,459	12,557	12,621	12,677	12,642	12,811	12,956	12,964	12,957		
Amusement and Sporting Goods	5	284	284	282	280	281	283	288	286	284	284	285	288		
Automotive	10	771	752	748	787	770	771	771	753	770	800	791	799		
Beer, Wines and Liquors	21	512	483	464	470	479	486	511	509	522	567	600	612		
Chemicals and Paints	20	280	287	276	271	272	282	289	287	286	286	289	285		
Clothing and Furnishings	19	555	545	543	557	559	557	546	554	561	570	565	560		
Coal and Coke	2	948	996	968	916	911	945	956	897	951	933	947	959		
Drugs (full line)	--	230	232	229	227	229	228	231	228	232	235	233	232		
Drugs and Drug Sundries (specialty lines)	6	69	68	69	69	68	67	67	71	71	71	71	71		
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Dry Goods (specialty lines)	6	78	78	78	77	78	77	77	77	77	79	80	80		
Electrical Goods	11	602	583	615	608	603	601	600	608	604	596	605	605		
Farm Products - raw materials	19	334	339	328	323	330	327	331	333	348	341	335	339		
Farm Products - consumer goods	65	763	713	723	753	764	791	779	780	784	763	775	763		
Farm Supplies	2	85	84	90	97	87	85	81	81	82	87	86	85		
Furniture and House Furnishings	8	116	108	112	116	116	119	118	114	120	123	116	113		
General Merchandise	--	11	11	11	11	11	11	11	11	11	12	12	12		
Groceries (full line)	1	648	645	647	648	647	645	647	646	650	650	649	653		
Groceries and Foods (specialty lines)	112	1,843	1,217	1,237	1,241	1,237	1,232	1,240	1,232	1,251	1,274	1,273	1,262		
Hardware	6	448	433	431	439	443	447	452	451	458	470	463	458		
Jewelry and Optical Goods	6	132	131	129	129	129	125	126	134	135	135	137	138		
Lumber and Construction Materials	15	190	187	188	189	187	195	191	192	189	192	190	188		
Machinery, Equipment and Supplies	79	1,492	1,430	1,458	1,458	1,483	1,500	1,509	1,491	1,499	1,539	1,528	1,521		
Metals and Metal Work (except scrap)	10	776	768	766	766	769	772	775	774	784	782	785	798		
Paper and its Products	9	292	282	284	286	286	291	298	299	297	299	295	296		
Petroleum and its Products	4	589	572	568	566	578	595	585	591	592	616	607	604		
Plumbing and Heating Eqt. and Spls.	14	435	411	407	406	418	417	423	433	462	467	462	464		
Tobacco and its Products (except leaf)	17	131	126	130	128	128	130	133	133	133	133	133	133		
Waste Materials	49	369	340	345	347	369	375	384	373	372	378	382	381		
All Other Products	42	263	254	257	267	266	266	266	266	267	270	260	261		

CITY OF NEW YORK, NEW YORK

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS -

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	13,749	199,318	194,876	195,671	196,756	197,168	197,169	197,628	198,297	200,216	200,901	203,930	204,268	204,946	
Amusement and Sporting Goods	280	4,211	4,087	4,084	4,039	4,126	4,151	4,151	4,164	4,211	4,289	4,333	4,358	4,438	
Automotive	166	5,715	5,946	5,765	5,816	5,764	5,764	5,764	5,650	5,603	5,585	5,670	5,729	5,688	
Beer, Wines and Liquors	82	5,536	5,306	5,290	5,370	5,391	5,443	5,507	5,561	5,602	5,602	5,651	5,594	5,602	
Chemicals and Paints	170	6,646	6,458	6,517	6,532	6,635	6,573	6,573	6,632	6,701	6,712	6,747	6,747	6,684	
Clothing and Furnishings	2,059	18,777	18,225	18,544	18,462	18,591	18,510	18,500	18,537	18,816	19,081	19,210	19,051	19,002	
Coal and Coke	19	1,741	1,781	1,798	1,773	1,721	1,707	1,662	1,639	1,647	1,661	1,627	1,605	1,668	
Drugs (full line)	3	626	611	613	613	607	609	612	608	611	604	636	693	695	
Drugs and Drug Sundries (specialty lines)	242	7,159	7,001	6,990	7,061	7,133	7,148	7,122	7,100	7,124	7,215	7,310	7,339	7,360	
Dry Goods (full line)	29	982	986	1,001	995	983	983	978	982	963	970	1,006	1,001	956	
Dry Goods (specialty lines)	2,123	26,404	27,311	28,142	28,299	28,286	28,132	28,043	28,204	28,470	28,708	29,004	28,796	28,828	
Electrical Goods	268	6,262	6,137	6,163	6,142	6,178	6,215	6,240	6,287	6,370	6,362	6,351	6,371	6,503	
Farm Products - raw materials	686	3,674	3,797	3,862	3,844	3,606	3,567	3,555	3,735	3,741	3,747	3,500	3,585	3,769	
Farm Products - consumer goods	1,277	12,076	11,543	11,610	11,874	12,079	12,080	12,139	12,270	12,188	12,504	12,334	12,233	12,303	
Farm Supplies	28	387	383	387	393	408	396	388	369	374	378	391	390	368	
Furniture and House Furnishings	680	6,601	6,393	6,414	6,431	6,450	6,476	6,456	6,456	6,625	6,753	6,918	6,666	6,699	
General Merchandise	46	1,962	1,891	1,837	1,875	1,933	1,912	1,963	2,109	1,993	1,987	1,985	2,042	2,020	
Groceries (full line)	60	4,204	4,234	4,213	4,210	4,186	4,199	4,165	4,139	4,129	4,204	4,242	4,266	4,253	
Groceries and Foods (specialty lines)	1,277	18,132	17,635	17,654	17,783	17,840	17,933	18,074	18,147	18,115	18,295	18,707	18,716	18,720	
Hardware	165	2,844	2,806	2,818	2,830	2,820	2,826	2,859	2,859	2,845	2,861	2,862	2,860	2,877	
Jewelry and Optical Goods	800	4,316	4,170	4,158	4,171	4,159	4,180	4,203	4,206	4,250	4,372	4,371	4,389	4,758	
Lumber and Construction Materials	136	4,723	4,474	4,532	4,570	4,665	4,768	4,758	4,639	4,744	4,843	4,918	4,926	4,784	
Machinery, Equipment and Supplies	870	18,869	18,461	18,544	18,765	18,559	18,549	18,623	18,623	18,806	18,858	19,200	19,571	19,965	
Metals and Metal Work (except scrap)	112	4,130	3,923	3,973	3,997	4,033	4,114	4,144	4,220	4,213	4,207	4,234	4,257	4,247	
Paper and its Products	480	7,172	7,116	7,140	7,141	7,143	7,139	7,155	7,161	7,108	7,163	7,262	7,246	7,285	
Petroleum and its Products	31	3,762	3,876	3,923	3,801	3,766	3,759	3,766	3,745	3,690	3,654	3,697	3,709	3,751	
Plumbing and Heating Ept and Spls	130	3,493	3,366	3,385	3,407	3,428	3,446	3,469	3,462	3,499	3,572	3,633	3,626	3,578	
Tobacco and its Products (except leaf)	144	3,650	3,623	3,607	3,619	3,616	3,615	3,634	3,651	3,665	3,675	3,692	3,692	3,708	
Waste Materials	3,218	3,122	3,056	3,062	3,131	3,136	3,136	3,207	3,259	3,194	3,213	3,242	3,413	3,389	
All Other Products	908	10,046	9,850	9,877	9,892	9,953	9,961	9,943	9,897	9,960	10,146	10,355	10,356	10,397	

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

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF PHILADELPHIA, PENNSYLVANIA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	2,733	37,347	37,271	37,273	37,536	37,492	37,064	37,081	37,012	37,350	37,725	37,595	37,532		
Amusement and Sporting Goods	36	643	631	632	633	636	640	643	638	644	645	649	657		
Automotive	57	2,010	1,955	1,969	1,976	1,996	2,002	1,999	2,017	2,079	2,038	2,025	2,025		
Beer, Wines and Liquors	61	650	618	611	609	621	628	647	659	655	662	692	722		
Chemicals and Paints	29	1,058	1,053	1,053	1,053	1,053	1,059	1,060	1,050	1,066	1,059	1,060	1,059		
Clothing and Furnishings	213	1,378	1,345	1,340	1,362	1,371	1,357	1,359	1,368	1,335	1,412	1,448	1,476		
Coal and Coke	27	723	742	745	723	714	706	716	698	697	707	734	752		
Drugs (full line)	--	474	467	466	464	466	464	466	477	479	475	491	485		
Drugs and Drug Sundries (specialty lines)	31	392	375	379	383	392	393	392	393	395	400	414	400		
Dry Goods (full line)	6	256	255	261	260	257	257	259	254	260	262	219	268		
Dry Goods (specialty lines)	101	879	873	876	877	882	869	861	877	877	879	882	880		
Electrical Goods	60	2,580	3,022	3,016	2,982	2,967	2,421	2,431	2,337	2,305	2,327	2,377	2,384		
Farm Products - raw materials	61	465	463	455	452	460	466	456	470	471	462	476	468		
Farm Products - consumer goods	2,841	2,639	2,644	2,654	2,640	2,634	2,663	2,663	2,672	2,646	2,619	2,656	2,628		
Farm Supplies	10	122	125	128	127	123	121	118	116	117	120	119	129		
Furniture and House Furnishings	97	941	928	928	933	932	938	954	925	935	952	969	970		
General Merchandise	6	63	62	62	62	62	62	62	62	62	62	63	72		
Groceries (full line)	36	960	954	958	950	952	953	949	948	948	964	979	982		
Groceries and Foods (specialty lines)	319	4,574	4,540	4,565	4,565	4,580	4,587	4,561	4,525	4,506	4,564	4,612	4,535		
Hardware	24	488	490	489	492	492	489	484	480	485	485	493	491		
Jewelry and Optical Goods	56	541	519	536	537	537	538	536	539	540	542	544	548		
Lumber and Construction Materials	77	1,616	1,554	1,547	1,597	1,569	1,625	1,575	1,568	1,614	1,662	1,694	1,665		
Machinery, Equipment and Supplies	266	4,760	4,726	4,703	4,685	4,693	4,739	4,728	4,728	4,776	4,693	4,733	4,676		
Metals and Metal Work (except scrap)	40	1,103	1,075	1,073	1,076	1,085	1,095	1,105	1,101	1,117	1,118	1,137	1,130		
Paper and its Products	77	1,475	1,457	1,455	1,463	1,463	1,460	1,463	1,467	1,469	1,467	1,489	1,468		
Petroleum and its Products	9	1,977	2,136	2,062	1,968	1,956	1,962	1,953	1,949	1,956	1,942	1,954	1,928		
Plumbing and Heating Eqpt and Spls.	69	1,118	1,045	1,054	1,067	1,076	1,098	1,118	1,135	1,145	1,174	1,191	1,168		
Tobacco and its Products (except leaf)	71	617	567	564	564	603	612	609	622	632	635	638	650		
Waste Materials	191	929	890	893	905	919	931	945	934	921	926	962	955		
All Other Products	188	1,616	1,578	1,564	1,600	1,590	1,585	1,596	1,627	1,645	1,658	1,651	1,646		

CITY OF PITTSBURGH, PENNSYLVANIA
TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active propri- etors 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	No- vember		
			15,642	15,689	15,747	15,911	15,968	16,047	16,152	16,142	16,066	16,177	16,122	16,205	
TOTAL	904	15,989	15,642	15,689	15,747	15,911	15,968	16,047	16,152	16,142	16,066	16,177	16,122	16,205	
Amusement and Sporting Goods	14	418	410	412	410	417	419	418	421	425	422	422	420	422	
Automotive	22	1,415	1,392	1,397	1,407	1,414	1,426	1,421	1,462	1,444	1,393	1,414	1,392	1,404	
Beer, Wines and Liquors	96	215	205	201	205	207	209	219	226	226	226	219	215	217	
Chemicals and Paints	7	278	274	279	284	279	284	284	279	279	278	277	279	278	
Clothing and Furnishings	88	401	390	391	390	392	397	401	403	405	406	412	410	410	
Coal and Coke	--	157	157	156	158	156	152	152	153	153	155	160	162	165	
Drugs (full line)	--	198	198	198	198	198	198	198	198	198	198	198	198	198	
Drugs and Drug Sundries (specialty lines)	4	81	79	81	82	75	77	81	81	81	82	81	83	84	
Dry Goods (full line)	2	226	226	226	226	226	226	226	226	226	226	226	226	226	
Dry Goods (specialty lines)	23	69	69	69	69	69	69	69	68	68	68	71	71	71	
Electrical Goods	30	927	893	901	904	920	932	950	947	946	931	928	933	934	
Farm Products - raw materials	21	172	173	173	172	172	173	174	172	172	173	170	169	169	
Farm Products - consumer goods	177	1,270	1,268	1,267	1,257	1,272	1,269	1,266	1,280	1,286	1,247	1,281	1,265	1,284	
Farm Supplies	3	28	26	26	29	29	27	26	26	28	28	28	28	28	
Furniture and House Furnishings	24	244	237	237	240	243	247	247	244	249	246	252	243	243	
General Merchandise	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
Groceries (full line)	11	526	511	515	516	514	513	511	514	529	538	555	545	546	
Groceries and Foods (specialty lines)	103	2,121	2,137	2,135	2,114	2,105	2,110	2,126	2,121	2,108	2,100	2,112	2,105	2,134	
Hardware	3	576	567	569	568	569	569	569	575	574	580	597	596	585	
Jewelry and Optical Goods	22	254	219	220	221	224	224	224	224	224	226	228	230	228	
Lumber and Construction Materials	23	921	890	875	884	921	942	962	959	944	944	910	915	901	
Machinery, Equipment and Supplies	107	2,218	2,111	2,137	2,154	2,217	2,220	2,237	2,269	2,253	2,251	2,247	2,265	2,250	
Metals and Metal Work (except scrap)	13	844	803	825	822	830	833	840	847	832	862	876	868	875	
Paper and its Products	12	431	420	421	431	441	438	435	431	430	428	431	436	436	
Petroleum and its Products	9	583	583	580	588	589	582	578	579	582	576	596	585	581	
Plumbing and Heating Eqpt. and Spis.	15	572	554	552	553	550	553	555	567	578	587	607	609	594	
Tobacco and its Products (except leaf)	17	183	159	163	165	166	166	174	188	193	199	202	202	214	
Waste Materials	22	261	253	256	253	259	264	265	266	267	262	261	263	258	
All Other Products	34	430	436	441	445	440	440	439	421	421	432	413	417	410	

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF ST. LOUIS, MISSOURI

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors 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	Sep- tember	October	No- vember		
TOTAL	1,055	29,910	29,740	29,745	29,637	29,549	29,851	29,709	29,885	30,124	30,571	30,495	30,291		
Amusement and Sporting Goods	7	396	359	368	396	397	394	397	400	394	400	408	408		
Automotive	64	1,499	1,394	1,402	1,403	1,446	1,431	1,441	1,482	1,574	1,599	1,689	1,681		
Beer, Wines and Liquors	5	366	370	367	362	366	371	361	360	407	413	401	401		
Chemicals and Paints	16	467	488	467	490	489	468	468	482	494	482	464	464		
Clothing and Furnishings	94	4,100	4,061	4,135	4,162	4,142	4,065	4,058	4,073	4,153	4,145	4,095	4,022		
Coal and Coke	12	287	299	296	296	282	282	270	261	294	361	295	300		
Drugs (full line)	--	664	667	670	660	659	659	659	664	663	660	666	668		
Drugs and Drug Sundries (specialty lines)	15	316	318	300	305	308	314	318	319	322	321	329	314		
Dry Goods (full line)	4	1,993	1,981	2,038	2,020	1,970	1,954	1,976	1,957	1,988	2,011	2,027	1,945		
Dry Goods (specialty lines)	59	352	359	358	357	352	341	342	348	349	359	350	345		
Electrical Goods	36	1,081	1,059	1,058	1,073	1,098	1,110	1,111	1,099	1,056	1,076	1,061	1,080		
Farm Products - raw materials	28	569	774	730	597	489	496	499	505	493	564	545	636		
Farm Products - consumer goods	149	1,626	1,586	1,614	1,617	1,628	1,628	1,634	1,630	1,615	1,610	1,640	1,656		
Farm Supplies	5	159	168	170	161	182	151	151	151	156	155	160	159		
Furniture and House Furnishings	18	382	374	378	382	377	378	378	381	384	368	367	390		
General Merchandise	2	682	706	696	667	681	650	656	644	674	722	738	664		
Groceries (full line)	10	750	748	749	748	736	732	742	755	751	762	760	749		
Groceries and Foods (specialty lines)	142	2,957	2,947	2,957	2,947	2,927	2,942	2,954	2,954	2,946	3,023	2,966	2,990		
Hardware	11	1,933	1,885	1,898	1,903	1,933	1,933	1,933	1,957	1,951	1,972	1,955	1,915		
Jewelry and Optical Goods	7	220	229	225	227	227	227	225	225	226	228	239	244		
Lumber and Construction Materials	34	1,000	964	972	1,005	995	1,011	1,000	966	1,000	1,012	1,015	1,029		
Machinery, Equipment and Supplies	115	2,779	2,655	2,694	2,727	2,757	2,778	2,857	2,800	2,812	2,803	2,795	2,825		
Metals and Metal Work (except scrap)	9	764	633	632	665	681	706	784	736	742	771	639	777		
Paper and its Products	26	916	910	910	912	914	913	918	918	916	916	921	929		
Petroleum and its Products	11	625	626	651	653	625	616	617	622	619	652	628	637		
Plumbing and Heating Eqpt. and Spls.	15	483	469	467	468	465	472	469	479	483	500	518	499		
Tobacco and its Products (except leaf)	44	723	716	715	719	721	720	720	729	725	727	726	728		
Waste Materials	46	657	640	651	653	650	629	644	654	651	657	695	679		
All Other Products	71	1,154	1,149	1,157	1,154	1,155	1,151	1,135	1,148	1,139	1,142	1,148	1,168		

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

CITY-OF SAN FRANCISCO, CALIFORNIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active propri- etions 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- cem- ber
			January	February	March	April	May	June	July	August	Sep- tem- ber	October	No- vem- ber		
			29,554	28,645	28,852	28,922	28,934	29,182	29,316	29,578	29,652	30,373	30,255	30,146	
TOTAL	2,307	29,565	28,645	28,852	28,922	28,934	29,182	29,316	29,578	29,652	30,373	30,255	30,146	700	
Amusement and Sporting Goods	39	656	629	646	649	646	644	646	651	658	679	681	679	700	
Automotive	76	1,703	1,592	1,641	1,668	1,691	1,710	1,747	1,741	1,746	1,741	1,757	1,751	1,751	
Beer, Wines and Liquors	87	1,155	1,071	1,068	1,101	1,130	1,175	1,172	1,173	1,190	1,231	1,237	1,242	1,242	
Chemicals and Paints	39	840	804	824	824	824	826	835	865	867	877	871	871	871	
Clothing and Furnishings	170	1,071	1,028	1,038	1,040	1,046	1,050	1,073	1,091	1,095	1,187	1,094	1,085	1,085	
Coal and Coke	7	73	69	68	64	59	62	61	66	75	84	97	82	82	
Drugs (full line)	--	474	432	459	465	464	465	465	467	470	557	486	501	501	
Drugs and Drug Sundries (specialty lines)	38	515	498	494	503	503	514	530	528	528	527	532	535	535	
Dry Goods (full line)	1	282	274	282	279	277	289	284	285	274	283	297	281	281	
Dry Goods (specialty lines)	92	557	546	552	556	552	551	555	565	568	560	562	564	564	
Electrical Goods	65	1,342	1,287	1,301	1,320	1,317	1,333	1,344	1,346	1,350	1,397	1,389	1,414	1,414	
Farm Products - raw materials	51	341	320	338	348	350	360	346	357	359	337	339	334	334	
Farm Products - consumer goods	234	2,863	2,856	2,798	2,819	2,860	2,834	2,898	2,895	2,890	2,885	2,913	2,908	2,908	
Farm Supplies	18	451	415	417	406	394	412	472	511	431	495	500	449	449	
Furniture and House Furnishings	85	681	664	663	669	675	678	686	684	691	696	697	705	705	
General Merchandise	8	563	582	575	572	584	547	528	548	569	577	599	562	562	
Groceries (full line)	40	707	697	684	702	688	691	699	701	740	737	756	727	727	
Groceries and Foods (specialty lines)	449	4,690	4,598	4,636	4,710	4,722	4,638	4,667	4,609	4,692	4,797	4,764	4,762	4,762	
Hardware	41	941	901	946	931	935	940	945	940	941	943	942	941	941	
Jewelry and Optical Goods	71	566	552	555	552	561	563	572	565	570	577	579	582	582	
Lumber and Construction Materials	53	616	610	792	798	802	813	818	820	830	851	834	856	856	
Machinery, Equipment and Supplies	186	3,296	3,175	3,203	3,255	3,270	3,301	3,314	3,337	3,359	3,394	3,363	3,358	3,358	
Metals and Metal Work (except scrap)	22	885	882	831	868	887	866	862	899	906	982	901	887	887	
Paper and its Products	34	1,031	1,034	1,022	1,016	1,026	1,026	1,016	1,031	1,042	1,036	1,037	1,048	1,048	
Petroleum and its Products	9	698	697	693	697	694	695	697	699	697	707	702	708	708	
Plumbing and Heating Eqpt and Spls.	41	532	522	515	514	514	513	526	540	544	562	564	562	562	
Tobacco and its Products (except leaf)	17	485	463	469	474	474	478	490	494	498	504	508	508	508	
Waste Materials	47	284	289	278	281	282	286	289	291	296	296	291	287	287	
All Other Products	287	875	868	886	847	840	848	825	837	847	906	923	966	966	

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

WHOLESALE DISTRIBUTION: 1935

VOLUME V

SECTION THREE

TABLES 3A AND 3B.--EMPLOYMENT AND PAY ROLL FOR ONE WEEK

The tables which follow 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 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), agents and brokers and bulk tank stations, 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 only in summary for the United States.

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

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.

Tables 3A and 3B are related. Table 3B presents detailed information for a section of Table 3A. The items which appear in the stub, therefore, are exactly the same.

The tables are presented for the various areas as follows:

	Page		Page
United States Summary	102	East South Central	
Geographic Divisions:		Alabama	110
New England		Kentucky	110
Connecticut	106	Mississippi	110
Maine	106	Tennessee	110
Massachusetts	106	West South Central	
New Hampshire	106	Arkansas	110
Rhode Island	106	Louisiana	110
Vermont	106	Oklahoma	112
Middle Atlantic		Texas	112
New Jersey	106	Mountain	
New York	106	Arizona	112
Pennsylvania	106	Colorado	112
East North Central		Idaho	112
Illinois	106	Montana	112
Indiana	106	Nevada	112
Michigan	106	New Mexico	112
Ohio	108	Utah	112
Wisconsin	108	Wyoming	112
West North Central		Pacific	
Iowa	108	California	114
Kansas	108	Oregon	114
Minnesota	108	Washington	114
Missouri	108	Cities:	
Nebraska	108	Baltimore	116
North Dakota	108	Boston	116
South Dakota	108	Buffalo	116
South Atlantic		Chicago	116
Delaware	108	Cleveland	116
District of Columbia	108	Detroit	116
Florida	108	Los Angeles	116
Georgia	110	Milwaukee	116
Maryland	110	New York City	116
North Carolina	110	Philadelphia	116
South Carolina	110	Pittsburgh	116
Virginia	110	St. Louis	116
West Virginia	110	San Francisco	116

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 3B				Establishments not analyzed in Table 3B				
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week	Number	Pay roll for week			
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALES	79,510	749,859	\$22,931,383	56,476	\$830,505	74,427	676,064	\$20,830,615	5,083	71,765	\$2,100,760		
Amusement and sporting goods	7,044	7,044	287,350	500	4,896	6,458	213,117	38	238	—			
Automotive	5,356	49,822	1,496,180	1,530	20,490	5,096	46,601	1,395,997	272	3,221	100,183		
Beer, wine and liquors	4,663	31,947	919,940	2,546	29,553	4,663	29,350	855,202	307	2,597	64,738		
Chemicals and paints	1,316	10,564	390,856	493	7,086	1,199	9,316	343,663	186	1,246	47,193		
Farm products - raw materials	3,490	24,791	859,879	1,115	16,906	3,507	21,637	750,657	223	3,154	108,622		
Clothing and furnishings	733	8,657	321,682	924	13,211	697	7,908	297,007	46	749	24,875		
Drugs (full line)	295	18,245	444,159	151	2,000	270	13,616	402,805	25	1,649	41,354		
Drugs and drug sundries (specialty lines)	1,076	7,925	258,378	533	5,774	958	6,194	202,676	124	1,731	49,708		
Drugs (full line)	302	14,613	437,397	146	1,987	276	13,545	407,055	26	1,030	29,066		
Dry goods (specialty lines)	2,325	22,803	836,766	841	13,240	2,670	20,646	768,110	155	2,125	74,565		
Electrical goods	2,331	30,304	1,050,708	997	15,881	2,871	29,477	1,026,612	60	827	24,096		
Farm products - consumer goods	2,540	19,478	697,899	999	16,897	2,971	21,697	671,693	141	1,568	51,758		
Farm supplies - consumer goods	9,863	75,095	2,105,018	7,477	78,978	9,363	67,742	1,918,293	480	7,333	196,722		
Farm supplies	1,352	12,487	325,462	1,988	24,049	1,158	10,634	280,671	200	1,853	44,961		
Furniture and house furnishings	3,617	13,867	435,022	760	10,953	1,836	11,689	387,710	138	2,178	67,912		
General merchandise	1,868	14,958	571,797	303	4,334	2,009	15,299	267,140	8	617	23,417		
Groceries (full line)	1,689	67,390	1,589,663	1,603	16,353	3,256	62,713	1,809,379	291	4,667	119,525		
Groceries and foods (specialty lines)	10,227	79,460	2,184,531	8,432	73,394	9,608	71,417	1,975,356	619	8,063	209,295		
Groceries (full line)	1,021	37,792	920,128	534	6,919	1,016	26,694	792,061	379	3,891	127,833		
Jewelry and optical goods	1,487	11,894	366,191	345	5,103	1,343	8,974	292,304	144	2,320	75,987		
Lumber and construction materials	2,649	28,989	840,640	2,725	45,350	2,389	22,867	740,679	320	3,402	99,269		
Machinery, equipment and supplies	6,705	56,580	1,887,628	2,928	45,037	6,289	51,849	1,736,016	416	4,371	149,612		
Metals and metal work (except scrap)	780	10,652	377,259	527	8,670	698	8,295	328,308	28	1,359	54,951		
Paper and its products	2,313	25,376	865,811	989	13,731	2,176	23,015	785,366	135	2,361	80,449		
Petroleum and its products	561	4,444	156,970	231	2,806	580	3,712	130,622	41	732	26,546		
Plumbing and heating eqpt. and epl.	1,668	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)	1,522	14,564	508,995	570	5,564	1,645	13,755	465,527	77	811	26,335		
Waste materials	3,920	28,069	591,262	3,843	36,074	3,774	25,975	545,106	146	2,094	46,156		
All other	3,615	25,133	750,459	2,754	30,990	5,303	20,810	630,291	312	4,353	120,178		
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,608	213,037	8,011,250	5,708	80,980	10,378	168,877	7,074,517	1,233	24,460	936,733		
Amusement and sporting goods	241	5,590	186,215	42	683	241	5,590	186,215	—	—	—		
Automotive	695	83,663	906,376	415	6,275	619	81,770	825,560	76	2,091	64,615		
Beer, wine and liquors	373	5,708	236,650	157	1,758	356	5,149	210,369	15	559	26,151		
Chemicals and paints	540	11,115	497,958	362	6,169	536	10,616	465,052	24	499	39,906		
Clothing and furnishings	368	9,256	368,140	145	2,652	321	6,593	366,053	21	663	22,087		
Drugs and drug sundries	16	354	15,259	6	94	6	53	4	4	303	14,436		
Drugs (full line)	266	7,074	267,419	44	456	220	6,229	246,082	46	445	18,837		
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	357	4,441	141,980	152	2,162	306	3,880	124,196	19	561	17,784		
Farm supplies	74	940	35,836	75	1,225	64	930	27,272	10	210	8,563		
Furniture and house furnishings	244	2,468	96,894	98	1,167	221	2,177	86,366	23	288	10,228		
Groceries and foods (specialty lines)	3,102	50,694	1,719,669	1,584	16,605	2,824	46,659	1,563,760	268	4,335	158,319		
Groceries (full line)	62	716	26,277	12	231	45	822	19,448	13	194	8,689		
Jewelry and optical goods	248	3,123	101,781	48	845	186	1,653	57,300	62	1,470	44,441		
Lumber and construction materials	260	5,235	203,709	624	6,898	217	4,252	166,333	43	903	37,376		
Machinery, equipment and supplies	2,640	43,559	1,646,303	922	17,308	2,313	36,358	1,376,064	427	7,867	274,259		
Metals and metal work (except scrap)	271	7,428	267,675	139	1,341	253	6,621	244,441	18	807	23,234		
Paper and its products	803	4,477	179,520	39	462	173	3,212	126,151	28	1,065	53,369		
Petroleum and its products	56	831	36,130	10	122	53	808	35,474	3	25	6,656		
Plumbing and heating eqpt. and epl.	367	6,033	193,942	512	6,561	318	5,328	174,674	49	705	18,666		
Tobacco and its products (except leaf)	65	3,433	136,504	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	939	36,916		
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,168	43,164	2,059,944	692	16,154	3,541	34,323	1,677,876	627	8,836	282,068		
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, wine and liquors	37	1,008	43,990	—	—	—	799	45,551	2	211	6,439		
Chemicals and paints	809	2,537	138,452	36	1,126	190	2,357	130,225	19	180	8,427		
Clothing and furnishings	204	1,266	73,213	14	860	185	1,092	60,638	19	194	18,275		
Drugs and drug sundries (specialty lines)	6	45	2,628	3	28	6	45	2,628	—	—	—		
Drugs (full line)	28	523	30,874	11	214	27	470	18,609	1	53	2,265		
Dry goods (specialty lines)	129	1,674	88,991	14	225	122	1,565	80,263	7	109	8,728		
Electrical goods	263	1,617	84,558	81	1,952	230	1,560	85,054	13	37	2,298		
Farm products - consumer goods	35	56	2,093	—	—	—	56	2,043	1	4	—		
Farm supplies - consumer goods	33	345	13,456	46	1,033	30	897	11,071	3	46	2,363		
Farm supplies	113	602	32,054	10	166	96	611	29,193	15	91	2,641		
Furniture and house furnishings	203	3,670	135,400	16	430	191	5,101	129,996	12	169	5,702		
Groceries and foods (specialty lines)	31	223	11,047	—	—	—	22	12,138	5	32	912		
Groceries (full line)	41	147	7,658	3	40	41	147	7,658	—	—	—		
Lumber and construction materials	276	4,452	188,593	75	1,339	225	2,859	122,104	51	1,893	66,489		
Machinery, equipment and supplies	1,160	6,596	342,535	177	4,122	961	5,383	283,612	179	1,213	56,923		

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935UNITED STATES SUMMARY
TABLE 3.-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 3A)		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
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALES	74,487	678,084	120,830	67,626	151,418	\$5,755,288	59,898	\$1,671,008	134,300	\$5,172,984	135,139	\$2,789,246	141,676	\$2,927,415
Amusement and sporting goods	739	6,865	215,117		2,198	52,598	800	24,534	1,160	52,274	328	19,110	988	19,624
Automotive	5,299	46,601	1,300,929		219,579	8,165	219,579	8,165	21,456	4,455	19,355	12,626	300,606	
Bear, wines and liquore	4,663	29,350	855,202	1,320	5,719	143,098	1,222	36,861	10,018	317,977	4,305	84,991	9,766	117,868
Chemicals and paints	1,190	9,316	345,663	1,182	2,499	64,459	964	25,794	1,999	84,749	1,340	30,314	3,332	35,456
Clothing and furnishings	3,827	21,637	750,657	2,567	5,057	111,093	2,979	87,290	5,223	212,500	3,091	63,617	2,640	64,942
Coal and coke	287	7,908	297,007	750	1,899	54,366	159	5,591	1,385	65,569	668	16,772	5,697	76,621
Drugs (full line)	270	13,519	462,805	459	3,900	95,225	790	21,110	1,977	51,282	3,198	104,706	1,332	25,705
Drugs and drug sundries (specialty lines)	952	6,194	202,676	710	1,753	41,256	539	7,434	1,638	60,933	972	18,701	882	17,544
Dry goods (full line)	276	15,546	407,055	566	3,143	81,341	2,032	69,808	3,016	122,102	2,141	41,646	2,115	45,173
Dry goods (specialty lines)	2,670	20,648	762,101	2,583	6,165	147,025	2,026	64,738	6,974	202,112	2,950	57,188	2,845	61,026
Electrical goods	2,271	29,477	1,026,613	2,566	9,192	232,860	2,026	84,104	5,920	281,176	4,305	90,927	4,616	118,776
Farm products - raw materials	1,699	16,987	571,693	1,741	4,215	123,633	678	23,115	1,147	56,078	1,718	104,624	467	73,131
Farm products - consumer goods	1,933	67,842	1,918,293	1,901	9,828	256,854	7,005	203,354	10,969	445,946	11,998	284,164	19,953	454,994
Farm supplies	1,152	10,635	266,973	1,029	4,403	86,437	1,182	56,437	1,182	64,167	3,263	56,365	4,309	60,359
Furniture and house furnishings	1,536	11,689	367,710	1,362	3,169	74,184	1,945	37,744	2,398	94,616	2,093	43,038	1,492	31,949
General merchandise	200	9,259	287,140	378	3,200	80,084	733	21,898	1,207	55,400	2,714	49,189	1,067	19,518
Groceries (full line)	3,528	62,712	1,609,757	3,608	13,233	353,778	3,768	100,103	15,312	507,899	20,001	418,614	7,891	149,694
Groceries and foods (specialty lines)	9,608	71,417	1,975,236	5,716	11,286	279,379	5,707	156,369	15,160	521,924	12,554	269,477	20,944	561,607
Hardware	1,016	26,894	792,881	1,752	7,512	172,191	3,672	92,469	5,238	207,878	6,655	135,105	2,035	43,305
Jewelry and optical goods	1,343	9,794	292,304	967	3,082	66,958	97	27,045	1,174	54,225	570	10,250	2,975	35,786
Lumber and construction materials	2,329	22,867	740,679	2,456	4,970	135,995	226	27,864	2,851	125,222	2,285	123,772	6,199	156,931
Machinery, equipment and supplies	6,899	51,949	1,738,016	5,206	13,435	327,452	4,627	132,814	11,306	457,799	6,898	152,201	9,777	233,084
Metals and metal work (except scrap)	698	9,292	322,308	897	2,299	65,963	515	10,869	1,252	58,678	2,678	60,599	1,700	35,638
Paper and its products	2,176	25,015	753,568	2,822	8,008	158,446	1,978	64,396	6,466	284,373	4,624	101,526	2,777	45,056
Petroleum and its products	520	3,712	130,929	439	845	25,333	445	4,450	995	25,787	925	16,687	829	15,068
Plumbing and heating eqpt. and mpls.	1,607	16,619	455,927	1,727	4,434	108,759	1,842	36,081	2,818	105,059	3,204	76,794	1,994	46,574
Tobacco and its products (except leaf)	1,845	13,753	485,857	1,914	2,778	72,332	1,559	40,119	4,505	206,628	2,268	56,992	1,669	41,593
Wool materials	3,774	25,976	540,106	3,897	2,403	50,929	457	11,408	1,257	19,983	7,645	100,000	15	168,897
All other	3,303	20,801	600,281	1,071	6,230	146,014	1,632	42,591	4,342	124,947	3,837	78,768	3,649	73,623
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	10,375	188,577	7,074,517	4,172	24,515	581,995	8,149	345,850	62,618	3,044,076	31,120	783,290	27,975	769,582
Amusement and sporting goods	241	2,990	136,215	166	2,256	64,997	81	17,823	801	40,893	672	15,896	924	24,263
Automotive	819	21,722	832,560	599	6,958	211,345	578	25,251	5,870	328,902	4,870	129,326	2,895	77,063
Bear, wines and liquore	358	5,149	210,569	154	1,178	31,343	88	4,270	2,398	117,465	603	16,171	728	25,225
Chemicals and paints	355	10,616	465,058	353	3,889	122,144	434	15,691	3,433	212,739	1,603	40,800	887	27,795
Clothing and furnishings	81	8,593	366,033	63	809	76,446	328	12,391	2,431	175,341	1,945	45,381	981	9
Coal and coke	6	53	2,131	3	16	x	--	--	23	x	--	--	--	--
Drugs (full line)	220	6,689	248,882	173	2,193	61,752	215	8,750	2,631	125,941	922	20,917	493	8,980
Dry goods	154	4,069	176,026	221	1,842	49,778	223	9,947	115	55,574	518	11,632	376	9,766
Electrical goods	407	7,322	335,178	66	5,463	121,964	399	15,793	2,089	137,588	795	24,833	710	24,643
Farm products - consumer goods	308	3,690	124,196	67	667	17,108	124	5,100	1,283	49,303	208	5,697	1,469	4,042
Farm supplies	64	730	27,273	9	556	12,812	9	418	267	12,087	35	826	64	903
Furniture and house furnishings	221	21,277	86,366	79	743	21,244	115	5,036	630	35,341	493	11,700	117	2,219
Groceries and foods (specialty lines)	2,834	46,659	1,563,760	355	9,193	271,013	2,864	126,779	18,904	747,495	8,370	214,068	6,973	163,555
Hardware	49	522	19,446	17	177	5,441	8	452	127	5,876	14	3,622	30	1,238
Jewelry and optical goods	126	1,653	57,530	37	772	20,227	50	1,856	256	15,402	61	2,294	477	11,414
Lumber and construction materials	181	4,252	166,555	113	1,050	35,454	208	9,185	1,022	58,332	112	37,064	132	47,638
Machinery, equipment and supplies	2,213	26,354	1,372,064	687	9,045	231,762	1,156	66,880	32,566	617,172	3,376	80,618	9,783	255,671
Metals and metal work (except scrap)	253	6,621	244,441	118	2,066	61,125	305	13,320	2,841	78,999	2,522	59,774	349	10,694
Paper and its products	173	3,212	126,151	85	1,012	28,025	292	12,734	1,033	52,065	764	16,635	45	1,072
Petroleum and its products	53	808	35,474	40	256	6,821	4	273	256	12,941	12	3,706	17	4,338
Plumbing and heating eqpt. and mpls.	318	5,323	174,674	206	1,915	51,046	186	5,673	1,441	62,166	1,246	28,935	562	9,715
Tobacco and its products (except leaf)	51	3,048	120,564	65	666	19,428	14	1,369	2,841	79,648	46	1,153	14	891
All other	352	3,526	141,244	178	1,400	x	106	x	940	x	476	x	226	x
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	5,541	34,526	1,677,878	1,232	15,843	436,422	1,905	83,811	14,754	875,677	--	--	2,994	94,450
Amusement and sporting goods	108	4,656	173,598	14	2,667	66,237	826	22,830	520	29,078	--	--	419	15,494
Automotive	296	6,539	290,928	300	3,284	91,969	14	1,408	217	9,836	--	--	158	3,999
Bear, wines and liquore	35	797	45,251	13	71	2,042	31	1,479	534	35,318	--	--	145	8,099
Chemicals and paints	190	2,357	130,025	95	932	29,574	59	4,840	1,018	66,145	--	--	253	10,895
Clothing and furnishings	163	1,092	60,638	138	399	10,464	90	4,958	599	25,242	--	--	6	1,496
Coal and coke	6	48	2,628	--	19	x	x	x	22	x	--	--	--	x
Drugs and drug sundries (specialty lines)	27	470	18,609	23	94	2,498	20	111	308	15,533	--	--	22	925
Dry goods (specialty lines)	122	1,663	80,263	65	832	24,767	63	4,660	499	55,245	--	--	116	5,945
Electrical goods	250	1,680	82,054	42	595	16,670	105	5,843	765	50,921	--	--	77	3,579
Farm products - consumer goods	4	46	1,073	2	21	x	x	x	22	x	--	--	--	--
Farm supplies	30	297	11,041	1	45	x	64	x	179	x	--	--	--	--
Furniture and house furnishings	98	611	29,193	29	203	5,753	23	950	848	17,897	--	--	8	143
Groceries and foods (specialty lines)	121	3,101	129,698	36	857	22,572	88	3,588	2,028	95,592	--	--	98	1,998
Hardware	26	191	10,135	13	84	x	2	x	83	x	--	--	--	--
Jewelry and optical goods	41	147	7,658	7	48	x	7	x	83	x	--	--	--	--
Lumber and construction materials	222	2,509	122,104	105	1,02									

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 2-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			
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)														
Metals and metal work (except scrap)	473	5,677	\$511,246	23	\$518	365	3,897	\$219,056	108	1,790	\$95,190			
Paper and its products	121	1,028	51,904	36	1,771	133	782	41,456	46	310	20,495			
Petroleum and its products	25	946	44,791	1	18	24	959	44,596	1	7	195			
Plumbing and heating eqpt. and spie.	178	653	29,061	42	542	165	580	26,359	13	73	2,722			
Tobacco and its products (except leaf)	128	1,373	51,555	--	--	121	1,103	41,965	7	270	9,700			
All other	270	2,723	134,028	92	1,686	186	1,631	85,731	84	1,092	46,297			
BULK TANK STATIONS 1/														
Petroleum and its products	20,176	89,735	2,903,887	3,840	49,509	16,065	65,911	2,184,430	4,113	22,624	719,449			
AGENTS AND BROKERS	13,784	69,725	2,637,524	13,094	140,161	13,190	61,378	2,362,408	694	8,245	275,055			
Amusement and sporting goods	171	803	33,045	66	808	169	799	31,928	2	4	60			
Automotive	328	961	35,908	114	1,450	320	944	33,330	8	17	508			
Beer, wines and liquors	61	240	9,465	13	199	61	246	9,465	--	--	--			
Chemicals and paints	309	1,009	30,762	154	1,686	296	949	47,289	13	60	3,473			
Clothing and furnishings	756	3,809	187,104	142	1,977	719	3,307	133,741	37	502	23,366			
Coal and coke	417	3,630	200,499	196	3,632	374	3,403	179,384	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	3,422	2	14	11	42	1,366	1	38	9,099			
Dry goods (specialty lines)	586	5,203	293,406	163	2,230	336	4,257	249,322	42	252	44,084			
Electrical goods	424	1,173	36,166	155	1,644	446	1,124	34,428	10	47	1,736			
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	7,021	268,891	61	590	18,406			
Farm supplies	210	514	19,379	110	1,145	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	4,403			
General merchandise	66	626	26,471	29	480	60	650	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)	1,000	6,227	280,094	421	4,861	1,739	6,471	268,792	61	456	19,312			
Hardware	204	569	21,458	62	1,108	202	664	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	3,184	94,509	256	4,413	588	2,057	81,624	16	67	2,685			
Machinery, equipment and supplies	1,620	5,155	219,141	808	11,378	1,768	4,906	202,654	37	250	18,487			
Metals and metal work (except scrap)	261	991	50,964	119	2,556	272	946	49,427	9	45	1,537			
Paper and its products	167	497	20,686	67	651	122	459	18,122	5	59	2,664			
Petroleum and its products	51	305	16,908	35	546	62	254	12,227	9	43	4,750			
Plumbing and heating eqpt. and spie.	307	881	30,633	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	305	17,104	1	3	237			
All other	795	2,908	114,743	659	3,824	756	2,765	107,679	29	173	7,064			

1/ Includes no employees of noncommon 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		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	
														Number
MANUFACTURERS' SALES OFFICES (WITHOUT STORES) (continued)														
Metals and metal work (except scrap)	365	3,867	\$210,056	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	25,321	--	--	17	833
Petroleum and its products	24	939	44,596	74	665	22,663	64	4,322	60	3,567	--	--	76	4,064
Plumbing and heating eqpt. and mpls. (except leaf)	165	580	26,339	33	180	4,698	7	565	298	16,258	--	--	62	2,080
Tobacco and its products	121	1,103	41,966	7	57	2,319	--	--	1,039	37,637	--	--	--	--
All other	186	1,631	85,731	96	854	23,955	47	3,189	557	59,736	--	--	77	2,590
BULK TANK STATIONS 1/ Petroleum and its products	16,065	65,911	2,184,438	2,395	10,120	315,944	2,459	77,998	24,539	906,014	9,293	\$268,522	17,105	481,116
AGENTS AND BROKERS	13,190	61,378	2,362,458	7,807	23,536	629,563	3,859	168,249	11,976	563,564	5,854	117,805	9,296	165,686
Amusement and sporting goods	189	797	31,962	94	412	11,937	35	1,676	195	9,660	24	562	39	595
Automotive	320	944	33,330	107	300	9,879	82	2,013	212	8,676	52	1,057	111	2,150
Beer, wines and liquors	61	248	9,465	33	84	x	27	x	84	x	7	x	13	x
Chemicals and paints	296	949	47,839	207	444	12,172	18	944	184	9,335	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	3,402	178,334	421	1,631	52,291	137	7,593	950	54,738	120	3,437	144	4,642
Drugs and drug sundries (specialty lines)	95	633	20,311	50	223	5,221	1	35	12	8,065	67	1,224	80	1,131
Dry goods (full line)	11	42	1,366	4	21	x	4	x	11	x	--	--	2	x
Dry goods (specialty lines)	536	4,957	249,322	355	2,620	68,406	317	20,666	1,244	82,887	213	4,523	208	4,228
Electrical goods	446	1,126	34,428	189	477	9,475	31	912	899	9,500	57	1,021	73	1,752
Farm products - raw materials	2,292	16,033	454,219	1,230	3,855	116,365	707	26,216	2,096	78,635	3,467	63,576	4,656	73,554
Farm products - consumer goods	1,259	7,051	268,991	989	2,081	60,780	1,277	21,816	406	17,570	1,030	26,222	1,268	33,678
Farm supplies	206	507	19,150	105	232	5,729	32	1,300	60	2,060	15	221	63	1,008
Furniture and house furnishings	291	1,023	41,809	136	394	9,040	114	3,727	266	14,479	51	1,115	62	1,269
General merchandise	60	560	24,036	80	370	11,356	63	3,067	17	760	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	268,782	1,068	3,145	79,946	226	10,863	1,579	72,709	213	3,688	240	5,026
Hardware	202	664	21,291	58	318	8,445	11	284	152	6,678	29	569	16	315
Jewelry and optical goods	45	111	4,011	12	57	x	3	x	36	x	--	--	3	x
Lumber and construction materials	588	2,057	81,624	435	912	22,871	56	2,621	484	19,573	30	605	140	3,564
Machinery, equipment and supplies	1,763	4,906	202,654	924	1,987	46,923	149	5,729	1,321	63,808	110	2,261	415	11,048
Metals and metal work (except scrap)	272	946	49,427	197	494	15,564	22	1,759	213	12,322	27	607	33	753
Paper and its products	162	436	18,122	56	212	5,400	13	714	124	5,678	8	199	23	605
Petroleum and its products	62	264	15,227	54	117	x	10	x	48	x	6	x	29	x
Plumbing and heating eqpt. and mpls. (except leaf)	303	870	29,696	177	324	6,833	16	404	251	9,285	38	792	64	1,641
Tobacco and its products	5	14	569	--	5	x	--	--	9	x	--	--	--	--
Waste materials	95	306	17,104	91	140	3,832	21	899	27	1,791	9	222	18	394
All other	766	2,768	107,679	353	1,102	26,765	308	10,151	536	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.)

1/ Includes no employees of commonwealth task stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935
TABLE 3.A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL
BY SELECTED TYPES OF OPERATION

 (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.

AREA AND TYPE OF OPERATION	Total, all establishments				Establishments analyzed in Table 3.B			Establishments not analyzed in Table 3.B			
	Number of estab- lishments	Full-time employments		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
NEW ENGLAND											
CONNECTICUT											
Full-Service and Limited-Function Wholesalers	974	6,870	\$263,545	625	\$4,805	910	7,927	\$257,215	64	943	\$26,332
Manufacturers' Sales Branches	121	7	71,709	52	949	145	1,743	60,333	19	259	11,375
Manufacturers' Sales Offices	31	236	10,744	--	--	25	193	8,943	6	43	1,801
Agents and Brokers	34	123	6,908	16	187	32	85	3,446	2	38	3,462
MAINE											
Full-Service and Limited-Function Wholesalers	450	3,815	101,852	363	3,647	398	3,459	94,311	32	356	7,541
Manufacturers' Sales Branches	70	733	22,314	29	221	64	662	20,183	6	71	2,131
Manufacturers' Sales Offices	7	47	2,050	--	--	6	34	1,370	1	13	490
Agents and Brokers	25	44	1,137	6	78	24	43	1,097	1	1	40
MASSACHUSETTS											
Full-Service and Limited-Function Wholesalers	3,427	32,380	1,035,065	2,019	26,401	3,215	29,486	942,191	212	2,954	90,874
Manufacturers' Sales Branches	548	10,186	398,924	186	2,457	499	8,302	305,411	49	1,884	95,513
Manufacturers' Sales Offices	218	1,980	90,948	9	143	184	1,373	62,664	34	607	28,224
Agents and Brokers	870	2,155	89,033	151	1,609	549	1,942	79,131	21	218	9,908
NEW HAMPSHIRE											
Full-Service and Limited-Function Wholesalers	177	1,339	36,929	124	1,353	152	1,227	34,327	15	112	2,602
Manufacturers' Sales Branches	42	340	11,242	12	89	40	325	10,632	2	15	610
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	7	33	646	1	16	7	33	646	--	--	--
RHODE ISLAND											
Full-Service and Limited-Function Wholesalers	475	4,339	131,985	287	3,383	430	3,937	114,162	45	402	17,853
Manufacturers' Sales Branches	21	845	31,008	45	254	53	644	22,540	8	201	8,468
Manufacturers' Sales Offices	16	75	4,452	2	15	15	68	4,060	1	7	366
Agents and Brokers	39	149	6,015	12	228	36	123	4,222	3	26	1,790
VERMONT											
Full-Service and Limited-Function Wholesalers	146	1,257	34,112	79	814	120	991	26,221	26	266	7,891
Manufacturers' Sales Branches	26	209	6,534	12	81	24	189	5,633	2	20	701
Manufacturers' Sales Offices	1	1	62	--	--	1	1	52	--	--	--
Agents and Brokers	6	7	241	2	6	6	7	241	--	--	--
MIDDLE ATLANTIC											
NEW JERSEY											
Full-Service and Limited-Function Wholesalers	2,001	17,819	543,227	958	12,922	1,641	15,768	490,600	160	2,061	63,227
Manufacturers' Sales Branches	251	4,820	156,247	172	2,699	232	3,946	145,261	19	274	20,666
Manufacturers' Sales Offices	45	406	19,534	13	304	36	336	16,183	9	70	3,221
Agents and Brokers	98	467	14,053	61	916	93	418	12,942	5	49	1,111
NEW YORK											
Full-Service and Limited-Function Wholesalers	16,642	153,459	5,815,992	6,793	98,511	15,716	139,409	5,028,830	926	14,080	487,128
Manufacturers' Sales Branches	1,645	47,379	1,947,421	658	12,219	1,486	42,079	1,733,190	159	5,500	214,231
Manufacturers' Sales Offices	985	14,723	774,313	191	4,930	779	12,725	681,260	104	1,998	95,053
Agents and Brokers	3,846	19,813	938,403	929	14,722	5,096	17,722	833,073	162	2,061	105,330
PENNSYLVANIA											
Full-Service and Limited-Function Wholesalers	6,152	49,212	1,540,237	3,380	41,736	5,736	44,035	1,394,012	416	5,125	154,225
Manufacturers' Sales Branches	849	16,349	635,409	347	4,631	759	14,468	561,232	90	1,261	72,127
Manufacturers' Sales Offices	412	4,363	206,042	47	1,229	338	3,041	142,627	74	1,322	63,255
Agents and Brokers	871	3,411	143,316	468	6,261	837	3,124	127,512	34	297	15,804
EAST NORTH CENTRAL											
ILLINOIS											
Full-Service and Limited-Function Wholesalers	5,458	61,820	1,944,811	3,727	50,437	5,080	56,705	1,779,147	378	5,115	165,664
Manufacturers' Sales Branches	900	22,304	928,353	530	7,846	820	80,021	809,431	80	2,293	92,922
Manufacturers' Sales Offices	415	5,250	225,212	256	1,643	356	4,392	215,013	60	1,158	50,199
Agents and Brokers	1,172	1,616	241,663	610	9,088	1,131	5,362	228,707	40	292	12,366
INDIANA											
Full-Service and Limited-Function Wholesalers	1,647	14,205	379,799	1,044	10,221	1,547	13,025	346,421	100	1,180	33,378
Manufacturers' Sales Branches	211	2,772	86,662	90	957	125	2,476	81,346	26	296	7,324
Manufacturers' Sales Offices	39	377	13,892	3	33	34	333	12,738	5	44	1,154
Agents and Brokers	235	844	30,740	154	1,896	229	809	29,754	6	35	1,956
MICHIGAN											
Full-Service and Limited-Function Wholesalers	3,048	25,423	747,671	2,222	24,374	2,865	23,369	688,027	122	1,224	59,644
Manufacturers' Sales Branches	409	6,740	226,104	148	2,713	375	6,222	220,809	36	408	17,295
Manufacturers' Sales Offices	180	1,346	71,566	10	158	157	1,375	63,936	23	171	7,680
Agents and Brokers	394	1,345	58,822	306	2,997	383	1,314	57,801	11	51	1,081

(Continued)

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935 **TABLE 3-B.—NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION**

(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.)

AREA AND TYPE OF OPERATION	Establishments analyzed (See Table 3-A)		Number of executives**	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 employees		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	
NEW ENGLAND														
CONNECTICUT														
Full-Service and Limited-Function Wholesale	910	7,927	\$237,213	821	1,546	\$34,056	630	\$18,459	1,412	\$50,238	1,394	\$86,297	2,124	\$44,919
Manufacturers' Sales Branches	142	1,743	60,333	18	369	10,742	118	5,077	543	24,236	303	8,088	372	10,444
Manufacturers' Sales Offices	25	193	8,943	4	67	x	20	x	74	x	—	—	28	x
Agents and Brokers	23	85	3,446	11	29	x	2	x	24	x	12	x	7	x
MAINE														
Full-Service and Limited-Function Wholesale	398	3,459	94,311	315	700	14,591	327	8,796	585	20,684	842	16,081	630	13,106
Manufacturers' Sales Branches	64	662	20,183	6	139	3,698	35	1,447	232	6,691	117	2,773	133	3,359
Manufacturers' Sales Offices	6	34	1,870	2	17	x	—	—	15	x	—	—	—	—
Agents and Brokers	24	43	1,097	4	15	x	1	x	5	x	6	x	12	x
MASSACHUSETTS														
Full-Service and Limited-Function Wholesale	3,215	29,426	942,191	2,755	6,421	152,982	3,215	91,954	5,658	216,370	5,894	129,611	5,793	130,764
Manufacturers' Sales Branches	499	8,302	303,411	126	2,866	64,312	468	19,202	2,768	133,263	1,367	35,003	1,307	54,073
Manufacturers' Sales Offices	544	1,373	65,664	43	550	16,393	85	3,404	643	36,420	—	—	—	2,219
Agents and Brokers	499	1,942	79,131	294	760	18,189	160	6,631	506	22,740	90	2,242	132	3,354
NEW HAMPSHIRE														
Full-Service and Limited-Function Wholesale	162	1,227	34,327	118	250	5,360	194	4,751	231	7,979	243	5,623	191	3,323
Manufacturers' Sales Branches	40	335	10,632	1	75	2,100	19	604	116	4,985	40	987	74	1,781
Manufacturers' Sales Offices	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Agents and Brokers	7	33	646	1	6	x	1	x	1	x	4	x	20	x
RHODE ISLAND														
Full-Service and Limited-Function Wholesale	430	3,937	114,168	362	896	18,786	436	10,539	730	25,983	653	13,011	870	17,693
Manufacturers' Sales Branches	53	544	22,543	8	138	3,465	45	1,792	238	10,773	106	2,674	112	3,097
Manufacturers' Sales Offices	13	68	4,060	1	27	x	1	x	36	x	—	—	3	x
Agents and Brokers	36	123	4,225	21	54	x	8	x	16	x	2	x	22	x
VERMONT														
Full-Service and Limited-Function Wholesale	120	991	36,221	85	200	4,237	94	2,109	187	6,036	206	4,518	219	4,757
Manufacturers' Sales Branches	24	189	5,633	5	36	x	12	x	50	x	23	x	65	x
Manufacturers' Sales Offices	1	1	62	—	—	—	—	—	1	x	—	—	—	—
Agents and Brokers	6	7	241	2	3	x	—	—	2	x	—	—	—	—
MIDDLE ATLANTIC														
NEW JERSEY														
Full-Service and Limited-Function Wholesale	1,841	15,768	460,600	1,653	3,218	77,967	1,096	30,422	2,997	109,913	2,763	60,089	4,051	86,990
Manufacturers' Sales Branches	232	3,946	145,561	89	946	27,328	353	10,999	1,245	60,555	792	21,810	647	16,850
Manufacturers' Sales Offices	36	336	15,123	6	68	1,918	12	535	201	11,164	—	—	—	49
Agents and Brokers	93	418	12,942	66	136	3,100	61	1,855	36	1,434	39	803	80	1,721
NEW YORK														
Full-Service and Limited-Function Wholesale	15,716	139,409	5,088,830	15,781	39,014	983,302	10,799	360,787	26,298	1,132,075	22,449	515,461	26,070	629,761
Manufacturers' Sales Branches	1,466	42,079	1,733,190	1,338	14,117	422,421	1,972	90,911	13,225	672,623	5,797	128,911	5,630	162,691
Manufacturers' Sales Offices	179	12,722	661,260	67	5,945	206,515	468	29,592	4,233	281,903	—	—	—	1,382
Agents and Brokers	3,096	17,732	633,073	2,506	8,819	245,507	1,104	69,376	3,613	201,677	591	14,785	1,099	31,119
PENNSYLVANIA														
Full-Service and Limited-Function Wholesale	5,736	44,035	1,394,012	3,379	9,643	233,214	4,744	122,234	9,927	40,198	7,807	182,610	9,505	203,630
Manufacturers' Sales Branches	719	34,463	561,232	219	3,799	115,121	777	32,204	4,941	240,143	2,312	61,370	2,430	67,007
Manufacturers' Sales Offices	338	3,041	142,697	17	1,033	31,599	171	7,931	1,664	89,443	—	—	—	102
Agents and Brokers	837	3,512	127,512	448	1,208	31,025	315	11,268	668	32,687	256	5,908	209	4,688
EAST NORTH CENTRAL														
ILLINOIS														
Full-Service and Limited-Function Wholesale	5,060	56,705	1,779,147	4,152	13,634	340,162	4,603	134,363	11,189	445,406	11,876	249,906	11,249	249,640
Manufacturers' Sales Branches	620	20,021	609,431	363	6,334	166,416	682	37,187	6,457	359,696	3,478	90,806	2,507	76,376
Manufacturers' Sales Offices	856	4,932	21,013	136	1,963	61,696	178	7,849	1,856	111,728	—	—	—	257
Agents and Brokers	1,131	5,368	228,707	741	2,182	59,119	418	18,783	1,179	57,112	196	5,078	682	18,741
INDIANA														
Full-Service and Limited-Function Wholesale	1,547	13,023	346,421	1,030	2,601	53,748	1,386	32,122	2,870	94,371	2,382	44,075	2,756	53,673
Manufacturers' Sales Branches	125	2,476	61,948	42	533	14,306	30	3,353	962	39,355	398	5,697	439	11,321
Manufacturers' Sales Offices	24	333	13,738	14	173	4,659	27	961	107	5,539	—	—	—	11
Agents and Brokers	289	809	287,754	104	286	6,473	56	1,309	133	6,430	38	715	212	5,414
MICHIGAN														
Full-Service and Limited-Function Wholesale	2,866	23,369	688,027	1,696	4,500	107,781	2,243	57,787	4,677	161,643	4,912	103,222	5,351	111,183
Manufacturers' Sales Branches	373	6,282	200,809	117	2,002	67,350	860	10,381	2,130	109,308	1,068	29,539	685	80,637
Manufacturers' Sales Offices	157	1,176	63,336	28	365	12,847	87	4,096	607	47,090	—	—	—	28
Agents and Brokers	383	1,514	57,801	156	450	11,078	58	2,114	343	20,309	140	3,699	167	3,890

(Continued)

* 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)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935.TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL
BY SELECTED TYPES OF OPERATION(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.)

AREA AND TYPE OF OPERATION	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 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	
EAST NORTH CENTRAL (Continued)												
OHIO												
Full-Service and Limited-Function												
Wholesalers	4,527	42,409	\$1,260,229	2,903	\$33,202	4,256	38,450	\$1,144,990	271	4,059	\$110,239	
Manufacturers' Sales Branches	658	12,297	454,201	890	4,564	611	10,422	379,660	77	1,875	74,241	
Manufacturers' Sales Offices	346	2,338	118,567	97	2,702	292	1,929	99,820	54	409	18,747	
Agents and Brokers	719	3,069	128,202	753	7,964	698	2,975	124,898	21	94	3,304	
WISCONSIN												
Full-Service and Limited-Function												
Wholesalers	1,729	18,473	450,972	1,233	13,768	1,635	14,233	415,975	94	1,240	34,997	
Manufacturers' Sales Branches	249	3,564	116,794	92	1,801	228	2,687	91,620	21	977	25,165	
Manufacturers' Sales Offices	59	405	19,366	20	433	50	308	12,979	9	105	5,489	
Agents and Brokers	213	861	30,566	179	1,901	204	786	27,956	9	75	2,950	
WEST NORTH CENTRAL												
IOWA												
Full-Service and Limited-Function												
Wholesalers	1,131	10,462	271,564	1,208	13,812	1,031	9,117	237,732	100	1,345	33,832	
Manufacturers' Sales Branches	129	2,132	67,070	65	1,211	157	1,666	58,970	24	102	8,102	
Manufacturers' Sales Offices	25	193	7,030	2	57	22	165	6,103	3	28	927	
Agents and Brokers	166	614	19,970	222	2,028	158	582	17,990	10	62	1,900	
KANSAS												
Full-Service and Limited-Function												
Wholesalers	746	5,973	161,461	480	5,578	680	5,331	143,285	66	642	16,176	
Manufacturers' Sales Branches	102	1,241	38,233	51	546	76	1,098	33,504	24	143	4,729	
Manufacturers' Sales Offices	16	215	7,413	1	21	15	208	7,091	3	10	332	
Agents and Brokers	103	366	10,204	107	994	96	350	9,767	7	14	417	
MINNESOTA												
Full-Service and Limited-Function												
Wholesalers	1,465	19,960	597,410	1,013	13,561	1,389	18,394	553,199	96	1,566	44,211	
Manufacturers' Sales Branches	276	4,193	141,240	186	3,041	249	3,873	130,955	27	380	10,228	
Manufacturers' Sales Offices	87	671	27,660	6	223	97	564	24,027	10	107	3,633	
Agents and Brokers	330	1,545	65,561	245	3,021	325	1,530	64,708	5	25	853	
MISSOURI												
Full-Service and Limited-Function												
Wholesalers	2,669	33,281	957,763	1,625	18,254	2,490	28,971	851,664	173	4,310	106,099	
Manufacturers' Sales Branches	464	13,349	485,536	272	4,754	414	11,903	438,215	50	1,446	44,311	
Manufacturers' Sales Offices	204	1,641	71,598	24	595	169	1,162	51,311	35	479	20,897	
Agents and Brokers	727	2,795	99,370	316	3,432	609	2,629	92,986	38	166	6,384	
NEBRASKA												
Full-Service and Limited-Function												
Wholesalers	566	6,648	193,813	380	4,828	509	5,224	154,276	57	1,424	39,537	
Manufacturers' Sales Branches	121	2,023	66,768	62	677	96	1,745	58,907	23	228	7,621	
Manufacturers' Sales Offices	18	227	7,662	--	--	15	303	6,968	3	24	614	
Agents and Brokers	190	622	27,931	424	3,310	180	745	24,964	10	77	2,967	
NORTH DAKOTA												
Full-Service and Limited-Function												
Wholesalers	205	1,811	49,540	140	1,628	196	1,696	46,728	9	115	2,812	
Manufacturers' Sales Branches	43	760	23,363	14	241	38	710	22,275	5	20	1,308	
Manufacturers' Sales Offices	4	12	437	1	25	4	12	437	--	--	--	
Agents and Brokers	13	36	1,309	8	104	12	33	1,239	1	3	90	
SOUTH DAKOTA												
Full-Service and Limited-Function												
Wholesalers	196	2,659	48,975	110	1,223	165	1,624	43,708	11	235	5,273	
Manufacturers' Sales Branches	36	458	13,193	12	197	32	433	12,923	6	25	670	
Manufacturers' Sales Offices	2	22	670	--	--	8	22	670	--	--	--	
Agents and Brokers	17	71	1,756	13	140	15	60	1,434	2	11	322	
SOUTH ATLANTIC												
DELAWARE												
Full-Service and Limited-Function												
Wholesalers	133	1,017	26,448	141	1,238	123	907	25,150	10	110	3,298	
Manufacturers' Sales Branches	23	625	27,248	5	64	22	308	10,410	1	223	16,838	
Manufacturers' Sales Offices	4	21	849	--	--	4	21	849	--	--	--	
Agents and Brokers	15	28	518	48	471	15	28	518	--	--	--	
DISTRICT OF COLUMBIA												
Full-Service and Limited-Function												
Wholesalers	418	5,981	186,972	157	1,576	400	5,783	177,430	18	258	9,542	
Manufacturers' Sales Branches	77	1,322	55,156	53	683	69	1,244	49,146	8	156	6,010	
Manufacturers' Sales Offices	42	373	15,666	4	32	39	309	13,745	4	64	1,941	
Agents and Brokers	54	222	7,933	13	215	53	209	7,756	1	13	180	
FLORIDA												
Full-Service and Limited-Function												
Wholesalers	1,018	6,473	228,843	693	6,034	973	7,662	204,634	45	791	24,209	
Manufacturers' Sales Branches	156	1,624	53,161	119	1,490	137	1,633	47,651	19	191	5,530	
Manufacturers' Sales Offices	20	123	5,355	7	19	7	116	5,008	1	5	547	
Agents and Brokers	114	366	12,364	291	2,285	111	345	11,767	3	11	697	

(Continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 3 A.-ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL
BY SELECTED TYPES OF OPERATION(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.

AREA AND TYPE OF OPERATION	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
SOUTH ATLANTIC (Continued)											
GEORGIA											
Full-Service and Limited-Function Wholesalers											
Manufacturers' Sales Branches	1,018	10,192	\$260,101	1,299	\$9,054	252	9,150	\$239,595	66	1,042	\$20,506
Manufacturers' Sales Offices	247	3,948	136,049	210	2,173	219	3,495	120,318	88	453	15,731
Agents and Brokers	106	882	33,253	26	545	87	576	24,205	19	306	11,048
	243	1,020	35,282	380	3,790	231	927	30,609	12	93	3,732
MARYLAND											
Full-Service and Limited-Function Wholesalers	1,398	11,156	221,398	615	8,540	1,163	9,390	243,535	135	1,766	47,863
Manufacturers' Sales Branches	152	3,243	102,122	130	2,110	150	2,369	92,352	22	354	13,330
Manufacturers' Sales Offices	80	366	19,969	4	56	39	271	14,305	11	115	5,664
Agents and Brokers	197	762	25,478	83	679	176	677	22,667	21	85	2,811
NORTH CAROLINA											
Full-Service and Limited-Function Wholesalers	1,076	8,064	201,159	2,639	17,385	990	7,337	186,033	86	727	15,126
Manufacturers' Sales Branches	162	1,888	62,874	44	432	146	1,753	59,725	16	75	3,138
Manufacturers' Sales Offices	45	319	12,762	17	203	43	291	12,068	2	28	714
Agents and Brokers	252	3,943	91,907	1,552	19,916	227	1,791	45,143	25	2,152	46,764
SOUTH CAROLINA											
Full-Service and Limited-Function Wholesalers	501	3,867	98,059	538	2,429	475	3,664	92,084	26	223	5,975
Manufacturers' Sales Branches	56	451	13,650	25	264	53	437	13,184	3	14	466
Manufacturers' Sales Offices	15	99	4,293	9	221	10	55	2,467	5	44	1,826
Agents and Brokers	140	1,675	32,259	190	1,569	133	1,641	31,405	7	54	864
VIRGINIA											
Full-Service and Limited-Function Wholesalers	946	9,668	268,924	1,863	13,008	873	8,266	235,153	73	1,422	33,771
Manufacturers' Sales Branches	149	1,773	56,409	45	444	133	1,567	49,260	18	206	7,349
Manufacturers' Sales Offices	26	225	8,955	10	252	22	147	5,772	4	78	3,183
Agents and Brokers	230	3,046	60,896	706	5,285	218	1,799	46,559	12	1,247	14,337
WEST VIRGINIA											
Full-Service and Limited-Function Wholesalers	706	6,210	184,319	431	4,605	672	5,822	172,968	34	368	11,331
Manufacturers' Sales Branches	101	953	34,259	42	430	64	690	31,533	17	68	2,527
Manufacturers' Sales Offices	13	221	8,046	--	--	11	218	7,966	2	3	80
Agents and Brokers	68	264	11,320	163	1,345	63	222	9,547	5	42	1,773
EAST SOUTH CENTRAL											
ALABAMA											
Full-Service and Limited-Function Wholesalers	682	6,955	175,869	486	3,976	609	5,745	149,595	73	1,210	26,274
Manufacturers' Sales Branches	106	1,306	40,223	77	956	98	1,222	37,268	10	64	2,938
Manufacturers' Sales Offices	34	222	9,421	10	155	27	195	7,982	7	27	1,469
Agents and Brokers	122	371	11,723	67	500	111	300	8,371	11	71	3,352
KENTUCKY											
Full-Service and Limited-Function Wholesalers	929	9,119	222,308	3,338	25,319	867	8,500	206,116	62	619	16,100
Manufacturers' Sales Branches	82	1,060	36,947	77	665	67	857	26,696	13	803	10,051
Manufacturers' Sales Offices	28	247	11,009	13	393	22	180	6,538	6	67	2,471
Agents and Brokers	176	2,568	46,250	2,194	20,477	165	2,393	44,567	11	175	3,663
MISSISSIPPI											
Full-Service and Limited-Function Wholesalers	400	3,129	70,915	302	2,722	376	2,914	66,412	24	215	4,503
Manufacturers' Sales Branches	43	309	8,301	27	293	36	298	8,070	5	11	231
Manufacturers' Sales Offices	5	40	1,700	4	71	4	59	1,079	1	1	21
Agents and Brokers	58	158	3,655	46	283	56	142	3,105	2	16	550
TENNESSEE											
Full-Service and Limited-Function Wholesalers	1,045	12,178	319,658	1,476	13,438	995	11,666	306,455	50	512	13,203
Manufacturers' Sales Branches	194	3,282	106,659	146	1,630	172	2,993	98,425	22	289	10,234
Manufacturers' Sales Offices	62	395	15,506	5	37	52	335	13,273	10	60	2,233
Agents and Brokers	336	1,807	53,260	568	5,067	326	1,692	50,345	10	115	2,915
WEST SOUTH CENTRAL											
ARKANSAS											
Full-Service and Limited-Function Wholesalers	517	4,244	106,397	294	2,316	473	3,835	97,404	44	409	8,993
Manufacturers' Sales Branches	49	482	12,854	40	352	42	462	12,174	7	20	680
Manufacturers' Sales Offices	10	40	1,970	--	--	8	37	1,470	2	3	100
Agents and Brokers	70	179	4,337	39	304	68	175	4,983	2	4	54
LOUISIANA											
Full-Service and Limited-Function Wholesalers	974	11,097	297,497	891	8,135	946	10,675	287,896	28	422	9,601
Manufacturers' Sales Branches	175	2,709	82,979	87	769	145	2,468	75,194	30	221	7,785
Manufacturers' Sales Offices	43	359	14,990	4	14	35	253	11,167	4	116	3,823
Agents and Brokers	201	735	22,421	116	901	168	723	21,819	3	18	608

(Continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 3-B.—NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES
ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION(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:

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			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 employees	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	
SOUTH ATLANTIC (Continued)														
GEORGIA														
Full-Service and Limited-Function Wholesalers	952	9,150	\$239,595	772	1,723	\$42,931	703	\$17,171	1,725	\$65,101	1,630	\$28,796	2,597	\$29,918
Manufacturers' Sales Branches	219	3,495	120,518	68	1,040	29,258	109	4,835	1,185	56,361	552	11,950	531	12,150
Manufacturers' Sales Offices	97	576	24,825	10	194	5,175	50	5,139	504	16,157	50	--	18	792
Agents and Brokers	231	927	30,659	116	289	8,966	35	1,310	128	4,960	171	4,514	189	2,690
MARYLAND														
Full-Service and Limited-Function Wholesalers	1,153	9,390	243,535	637	1,380	43,204	956	24,158	1,927	64,168	1,890	33,640	2,004	35,399
Manufacturers' Sales Branches	130	2,889	92,352	48	632	17,449	107	4,512	739	34,368	297	7,078	1,065	24,423
Manufacturers' Sales Offices	39	271	14,305	6	99	x	13	x	141	x	--	--	12	x
Agents and Brokers	176	677	22,627	95	265	6,854	82	2,414	97	4,672	38	602	100	1,519
NORTH CAROLINA														
Full-Service and Limited-Function Wholesalers	990	7,337	186,033	582	1,176	27,826	885	19,791	1,429	50,394	1,170	19,645	2,095	28,799
Manufacturers' Sales Branches	146	1,753	59,736	24	434	12,510	73	3,274	567	26,639	378	8,506	277	7,025
Manufacturers' Sales Offices	43	291	12,968	2	93	x	39	x	140	x	--	--	15	x
Agents and Brokers	227	1,791	45,143	80	363	11,029	82	3,941	112	3,480	460	13,136	694	8,285
SOUTH CAROLINA														
Full-Service and Limited-Function Wholesalers	475	3,654	92,094	354	645	15,203	376	8,616	759	24,696	674	11,146	856	10,703
Manufacturers' Sales Branches	55	437	13,184	3	92	2,855	11	888	147	5,547	84	1,904	100	2,127
Manufacturers' Sales Offices	10	55	2,467	--	7	x	4	x	43	x	--	--	1	x
Agents and Brokers	153	1,641	31,405	71	200	6,069	99	3,014	42	1,961	432	6,512	797	9,321
 VIRGINIA														
Full-Service and Limited-Function Wholesalers	973	8,266	235,153	853	1,421	32,973	698	18,292	1,639	63,008	1,507	28,088	2,148	31,134
Manufacturers' Sales Branches	133	1,557	49,250	37	351	10,609	51	1,812	425	19,726	318	6,947	315	7,454
Manufacturers' Sales Offices	22	147	5,772	4	14	x	14	x	106	x	--	--	9	x
Agents and Brokers	218	1,799	46,559	159	410	12,003	42	1,648	182	5,793	70	14,379	236	3,374
WEST VIRGINIA														
Full-Service and Limited-Function Wholesalers	672	5,822	172,988	500	1,041	26,057	653	15,463	1,224	50,384	1,259	25,605	1,145	22,514
Manufacturers' Sales Branches	84	890	31,632	9	208	6,725	31	1,180	321	15,299	172	4,001	149	3,831
Manufacturers' Sales Offices	11	218	7,966	5	151	x	2	x	60	x	--	--	--	--
Agents and Brokers	63	222	9,547	39	76	x	11	x	46	x	59	x	11	x
EAST SOUTH CENTRAL														
ALABAMA														
Full-Service and Limited-Function Wholesalers	609	5,745	149,595	437	1,061	26,297	556	12,796	1,098	40,781	1,102	17,157	1,491	19,955
Manufacturers' Sales Branches	97	1,222	37,285	14	259	7,627	61	2,209	397	15,573	233	4,649	249	5,869
Manufacturers' Sales Offices	28	195	7,922	1	48	x	7	x	109	x	--	--	30	x
Agents and Brokers	111	300	6,371	46	118	2,431	15	520	46	1,445	15	199	60	645
KENTUCKY														
Full-Service and Limited-Function Wholesalers	867	8,500	206,118	645	1,435	32,562	761	16,960	1,628	52,987	1,886	30,961	2,150	30,989
Manufacturers' Sales Branches	67	857	26,896	7	178	4,720	25	862	328	15,939	179	4,300	142	3,450
Manufacturers' Sales Offices	22	180	8,538	--	9	x	8	x	115	x	--	--	48	x
Agents and Brokers	165	2,393	44,897	114	407	11,729	90	2,269	120	3,048	939	11,534	723	8,435
MISSISSIPPI														
Full-Service and Limited-Function Wholesalers	376	2,914	66,412	233	494	11,908	280	6,204	537	17,770	709	9,521	671	8,174
Manufacturers' Sales Branches	38	298	8,070	2	60	x	15	x	99	x	71	x	58	x
Manufacturers' Sales Offices	4	39	1,679	1	1	x	7	x	30	x	--	--	--	--
Agents and Brokers	56	142	3,105	12	59	x	7	x	7	x	8	x	49	x
TENNESSEE														
Full-Service and Limited-Function Wholesalers	995	11,666	305,455	944	2,317	54,762	1,040	25,139	2,412	86,950	2,442	39,415	2,611	37,331
Manufacturers' Sales Branches	172	2,993	99,425	70	650	17,823	119	3,628	1,176	80,494	520	10,583	459	9,702
Manufacturers' Sales Offices	52	335	13,273	8	108	2,966	22	556	179	8,506	--	--	19	621
Agents and Brokers	326	1,692	50,345	160	477	12,908	117	3,977	186	7,976	300	4,539	452	7,560
WEST SOUTH CENTRAL														
ARKANSAS														
Full-Service and Limited-Function Wholesalers	473	3,835	97,404	275	646	14,926	443	10,970	897	30,781	908	13,993	674	9,865
Manufacturers' Sales Branches	42	462	12,174	5	92	2,288	19	631	122	4,464	111	2,288	107	2,150
Manufacturers' Sales Offices	6	37	1,470	2	7	x	--	--	26	x	--	--	2	x
Agents and Brokers	68	175	4,583	19	73	x	5	x	52	x	7	x	18	x
LOUISIANA														
Full-Service and Limited-Function Wholesalers	946	10,675	287,896	846	2,402	57,650	22,734	2,123	73,699	2,246	36,204	2,204	32,190	
Manufacturers' Sales Branches	145	2,488	75,194	44	573	15,018	22	3,312	704	29,670	640	13,430	445	10,094
Manufacturers' Sales Offices	39	253	11,167	2	23	x	27	x	127	x	--	--	14	x
Agents and Brokers	198	723	21,819	113	310	6,459	29	963	86	3,528	44	721	141	1,999

(Continued)

* 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)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL
BY SELECTED TYPES OF OPERATION

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.

AREA AND TYPE OF OPERATION	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	Pay roll for week	Number of estab- lishments	Full-time employees	Pay roll for week	Number of estab- lishments	Full-time employees	
		Number	Pay roll for week	Number						Number	Pay roll for week
WEST SOUTH CENTRAL (Continued)											
OKLAHOMA											
Full-Service and Limited-Function Wholesalers	984	7,089	\$196,493	644	\$6,485	296	6,003	\$168,043	98	1,096	\$28,456
Manufacturers' Sales Branches	135	1,443	85,023	64	808	105	1,459	98,928	30	215	6,095
Manufacturers' Sales Offices	59	252	9,032	9	161	37	227	8,409	2	25	623
Agents and Brokers	120	501	15,023	183	1,266	111	450	12,660	9	51	2,663
TEXAS											
Full-Service and Limited-Function Wholesalers	2,859	28,488	714,933	2,942	25,062	2,671	26,359	657,807	188	2,126	57,126
Manufacturers' Sales Branches	523	6,734	225,015	237	2,916	446	6,015	201,147	77	719	23,568
Manufacturers' Sales Offices	155	1,038	36,068	20	269	120	660	27,334	35	345	10,734
Agents and Brokers	484	1,511	47,364	242	2,576	412	1,908	43,666	12	143	3,698
MOUNTAIN											
ARIZONA											
Full-Service and Limited-Function Wholesalers	220	1,523	43,124	140	1,552	211	1,464	41,869	9	59	1,536
Manufacturers' Sales Branches	39	234	7,927	23	289	37	216	7,143	2	18	784
Manufacturers' Sales Offices	5	12	584	1	33	5	12	584	--	--	--
Agents and Brokers	24	61	1,855	10	70	23	59	1,740	1	2	115
COLORADO											
Full-Service and Limited-Function Wholesalers	668	5,871	162,284	474	5,302	611	4,985	139,738	57	586	22,546
Manufacturers' Sales Branches	135	1,974	59,108	51	464	116	1,309	48,814	19	265	10,194
Manufacturers' Sales Offices	47	312	11,315	5	5	37	244	9,145	10	66	2,166
Agents and Brokers	132	535	20,360	119	1,421	124	492	18,528	8	43	1,832
IDAHO											
Full-Service and Limited-Function Wholesalers	195	1,377	37,979	173	2,076	179	1,164	32,693	16	213	5,286
Manufacturers' Sales Branches	29	114	3,906	15	144	27	109	3,732	2	5	174
Manufacturers' Sales Offices	1	5	197	--	--	1	5	197	--	--	--
Agents and Brokers	16	46	1,264	17	1,612	15	42	1,084	1	4	180
MONTANA											
Full-Service and Limited-Function Wholesalers	227	2,129	55,135	144	2,073	211	1,866	56,992	16	253	6,143
Manufacturers' Sales Branches	50	449	14,942	25	275	47	438	14,447	3	11	425
Manufacturers' Sales Offices	4	15	574	--	--	3	12	474	1	3	100
Agents and Brokers	34	77	3,319	31	81	71	3,174	3	6	172	
NEVADA											
Full-Service and Limited-Function Wholesalers	67	366	12,193	45	541	56	301	10,008	11	65	2,185
Manufacturers' Sales Branches	7	20	673	--	--	7	20	673	--	--	--
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	2	3	44	--	--	2	3	44	--	--	--
NEW MEXICO											
Full-Service and Limited-Function Wholesalers	132	974	28,642	37	446	122	815	24,183	10	159	4,459
Manufacturers' Sales Branches	13	46	1,466	3	28	10	36	1,123	3	10	343
Manufacturers' Sales Offices	3	1	40	2	101	3	1	40	--	--	--
Agents and Brokers	9	20	874	7	102	9	20	874	--	--	--
UTAH											
Full-Service and Limited-Function Wholesalers	343	3,210	95,136	263	3,466	327	3,008	89,222	16	202	6,914
Manufacturers' Sales Branches	70	875	28,815	36	422	63	825	27,497	7	50	1,516
Manufacturers' Sales Offices	23	155	5,336	2	16	21	107	3,954	2	48	1,382
Agents and Brokers	73	251	8,746	55	812	66	236	8,114	7	15	632
WYOMING											
Full-Service and Limited-Function Wholesalers	82	468	14,046	47	519	71	387	12,230	11	81	1,616
Manufacturers' Sales Branches	13	61	1,949	6	76	11	54	1,693	2	7	226
Manufacturers' Sales Offices	1	1	46	--	--	--	--	--	1	1	46
Agents and Brokers	4	11	279	11	45	4	11	279	--	--	--

(Continued)

CENSUS OF BUSINESS TABLE 3-B.—NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES
WHOLESALE DISTRIBUTION: 1935 ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(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.

AREA AND TYPE OF OPERATION	Establishments analyzed (See Table 3-A.)			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 pay roll	Full-time 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	
				Number of executives**										
WEST SOUTH CENTRAL (Continued)														
LOUISIANA														
Full-Service and Limited-Function														
Wholesalers	896	6,003	\$168,043	394	1,111	\$28,416	616	\$15,861	1,437	\$52,002	1,305	\$23,767	1,139	\$21,508
Manufacturers' Sales Branches	105	1,428	48,928	34	355	9,888	45	1,746	491	21,412	263	6,440	240	6,423
Manufacturers' Sales Offices	37	227	8,409	2	85	x 21	x 116	x	x	x	x	x	3	x
Agents and Brokers	111	450	12,660	40	148	3,176	26	690	128	4,165	19	394	89	1,430
TEXAS														
Full-Service and Limited-Function														
Wholesalers	2,671	26,359	657,607	1,596	4,718	118,060	2,065	51,376	5,192	179,690	4,737	85,719	6,051	101,888
Manufacturers' Sales Branches	446	6,015	201,147	136	1,822	41,952	222	8,560	1,972	89,380	1,253	26,904	910	23,261
Manufacturers' Sales Offices	120	660	27,334	17	218	5,328	42	1,011	335	17,918	--	--	48	1,699
Agents and Brokers	412	1,368	43,666	160	522	13,572	63	1,921	291	11,437	79	1,355	203	3,668
MOUNTAIN														
ARIZONA														
Full-Service and Limited-Function														
Wholesalers	211	1,464	41,586	113	267	7,030	192	4,795	248	8,999	258	5,234	386	6,576
Manufacturers' Sales Branches	37	216	7,143	11	40	x	14	x 74	x 40	x	x	x	37	x
Manufacturers' Sales Offices	5	13	594	--	2	x	--	x 10	x	x	x	x	--	--
Agents and Brokers	23	59	1,740	3	21	x 4	x	x 14	x 8	x	x	x	9	x
COLORADO														
Full-Service and Limited-Function														
Wholesalers	611	4,985	139,738	444	1,138	26,305	420	10,094	976	35,126	1,048	19,608	969	19,576
Manufacturers' Sales Branches	116	1,309	48,914	40	422	13,417	44	1,507	465	21,953	219	5,505	119	3,559
Manufacturers' Sales Offices	37	244	9,148	--	22	x 30	x	121	x	x	x	x	11	x
Agents and Brokers	124	492	16,528	22	167	3,879	26	965	106	4,974	32	724	79	2,293
IDAHO														
Full-Service and Limited-Function														
Wholesalers	179	1,164	32,693	100	201	5,120	128	3,171	172	5,855	340	7,785	223	4,737
Manufacturers' Sales Branches	27	109	3,732	3	24	x	5	x 38	x	x	x	x	19	x
Manufacturers' Sales Offices	1	8	197	--	--	--	--	--	5	x	--	--	--	--
Agents and Brokers	15	42	1,084	5	14	x 1	x	5	x 6	x	x	x	11	x
MONTANA														
Full-Service and Limited-Function														
Wholesalers	211	1,866	58,992	185	396	9,713	266	7,356	364	13,338	380	8,948	275	7,042
Manufacturers' Sales Branches	47	438	14,447	12	110	2,967	9	376	126	5,553	74	1,966	107	2,499
Manufacturers' Sales Offices	3	12	474	--	3	x 2	x	7	x	x	x	x	--	--
Agents and Brokers	31	71	3,147	27	26	x	--	--	12	x 3	x 3	x	3	x
NEVADA														
Full-Service and Limited-Function														
Wholesalers	56	301	10,008	31	68	2,115	27	911	60	2,038	49	1,307	66	1,624
Manufacturers' Sales Branches	7	20	673	--	3	x 2	x	8	x 5	x	x	x	2	x
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	2	3	44	--	1	x	--	--	--	--	--	--	2	x
NEW MEXICO														
Full-Service and Limited-Function														
Wholesalers	122	615	24,183	51	151	4,000	129	3,309	156	5,978	216	4,421	112	2,267
Manufacturers' Sales Branches	10	36	1,123	--	7	x 3	x	9	x 3	x	x	x	14	x
Manufacturers' Sales Offices	5	1	40	--	--	--	--	--	1	x	--	--	--	--
Agents and Brokers	9	20	874	7	6	x	--	--	7	x	--	--	--	--
UTAH														
Full-Service and Limited-Function														
Wholesalers	327	3,006	89,282	265	703	16,710	290	7,459	620	24,181	708	14,530	422	9,353
Manufacturers' Sales Branches	63	825	27,497	36	267	6,801	25	746	226	9,948	141	3,426	128	3,510
Manufacturers' Sales Offices	21	107	3,954	--	43	x 13	x	47	x	x	x	x	4	x
Agents and Brokers	66	236	8,114	34	77	x 8	x	48	x	x	x	x	25	x
WYOMING														
Full-Service and Limited-Function														
Wholesalers	71	387	12,230	27	70	1,910	30	1,010	87	3,368	95	2,159	76	2,056
Manufacturers' Sales Branches	11	54	1,623	--	17	x	--	--	12	x	15	x	12	x
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	4	11	279	5	1	x	--	--	1	x 2	x	x	2	x

(Continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL
BY SELECTED TYPES OF OPERATION

(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.)

AREA AND TYPE OF OPERATION	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
PACIFIC											
CALIFORNIA											
Full-Service and Limited-Function Wholesalers	6,213	56,568	\$1,771,840	4,125	\$59,409	5,984	51,355	\$1,621,240	339	5,213	\$150,600
Manufacturers' Sales Branches	1,071	16,947	641,607	610	9,123	978	14,994	583,200	93	1,553	58,407
Manufacturers' Sales Offices	290	2,150	94,661	33	608	226	1,490	66,726	64	660	27,935
Agents and Brokers	1,068	3,859	146,427	542	6,395	1,036	3,546	136,081	32	283	10,346
OREGON											
Full-Service and Limited-Function Wholesalers	701	6,203	193,068	404	4,765	664	5,552	175,434	37	651	18,534
Manufacturers' Sales Branches	150	1,925	72,018	59	709	141	1,790	68,296	9	135	3,722
Manufacturers' Sales Offices	32	173	6,542	2	103	24	109	4,214	8	64	2,328
Agents and Brokers	124	439	15,755	37	442	116	398	15,253	8	41	502
WASHINGTON											
Full-Service and Limited-Function Wholesalers	1,327	12,006	360,125	935	12,661	1,245	11,011	351,982	82	995	28,243
Manufacturers' Sales Branches	264	3,125	112,479	119	1,703	249	2,917	104,859	15	212	7,650
Manufacturers' Sales Offices	55	290	11,971	3	122	43	161	7,859	12	109	4,112
Agents and Brokers	300	1,085	40,530	126	1,233	290	980	26,668	10	135	1,862

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 3-B. NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES
ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(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.

AREA AND TYPE OF OPERATION	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
PACIFIC														
CALIFORNIA														
Full-Service and Limited-Function Wholesalers	5,684	51,385	\$1,621,240	3,143	11,216	\$300,334	5,300	\$156,035	10,686	\$395,907	10,210	\$239,417	10,660	\$256,068
Manufacturers' Sales Branches	978	14,994	583,200	390	4,314	127,691	573	24,579	5,117	262,643	2,602	67,047	1,998	59,152
Manufacturers' Sales Offices	226	1,490	66,726	36	614	13,362	129	4,771	678	40,817	--	--	133	3,801
Agents and Brokers	1,036	3,546	136,081	407	1,417	36,869	303	10,946	621	37,198	212	4,624	386	9,888
OREGON														
Full-Service and Limited-Function Wholesalers	664	5,552	175,434	468	1,898	33,670	548	15,909	1,109	40,833	1,303	30,530	656	21,096
Manufacturers' Sales Branches	141	1,790	68,596	39	524	18,148	69	3,691	647	29,320	313	8,196	298	9,578
Manufacturers' Sales Offices	24	109	4,214	2	43	x	13	x	46	x	--	--	5	x
Agents and Brokers	116	398	15,253	69	163	4,447	20	586	98	4,020	26	672	22	694
WASHINGTON														
Full-Service and Limited-Function Wholesalers	1,245	11,011	351,882	913	2,805	64,691	1,076	30,453	2,010	80,248	2,391	54,948	2,116	59,031
Manufacturers' Sales Branches	249	2,917	104,659	58	753	21,186	160	5,711	1,003	47,860	563	14,826	360	10,400
Manufacturers' Sales Offices	43	121	7,859	4	57	x	10	x	103	x	--	--	2	x
Agents and Brokers	290	950	35,668	171	442	12,671	48	1,866	163	6,631	42	1,044	64	2,302

* 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)

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935 TABLE 3.A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(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.)

AREA AND TYPE OF OPERATION	Total, all establishments				Establishments analyzed in Table 3.B				Establishments not analyzed in Table 3.B				
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week	Number	Pay roll for week			
BALTIMORE, MARYLAND													
Full-Service and Limited-Function													
Wholesalers	1,043	9,693	\$227,122	893	\$6,416	930	8,105	\$213,662	113	1,588	\$43,463		
Manufacturers' Sales Branches	126	3,042	100,313	121	2,017	107	2,703	86,941	19	339	10,377		
Manufacturers' Sales Offices	47	371	19,370	4	56	37	265	14,076	10	106	5,294		
Agents and Brokers	172	616	21,666	59	154	549	19,108	18	67	2,861			
BOSTON, MASSACHUSETTS													
Full-Service and Limited-Function													
Wholesalers	1,623	20,589	693,470	909	12,741	1,741	16,976	645,539	82	1,613	47,931		
Manufacturers' Sales Branches	324	6,883	228,528	116	1,465	232	5,397	210,498	32	466	78,430		
Manufacturers' Sales Offices	187	1,553	71,325	6	128	162	1,235	56,695	25	318	14,630		
Agents and Brokers	495	1,930	81,515	110	1,289	481	1,760	73,083	14	170	8,432		
BUFFALO, NEW YORK													
Full-Service and Limited-Function													
Wholesalers	520	5,719	171,887	286	4,640	494	5,346	189,966	26	373	11,921		
Manufacturers' Sales Branches	114	1,899	69,467	101	1,459	94	1,680	59,615	20	279	9,655		
Manufacturers' Sales Offices	72	823	19,903	6	178	62	426	16,968	10	77	2,943		
Agents and Brokers	101	72	426	17,468	36	454	98	415	16,928	3	11	540	
CHICAGO, ILLINOIS													
Full-Service and Limited-Function													
Wholesalers	3,653	50,307	1,650,982	2,506	37,991	3,448	46,672	1,519,908	208	3,635	131,077		
Manufacturers' Sales Branches	695	20,391	639,632	416	6,609	628	18,226	720,281	67	2,165	89,371		
Manufacturers' Sales Offices	396	5,457	261,274	74	1,468	340	4,309	211,730	56	1,148	49,256		
Agents and Brokers	1,000	4,879	16,177	428	7,789	971	4,721	202,949	89	158	7,584		
CLEVELAND, OHIO													
Full-Service and Limited-Function													
Wholesalers	1,191	13,097	426,223	712	8,121	1,123	11,434	374,452	69	1,663	53,771		
Manufacturers' Sales Branches	228	5,075	204,306	130	2,803	205	4,094	163,911	23	961	40,398		
Manufacturers' Sales Offices	167	1,136	59,586	12	221	142	964	31,489	25	172	8,068		
Agents and Brokers	284	1,224	55,927	153	1,849	879	1,199	54,627	5	25	1,930		
DETROIT, MICHIGAN													
Full-Service and Limited-Function													
Wholesalers	1,407	15,011	473,622	1,139	14,380	1,325	13,716	436,946	82	1,295	36,684		
Manufacturers' Sales Branches	226	4,476	121,945	73	1,767	211	4,077	166,671	25	329	15,294		
Manufacturers' Sales Offices	156	1,026	56,952	9	156	136	864	49,485	20	162	7,470		
Agents and Brokers	288	1,073	48,583	134	1,790	281	1,054	47,944	7	19	6,939		
LOS ANGELES, CALIFORNIA													
Full-Service and Limited-Function													
Wholesalers	2,246	23,232	706,836	1,517	22,184	2,143	21,592	657,406	103	1,731	49,428		
Manufacturers' Sales Branches	371	6,043	229,849	180	2,746	333	5,539	210,394	38	504	19,155		
Manufacturers' Sales Offices	109	741	31,547	8	124	91	470	21,097	18	271	10,450		
Agents and Brokers	471	1,689	64,918	195	2,058	460	1,571	60,587	11	118	4,331		
MILWAUKEE, WISCONSIN													
Full-Service and Limited-Function													
Wholesalers	711	8,066	249,021	519	6,007	679	7,446	230,395	35	620	18,626		
Manufacturers' Sales Branches	113	2,732	86,031	32	400	99	1,908	64,125	14	824	23,906		
Manufacturers' Sales Offices	51	363	14,226	10	325	45	266	10,897	6	97	3,369		
Agents and Brokers	165	639	24,373	111	1,341	157	568	21,967	8	71	2,406		
NEW YORK CITY													
Full-Service and Limited-Function													
Wholesalers	13,665	127,969	4,776,064	4,613	73,031	12,936	116,362	4,346,946	729	11,607	427,116		
Manufacturers' Sales Branches	1,026	39,735	1,469,351	383	8,456	1,004	38,066	1,425,943	91	4,667	183,448		
Manufacturers' Sales Offices	709	11,928	645,996	185	4,701	638	10,130	557,420	71	1,798	86,876		
Agents and Brokers	2,924	18,830	902,576	843	13,646	2,840	16,618	799,127	144	2,012	103,449		
PHILADELPHIA, PENNSYLVANIA													
Full-Service and Limited-Function													
Wholesalers	2,335	21,961	712,716	1,276	17,978	2,188	19,862	645,163	147	2,079	67,853		
Manufacturers' Sales Branches	337	6,433	333,277	190	2,742	298	7,179	284,043	43	1,264	49,234		
Manufacturers' Sales Offices	233	1,335	92,378	36	580	199	1,460	71,552	34	475	20,626		
Agents and Brokers	550	2,216	94,217	261	3,354	534	1,979	80,168	16	237	14,049		
PITTSBURGH, PENNSYLVANIA													
Full-Service and Limited-Function													
Wholesalers	834	9,175	283,147	458	5,635	766	8,036	246,617	68	1,139	36,530		
Manufacturers' Sales Branches	190	4,069	156,696	61	693	174	3,699	141,786	16	370	14,910		
Manufacturers' Sales Offices	131	1,177	59,085	4	63	109	821	40,469	22	356	16,816		
Agents and Brokers	198	792	36,097	97	1,409	184	780	34,489	14	42	1,868		
ST. LOUIS, MISSOURI													
Full-Service and Limited-Function													
Wholesalers	1,161	16,477	547,923	682	8,546	1,078	16,225	490,179	83	2,225	57,744		
Manufacturers' Sales Branches	221	8,837	323,186	140	2,184	210	7,941	298,457	21	896	24,729		
Manufacturers' Sales Offices	122	1,000	45,193	16	511	100	672	30,516	22	328	14,677		
Agents and Brokers	324	1,074	42,488	107	1,501	320	996	39,398	14	78	3,093		
SAN FRANCISCO, CALIFORNIA													
Full-Service and Limited-Function													
Wholesalers	1,508	17,049	595,190	936	15,742	1,425	15,527	544,788	83	1,522	50,364		
Manufacturers' Sales Branches	368	7,362	296,227	234	3,365	345	6,455	265,308	41	907	34,919		
Manufacturers' Sales Offices	125	1,124	51,995	19	422	111	872	38,993	24	252	12,033		
Agents and Brokers	429	1,729	67,069	179	2,410	417	1,897	61,622	12	132	5,440		

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES
 ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative.)

In each case one week of representative employment is given.

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

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)		Number of executives*	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 employees		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	
		Full-time pay roll for week*												
BALTIMORE, MARYLAND														
Full-Service and Limited-Function	970	8,105	\$213,642	57	1,780	\$78,678	846	\$21,394	1,603	\$55,397	1,615	\$29,665	1,704	\$30,210
Wholesalers	100	2,703	86,943	43	600	16,579	97	4,161	677	32,233	674	6,495	1,011	23,281
Manufacturers' Sales Branches	37	265	14,076	x	x	x	x	x	x	--	--	--	x	--
Manufacturers' Sales Offices	154	549	19,105	81	199	5,316	71	1,910	92	4,487	34	521	72	1,248
Agents and Brokers														
BOSTON, MASSACHUSETTS														
Full-Service and Limited-Function	1,741	18,976	645,539	1,771	4,470	111,651	2,822	68,348	3,485	143,241	3,647	89,273	3,721	78,403
Wholesalers	232	5,357	210,496	90	1,576	44,941	232	11,928	1,810	97,258	917	23,112	922	20,402
Manufacturers' Sales Branches	162	1,203	65,979	33	311	14,606	96	3,604	159	35,136	--	--	46	2,122
Manufacturers' Sales Offices	461	1,760	73,083	270	692	16,661	145	6,254	458	20,649	84	2,104	111	2,896
Agents and Brokers														
BUFFALO, NEW YORK														
Full-Service and Limited-Function	494	5,346	159,966	465	1,215	27,668	402	10,866	1,005	35,984	1,064	23,001	1,195	27,676
Wholesalers	94	1,620	59,812	22	464	14,312	27	2,897	570	27,492	232	7,691	193	5,566
Manufacturers' Sales Branches	62	486	16,968	10	194	4,497	27	920	190	9,782	--	--	15	680
Manufacturers' Sales Offices	98	415	16,928	61	148	3,630	48	2,177	69	3,290	35	830	34	944
Agents and Brokers														
CHICAGO, ILLINOIS														
Full-Service and Limited-Function	3,448	46,672	1,519,905	3,442	11,890	302,797	3,591	111,518	8,352	374,299	3,790	209,328	6,179	204,090
Wholesalers	390	4,309	211,720	135	1,936	60,982	178	8,747	1,806	109,389	--	--	254	9,978
Manufacturers' Sales Branches	941	4,721	209,949	695	1,899	53,037	402	18,370	1,068	52,886	158	3,964	502	14,741
Manufacturers' Sales Offices														
Agents and Brokers														
CLEVELAND, OHIO														
Full-Service and Limited-Function	1,123	11,434	374,452	1,054	2,467	61,245	784	23,729	8,442	104,190	2,710	60,981	1,977	44,491
Wholesalers	205	4,094	165,911	130	1,268	38,590	142	6,012	1,395	76,232	574	14,838	565	17,730
Manufacturers' Sales Branches	142	964	51,488	89	336	9,729	50	2,770	469	27,074	--	--	50	1,078
Manufacturers' Sales Offices	279	1,199	54,827	196	454	11,840	90	3,502	301	14,666	83	2,274	86	2,536
Agents and Brokers														
DETROIT, MICHIGAN														
Full-Service and Limited-Function	1,328	13,716	436,948	1,037	2,868	72,682	1,286	33,424	2,648	115,374	3,005	67,492	2,942	65,096
Wholesalers	211	4,077	166,671	46	1,147	37,854	200	8,083	1,538	82,443	707	19,619	442	13,631
Manufacturers' Sales Branches	136	864	49,482	22	299	10,654	73	3,599	30	30,782	--	--	88	2,193
Manufacturers' Sales Offices	281	1,054	47,944	126	372	9,608	46	2,174	293	16,628	104	2,740	113	2,940
Agents and Brokers														
LOS ANGELES, CALIFORNIA														
Full-Service and Limited-Function	2,143	21,992	857,408	1,322	4,475	117,328	2,163	64,605	4,640	161,994	4,379	98,212	4,615	102,228
Wholesalers	333	3,329	210,394	141	1,508	43,213	208	8,434	1,900	97,358	990	25,192	792	21,258
Manufacturers' Sales Branches	91	470	21,097	10	156	4,081	40	1,217	224	13,697	--	--	40	1,273
Manufacturers' Sales Offices	460	1,571	60,897	192	536	13,068	174	5,985	397	17,147	100	2,006	172	4,862
Agents and Brokers														
MILWAUKEE, WISCONSIN														
Full-Service and Limited-Function	679	7,446	230,395	675	1,561	35,383	503	14,003	1,533	58,792	1,430	38,106	1,543	35,206
Wholesalers	199	1,908	64,125	125	561	13,507	100	3,864	529	24,968	332	8,444	241	7,099
Manufacturers' Sales Branches	45	266	10,857	x	x	x	x	x	x	--	--	--	--	--
Manufacturers' Sales Offices	157	568	21,967	129	171	3,976	35	1,067	96	5,601	27	486	113	3,081
Agents and Brokers														
NEW YORK CITY														
Full-Service and Limited-Function	12,336	116,362	4,349,948	13,648	33,198	875,263	8,623	306,910	21,796	973,676	16,122	423,545	20,815	522,933
Wholesalers	1,004	35,068	1,485,943	1,242	12,262	370,792	1,249	47,113	10,874	363,058	4,849	121,328	4,429	129,614
Manufacturers' Sales Branches	638	10,130	557,420	344	4,859	148,292	401	28,360	3,506	242,096	--	--	1,021	38,373
Manufacturers' Sales Offices	2,840	16,818	799,127	2,390	8,472	237,633	1,028	56,245	3,456	194,059	583	13,287	952	27,985
Agents and Brokers														
PHILADELPHIA, PENNSYLVANIA														
Full-Service and Limited-Function	2,168	19,682	645,163	1,679	4,765	117,385	1,890	52,538	3,917	179,049	3,558	77,400	4,073	87,723
Wholesalers	295	7,179	284,043	198	2,053	62,430	403	16,422	2,819	134,854	1,099	28,438	957	26,197
Manufacturers' Sales Branches	199	1,460	71,252	49	460	15,454	121	5,549	768	42,974	--	--	45	1,658
Manufacturers' Sales Offices	534	1,979	80,168	298	752	18,688	246	8,384	417	20,145	131	3,183	195	2,923
Agents and Brokers														
PITTSBURGH, PENNSYLVANIA														
Full-Service and Limited-Function	766	8,036	246,617	683	1,932	45,208	844	24,911	1,561	62,574	1,708	36,954	1,368	28,822
Wholesalers	174	3,699	141,796	51	1,038	32,338	167	7,973	1,643	64,591	669	17,910	531	14,680
Manufacturers' Sales Branches	109	821	40,469	14	335	11,410	47	1,447	393	25,094	--	--	32	1,234
Manufacturers' Sales Offices	184	760	34,499	104	301	8,409	42	1,832	180	8,748	82	1,766	41	1,191
Agents and Brokers														
ST. LOUIS, MISSOURI														
Full-Service and Limited-Function	1,078	16,252	490,179	1,208	3,695	93,083	1,268	36,659	3,156	118,403	3,302	71,121	3,289	69,366
Wholesalers	210	7,941	239,457	127	2,757	73,269	177	8,401	2,768	140,564	1,650	39,042	502	14,690
Manufacturers' Sales Branches	100	672	30,516	11	223	6,927	47	1,873	349	30,148	--	--	42	1,840
Manufacturers' Sales Offices	320	996	39,395	190	374	8,977	66	2,852	212	9,370	71	1,697	63	1,271
Agents and Brokers														
SAN FRANCISCO, CALIFORNIA														
Full-Service and Limited-Function	1,428	15,527	544,786	1,040	4,399	121,953	1,428	46,244	3,044	128,013	3,097	77,575	2,519	69,514
Wholesalers	345	6,455	263,308	159	2,170	65,988	227	11,326	2,170	117,736	1,033	26,265	697	20,996
Manufacturers' Sales Branches	111	872	38,932	34	328	8,506	87	3,548	391	21,989	--	--	74	2,028
Manufacturers' Sales Offices	417	1,697	61,629	178	744	20,001	103	4,154	332	15,907	96	2,321	145	3,676
Agents and Brokers														

* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 100 employees not analyzed by occupational groups. (See text.)

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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

WHOLESALE DISTRIBUTION

VOLUME VI

BUSINESS-SIZE GROUPS
AND
ANALYSIS OF OPERATING EXPENSES

WHOLESALE MERCHANTS
AND INDUSTRIAL DISTRIBUTORS ONLY



APRIL, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician

William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, part of the Census of Business. This volume is in three sections. In Section One, a brief analysis of the data is given together with a description of terms, methods of classification and a tabular summary (Table 1) of wholesale trade of the United States. Section Two (Table 4) analyzes net sales and operating expenses of wholesale merchants and industrial distributors, for the various kinds of business, by business size groups. In Section Three (Table 5) total operating expenses of wholesale merchants and industrial distributors are analyzed to show administrative, selling, delivery, warehouse, occupancy and other expenses separately. The data are presented by kinds of business, and are limited to establishments with sales of more than \$100,000.

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.

Section Two of this volume corresponds in part to Table 7 (Wholesale Volumes I to VII) of the 1933 Census of American Business and to Table 11 (Distribution Volume II) of the Fifteenth Census of the United States (1929).

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.

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v. 3

WHOLESALE DISTRIBUTION: 1935ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935.

It 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, corporations and "other forms" separately by types of operation and kinds of business; an analysis of multi-unit wholesalers showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a summary of the number and nature of establishments owned by Negro proprietors.

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 kinds-of-business groups (Table 1A). In a separate section 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

WHOLESALE DISTRIBUTION: 1935VOLUME VIBUSINESS SIZE GROUPS AND ANALYSIS OF OPERATING EXPENSES

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SECTION TWO

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS - This table presents the number of establishments, net sales and operating expenses for the various kinds of business of wholesale merchants and industrial distributors by business-size groups. Data are shown in summary for the United States by kinds of business in detail, followed by an analysis by areas of the 29 kind-of-business groups. For index to Table 4, see Page 31.

SECTION THREE

TABLE 5.--ANALYSIS OF OPERATING EXPENSES BY FUNCTIONAL DIVISION - In this section the operating expenses of wholesale merchants and industrial distributors whose sales in 1935 exceeded \$100,000 are analyzed to show administrative, selling, delivery, warehouse, occupancy and other expenses separately. Data are presented for 142 kinds of business in summary for the United States, and for 100 more or less homogeneous kind of business by areas. For index to Table 5, see Page 70.

WHOLESALE DISTRIBUTION: 1935VOLUME VIBUSINESS-SIZE GROUPSANDANALYSIS OF OPERATING EXPENSES

This volume, which presents for wholesale merchants and industrial distributors combined, net sales and total operating expenses by business-size groups and a functional analysis of operating expenses, is in three parts. In Section One, a brief analysis of the data is given together with an explanation of terms and methods of classification and a tabular summary (Table 1) of the Wholesale Trade data of the United States. Section Two (Table 4) analyzes net sales and total operating expenses for the various kinds of business of wholesale merchants and industrial distributors by business-size groups. In Section Three (Table 5), total operating expenses of these types of establishments are analyzed to show administrative, selling, delivery, warehouse, occupancy and other expenses separately. The data are presented by kinds of business for establishments whose sales in 1935 exceeded \$100,000.

The data in this volume are limited to wholesale merchants and industrial distributors. The importance of these two as compared with other types of wholesale establishments is apparent from a study of Table 1, Page 17. These types were selected because of their similarity and because one or both are found in every line of trade. Together they account for approximately 45 percent of the number and 35 percent of the sales of all wholesale establishments.

SECTION ONEBUSINESS-SIZE GROUPS

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. When all establishments with sales in excess of \$500,000 are considered, we find that they accounted for 55.7 percent of net sales but only 8.0 percent of the places of business.

As was to be expected, the majority of the establishments are found in the lower size groups, 37,530 or 47.3 percent reporting 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 volume.

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 the under-\$50,000 group were exactly twice those of the group over one million. The expense ratio for all kinds of business combined shows a constant but gradual decline as we move from the smaller to the larger size group, ranging from 21.0 to 10.5. The decline is at a diminishing rate, however, for the upper brackets.

A summary of the number of establishments, net sales and operating expenses by business-size groups, for all kinds of business combined, follows:

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
<u>Total, all establishments</u>	<u>79,333</u>	<u>100.0</u>	<u>\$14,817,041</u>	<u>100.0</u>	<u>\$1,973,760</u>	<u>13.3</u>
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	270,509	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	255,678	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

While it is true, in general, that expense per dollar of sales decreases 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 cost 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.

WHOLESALE DISTRIBUTION: 1935

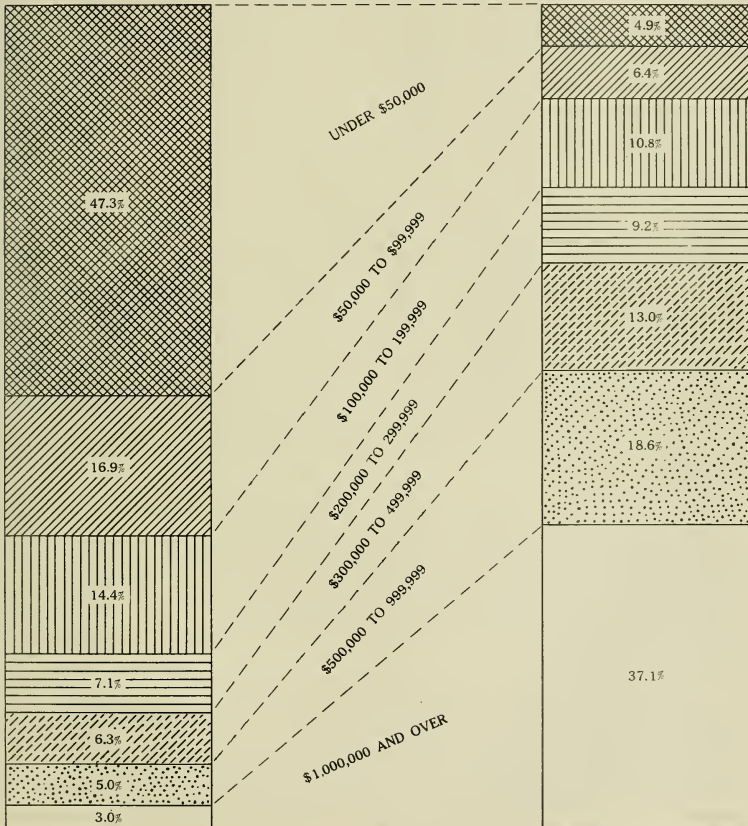
CHART 1 - ESTABLISHMENTS AND SALES OF WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS BY BUSINESS SIZE GROUPS

Number of Establishments

Total: 79,333

Net Sales

Total: \$14,817,041,000



The following tabulation shows operating expenses expressed in percent to sales for a number of more or less homogeneous trades, by business-size groups:

Business-Size Groups (based upon net sales)	Expenses (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 for 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 allowance for the services of proprietors. Persons familiar with the various trades will, no doubt, recognize some of the factors which caused the ratios to appear irregular.

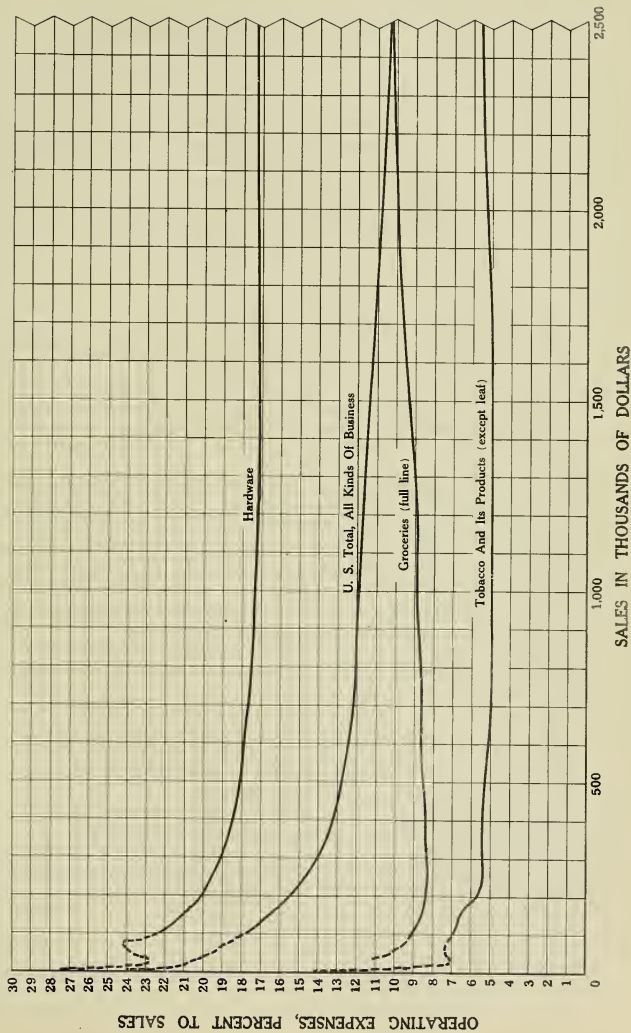
Following the United States summary in Section Two, the influence of location as well as size is studied. For the 29 kind-of-business groups, the size data are presented by geographic divisions and for the 13 largest cities. Analyzed in this fashion, the peculiarities of individual establishments tend to become apparent as well as the influence of size and location. Hence, the ratios may not follow any given pattern. Studied in this fashion, allowances should be made also for the fact that some of the 29 trade groups lack homogeneity. (See page 30.)

Some interesting facts are brought to light when the totals for the 13 largest cities are compared with those for the country as a whole. For instance, in the automotive trade (see page 41), all size groups considered together, the expense ratio for the cities is lower than for the country. This reflects the predominance of the larger establishments, particularly automobile distributors, in the urban centers because, when the various size groups are considered separately, the ratio for the cities is higher for each size group than for the country as a whole.

WHOLESALE DISTRIBUTION: 1935

CHART II-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 limited, therefore, to those with annual sales of \$100,000 or more.

Table 5 (page 71) 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 the 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. For those reporting an analysis of expenses, the ratio is lowest in the \$300,000 to \$499,999 group, after which it rises.

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

The analysis of expenses of 1,857 full-line grocery merchants by functional divisions and business-size groups follows:

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						
2 - Selling expenses			5						
3 - Delivery expenses			6						
			4						
			5						
			6						

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.

The functional analysis of operating expenses for 420 industrial distributors is presented by business-size groups below:

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						
2 - Selling expenses			5						
3 - Delivery expenses			6						
			4						
			5						
			6						

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given.

NUMBER OF ESTABLISHMENTS.--The number of establishments as shown in this volume represents the number of places of business of wholesale merchants and industrial distributors engaged primarily in marketing goods at wholesale. Each place of business of multi-unit organizations is counted separately.

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

BUSINESS SIZE GROUPS.--In this report, the size of an establishment is measured in terms of net sales. In presenting the data by trades, the establishments have been grouped by size as follows:

<u>Business-Size Group</u>	<u>Net Sales</u>
I	Under \$50,000
II	\$50,000 to \$99,999
III	\$100,000 to \$199,999
IV	\$200,000 to \$499,999
V	\$500,000 to \$999,999
VI	\$1,000,000 and over

In the United States summary, the data are presented for nine size groups, described on page 29.

OPERATING EXPENSES (TOTAL).--The total includes 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 the general administrative expenses not chargeable directly to any one 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.--Direct expenses incurred in selling the merchandise are included here. 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 travelling expenses; 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, boxing and packing costs, etc.

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 as occupancy. For most kinds of business, however, the amount of overlapping represents a minor portion of the total for either classification.

OTHER EXPENSES.--Included here are those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

TYPES OF OPERATION DEFINED

Of the 33 types of operation included in the Census of Wholesale Trade (see Table 1) only two, wholesale merchants and industrial distributors, are included in this report.

WHOLESALE MERCHANTS.--This functional type classification is a subdivision of the group referred to in other Census reports as "full-service and limited function wholesalers". 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 a 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 accounts; 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.

For Census purposes no distinction is made between the terms "wholesale merchant" and "jobber".

INDUSTRIAL DISTRIBUTORS.--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. They are found in the following kind-of-business classification: Automotive; hardware; machinery, equipment and supplies; metals and metal work (except scrap); plumbing and heating equipment and supplies; and "all other products".

KINDS OF BUSINESS

Each establishment is classified by kind business (drugs, groceries, hardware, etc.) according to the principal lines of merchandise dealt in or the usual trade designation. All wholesale merchants and industrial distributors are divided into 29 major kind-of-business groups. These 29 groups are comprised of 142 detailed classifications according to the degree of merchandise specialization. A complete list of the kinds of business appears in the United States Summary, Table 4, Page 32.

TABLE 1

This table presents in summary for the United States the number of establishments, net sales, operating expenses, personnel, pay roll and stocks; first for the 33 types of operation and then for each of 6 major types, by 29 kind-of-business groups. A study of this table reveals the importance of the two types of operation included in Tables 4 and 5.

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	
TOTALS, 1935:	176,756	42,802,913	8,163,480	97,328	1,260,553	2,022,282	1,976,337	245,925	2,067,609
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Wholesale merchants**	77,700	14,372,164	1,900,821	54,484	661,610	1,007,048	986,744	20,304	1,656,141
Voluntary-group wholesalers	128	100,569	9,402	35	3,420	5,461	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	95,475	1,313	21,334	46,461	45,347	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	11,859	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
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,135	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BIULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
Independent stations	3,680	298,627	37,147	3,078	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
AGENTS AND BROKERS	19,147	8,908,076	256,749	14,950	69,285	129,866	125,415	4,451	89,565
Auction companies	609	382,857	10,632	630	6,886	6,094	4,740	1,354	2,716
Brokers	3,922	2,889,546	39,411	3,255	9,883	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	308	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	769,619	44,092	6,557	14,300	23,995	22,906	1,089	12,902
Selling agents	1,712	1,439,710	63,412	868	11,759	31,228	30,802	426	25,175
Other agents	930	275,774	6,783	293	2,355	4,533	4,506	27	192
ASSEMBLERS	26,515	2,465,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Country buyers of farm products	10,813	646,147	32,981	10,635	21,028	14,795	12,584	2,211	86,633
Cream stations	3,619	29,854	1,479	2,829	2,232	1,033	882	151	222
Cooperative marketing associations	2,117	955,727	60,318	--	22,692	23,406	20,504	2,902	58,597
Elevators (grain)	8,445	600,363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Packers and shippers	1,504	230,930	41,320	1,070	25,262	20,007	15,083	4,919	5,982
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and Sporting Goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Cameras and motion picture eqpt. & spls.	74	4,897	1,033	44	4,077	624	606	18	918
Moving picture films	191	38,268	6,063	43	1,623	3,447	3,396	51	1,420
Sporting goods (full line)	134	17,080	3,631	78	1,275	1,982	1,963	19	4,053
Toys, novelties and fireworks	461	35,393	6,974	349	2,543	4,102	3,987	115	5,166
All other	208	21,467	5,607	127	1,228	1,937	1,859	78	2,569
Automotive	5,672	790,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Automobiles and other motor vehicles	399	378,726	36,001	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
Beer, Wines and Liquors	5,496	698,511	91,614	4,298	31,380	43,682	42,485	1,197	55,043
Beer and other fermented malt liquors	4,016	281,299	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
Chemicals and Paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,585
Dyestuffs	57	15,616	4,160	18	475	1,694	1,690	4	1,597
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
Naval stores	36	33,149	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	14,884	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. ** Figures differ from those shown in other volumes by the amounts appearing for cash and carry wholesalers.

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- lishments	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 WHOLESALES (continued)									
Clothing and Furnishings	3,960	\$648,881	\$88,577	3,177	25,383	\$46,350	\$45,761	\$589	\$73,455
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	613	1,846	1,800	46	3,772
Hosiery	202	35,657	3,942	173	1,140	1,909	1,876	33	3,351
Millinery and millinery supplies	360	42,161	7,095	236	2,221	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	6,588	6,477	51	16,916
Coal and Coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	895	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	808	13,206
Drug specialties	342	29,554	4,844	229	1,964	2,701	2,665	36	3,998
Patent medicine	215	21,995	4,110	111	1,110	1,698	1,655	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	2,427	22,652	43,398	42,919	479	118,548
Notions	915	96,798	17,876	712	6,082	10,387	10,251	136	16,740
Piece goods	1,873	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	184,233	28,933	35	8,405	14,787	14,697	90	26,669
Apparatus and equipment	199	20,931	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction material	734	76,869	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	253	518,244	34,897	206	2,408	5,204	5,062	142	56,582
Wool	474	483,949	27,060	234	5,868	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	24,866
Horses and mules	9	1,056	148	13	29	36	36	--	85
Livestock	26	2,537	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	223	879	877	2	9,289
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,156	3,801	1,355	25,532
Wool and mohair	125	156,173	9,261	121	1,439	3,442	3,313	129	24,887
All other	178	69,835	5,500	113	1,856	2,329	2,243	86	7,545
Farm Products - consumer goods	11,198	1,341,059	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	37,469	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	35,613	47,973	46,133	1,840	22,899
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	32,213
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,244
Fertilizer	78	32,015	3,289	50	568	1,006	970	36	2,909
Seeds	354	90,759	16,948	186	6,290	8,348	7,822	466	18,289
All other	50	9,870	962	23	363	444	416	28	771
Furniture and House Furnishings	1,959	243,457	43,346	1,335	13,978	23,106	22,327	569	50,742
China, glassware and crockery	321	33,497	8,226	196	8,728	4,577	4,538	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)	794	69,327	11,151	643	3,878	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	3,865
General Merchandise	209	361,647	28,076	122	9,266	13,942	13,788	160	34,052
Groceries (full line)	3,833	1,953,768	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 propriet- ors 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)											
Groceries and Foods (specialty lines)	12,156	\$1,682,961	\$209,791	10,454	79,646	\$106,429	\$105,836	\$2,591	\$132,611		
Canned goods	291	77,222	10,556	222	2,508	4,280	4,280	--	9,754		
Coffee, tea and spices	364	220,488	36,029	591	11,631	18,547	18,400	147	25,493		
Confectionery	2,070	111,867	15,447	1,966	6,838	7,602	7,361	221	9,198		
Fish and sea foods	1,285	120,054	28,337	1,078	8,497	11,481	10,925	556	6,310		
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005		
Meats and meat products	2,218	441,852	46,654	2,171	16,283	24,847	24,415	432	12,583		
Soft drinks	429	20,615	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	3,938		
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	154	30,741	46,178	45,851	327	106,980		
Hardware (full line)	610	367,020	69,255	437	27,967	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	1,600	29,198	5,230	110	1,044	2,542	2,463	59	4,045		
Diamonds and other precious stones	274	27,732	3,256	280	3,577	1,272	1,252	20	15,759		
Other jewelry specialties	753	53,834	9,578	611	3,098	5,354	5,284	70	13,141		
Optical goods	365	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	63,552		
Builders' supplies (full line)	504	76,051	16,162	212	5,758	8,740	8,134	606	10,733		
Lumber and shorth	1,597	339,032	46,013	701	15,170	24,356	23,653	723	41,410		
Erick, tile and terra cotta	113	9,732	1,822	48	377	343	306	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	37,140	95,410	95,625	1,785	157,474		
Commercial motory, . eqpt. and apls.											
Office (except furniture)	194	14,308	4,194	131	1,556	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	161	2,618	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	18,726		
Belting, hose and packing	168	12,281	3,032	65	959	1,779	1,750	29	1,970		
Power transmission equipment	66	6,778	1,610	21	630	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	1,652	41	603	1,091	1,077	14	2,259		
Mining and quarrying	87	11,284	2,098	37	717	1,210	1,183	27	2,586		
Oil, well and oil refining	959	152,273	16,799	157	4,650	8,163	7,869	274	27,168		
Power plant	65	5,806	1,328	40	444	799	771	28	867		
Textile	46	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	2,418	4,120	4,100	20	6,405		
Surgical, medical and hospital	203	26,033	7,410	78	2,313	4,286	4,253	23	4,451		
All other	252	30,121	7,513	139	2,953	3,999	3,937	62	7,021		
Service equipment and supplies											
Barber and beauty parlor	645	36,348	12,063	470	4,495	6,733	6,664	69	7,836		
Laundry	138	21,768	4,802	35	1,276	2,581	2,561	30	2,688		
Upholsterers'	200	26,636	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	16,988	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	626	1,361	1,301	60	3,313		

(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	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALES (continued)									
Metals and Metal Work (except scrap)	810	3281,996	337,315	307	10,623	\$19,384	\$19,026	\$288	\$39,939
Iron and steel (except structural)	345	114,894	20,572	121	5,078	9,394	9,215	79	16,713
Structural iron and steel	95	19,955	3,277	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	6,255	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	12,937
Paper and Its Products	2,549	409,335	74,843	1,417	25,605	44,489	43,357	502	57,533
Wrapping or coarse paper and products	1,572	291,576	49,837	914	17,307	30,143	29,859	260	39,520
Fine or printing and writing paper	211	62,540	11,153	54	3,197	6,764	6,730	34	8,669
Stationery and stationery supplies	504	35,209	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	369	4,437	8,089	7,977	112	6,485
Plumbing and Heating apt. and Spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Plumbing and heating (full line)	508	119,662	22,480	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 spls.	865	86,445	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	399,654	58,093	4,405	29,461	30,482	29,230	1,252	34,117
Iron and steel scrap	1,456	166,181	20,751	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	2,487	175	753	1,153	1,122	31	1,451
All Other Products	4,194	550,233	72,850	3,052	26,352	39,250	38,275	975	69,711
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	5,043	482	1,934	2,593	2,513	80	1,367
Forest products (except lumber)	550	80,373	8,497	437	2,873	4,492	4,354	136	8,355
Leather and leather goods	1,057	104,873	13,834	856	4,487	7,208	7,106	102	18,235
Cils and greases (animal and vegetable)	77	43,212	3,409	36	674	1,635	1,626	9	5,827
Rubber (crude)	27	62,436	2,761	5	333	1,077	1,077	--	18,255
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	3,900	115	1,183	1,999	1,949	50	4,100
Miscellaneous kinds of business	618	48,698	9,784	521	3,416	5,269	5,074	195	5,837
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)									
	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	14,865	4,485	--	992	1,414	1,405	9	2,459
Toys, novelties and fireworks	16	4,838	1,046	--	275	494	469	5	723
All other	74	39,981	5,302	--	1,718	2,686	2,684	2	4,357
Automotive	896	1,261,855	90,159	6	23,611	45,242	44,867	375	68,655
Automobiles and other motor vehicles	432	1,005,177	57,474	--	15,340	28,633	28,397	236	44,930
Automotive equipment	193	46,950	7,690	6	1,969	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, Wines and Liquors	377	265,612	37,390	6	5,284	11,533	11,468	65	19,759
Beer and other fermented malt liquors	261	68,275	13,519	6	2,697	4,979	4,954	25	2,501
Wines and liquor	116	197,337	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
Insecticides	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)

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	
MANUFACTURERS' SALES BRANCHES									
(WITH STOCKS) (continued)									
Clothing and Furnishings	345	\$282,163	\$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
Fur, dressed and fur clothing	5	622	65	4	21	41	41	--	75
Hosiery	14	15,550	1,459	--	473	747	749	--	1,429
Millinery and millinery supplies	11	1,320	244	1	77	118	117	1	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	8,756	7	7,440
Potent medicines	38	23,291	8,455	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	549,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm Products - consumer goods	327	71,570	7,555	5	4,313	7,129	7,056	73	5,257
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	4,445	--	774	1,621	1,610	11	2,598
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	1,215	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	161,858	21,418	--	4,348	8,701	8,489	212	11,090
Coffees, 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	1,544	1,269	75	573
All other	1,644	831,036	100,149	10	20,353	37,351	37,126	226	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	1,924	1,817	7	7,995
Optical goods	206	18,951	7,199	--	2,349	3,442	3,540	2	3,410
Lumber and Construction Materials	261	112,792	18,684	8	5,510	10,253	9,816	437	15,485
Builders' supplies (full line)	45	32,474	5,623	--	1,272	2,732	2,732	--	2,365
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	4,902	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.	955	108,920	34,510	1	13,308	26,701	26,572	129	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	--	8,973	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	
Machinery, Equipment and Spie. (continued)									
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	1,054	--	389	716	710	6	784
Rope, cordage and twine	18	6,863	707	--	134	339	307	32	1,754
All other	316	96,162	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	1,499	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	22,038	2,796	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	524	--	124	296	256	1	306
Textiles	20	16,068	4,911	--	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	58	11,220	2,680	--	770	1,496	1,496	--	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	31,516	9,907	6	2,471	4,680	4,673	7	4,870
Transportation equipment and supplies	9	2,911	940	--	161	516	516	--	242
Metals and Metal Work (except scrap)									
Iron and steel (except structural)	271	243,350	25,966	5	7,041	12,696	12,615	70	42,027
Structural iron and steel	13	108,011	15,328	--	3,934	6,993	6,950	43	17,614
Wire, wire fence and wire rope	43	22,065	3,388	1	1,259	2,108	2,106	2	5,710
Sheet metal products	50	27,282	2,094	2	517	1,050	1,032	18	2,114
All other	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
Paper and Its Products									
Petroleum and Its Products	206	150,420	18,490	6	4,435	9,168	9,148	20	14,354
Flumbing and Heating Equipment and Spie.	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Tobacco and Its Products (except leaf)	367	102,251	21,510	8	6,313	9,701	9,461	240	17,885
All Other Products									
Books, periodicals and newspapers	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
Forest products (except lumber)	356	167,468	18,090	19	4,177	8,916	8,848	68	24,872
Leather and leather goods	48	19,531	5,493	3	1,362	2,774	2,772	2	4,999
Oils and greases (animal and vegetable)	39	12,170	1,678	1	357	707	693	14	2,017
Textiles and materials other than dry goods	90	59,745	4,259	6	942	2,141	2,118	23	8,105
Yarns	29	29,639	1,026	--	162	441	441	--	1,021
Miscellaneous kinds of business	25	19,389	2,208	--	398	1,215	1,212	1	5,045
All other	17	18,915	1,480	1	372	759	759	--	2,897
All other	118	8,079	1,966	8	564	881	853	28	788
MANUFACTURERS' SALES OFFICES									
(WITHOUT STOCKS)									
	4,196	5,620,074	239,889	149	42,895	106,093	106,266	827	--
Amusement and Sporting Goods									
Moving picture films	140	119,173	19,265	1	5,552	10,311	10,309	2	--
All other	131	84,930	12,127	--	4,069	6,444	6,442	2	--
All other	9	34,243	7,138	1	1,463	3,867	3,867	--	--
Automotive									
Beer, Wines and Liquore	36	53,549	3,575	--	688	1,687	1,686	1	--
Chemicals and Paints	37	81,280	9,248	--	928	2,470	2,470	--	--
Clothing and Furnishings	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Coal and Coke	208	101,042	7,872	52	1,886	3,823	3,784	39	--
	6	11,526	348	--	48	136	136	--	--

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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)	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)									
Drugs and Drug Sundries (specialty lines)	31	\$9,940	\$2,135	8	518	\$1,024	\$1,014	\$10	--
Dry Goods (specialty lines)	133	225,472	8,182	9	1,685	4,491	4,472	19	--
Notions	22	11,818	787	2	266	586	566	--	--
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	17,647	17,516	231	--
Commercial mech., eqpt. and sps.	316	21,647	4,823	9	1,649	3,553	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	1,221	3	--
Transportation equipment and supplies	48	59,592	2,177	4	349	1,333	1,329	4	--
Metals and Metal Work (except scrap)	476	1,021,863	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 Spis.	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	393	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	261	271	10	--
Yarns	22	46,254	1,416	--	223	681	630	51	--
Miscellaneous kinds of business	51	5,391	1,440	2	236	652	645	7	--
BULK TANK STATIONS									
Petroleum and Its Products	27,333	2,704,047	391,095	3,346	1/	1/	1/	1/	\$157,697
AGENTS AND BROKERS	18,147	890,076	256,749	14,950	68,285	129,866	125,415	4,451	69,565
Amusement and Sporting Goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Cameras and motion picture eqpt. & sps.	13	1,449	126	7	44	87	86	1	55
Moving picture films	40	4,291	1,841	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.

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)									
Beer, Wines and Liquors	73	\$21,473	\$916	49	230	\$482	\$477	\$5	\$334
Beer and other fermented malt liquors	5	95	4	5	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	564
Neval stores	35	15,199	813	15	185	403	402	1	376
Paints and varnishes	70	6,524	431	5	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	535	231,878	6,022	485	1,926	3,985	3,837	48	171
Furs, dressed and fur clothing	74	9,766	374	74	327	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)	1	1,269	68	6	25	38	34	4	24
Apparatus and equipment	17	9,387	716	113	270	417	408	9	358
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	2,376	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	164	479	947	929	38	1,290
Horses and mules	89	35,096	1,427	100	541	815	447	68	341
Livestock	1,262	1,243,651	17,437	1,391	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	766	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	949	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	96	8	32	61	61	--	39
All other	7	738	41	8	12	16	16	--	26

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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	Parttime	
AGENTS AND BROKERS (continued)									
Furnitures and House Furnishings	428	\$75,283	\$4,026	362	1,181	\$2,352	\$2,278	\$74	\$1,455
China, glassware and crockery	82	10,466	731	63	216	446	430	16	25
Floor coverings	64	16,175	917	38	244	575	553	22	1,027
Furniture (household and office)	136	24,420	1,235	123	403	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	--	180
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	350	681	676	5	77
Confectionery	40	17,339	394	35	84	210	207	3	19
Fish and sea foods	63	33,060	766	46	196	429	418	11	304
Flour	123	85,606	1,068	119	232	445	434	11	165
Meats and meat products	56	21,420	1,758	52	167	335	332	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	6,627	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	366	--	67
Hardware (specialty lines)	269	23,307	1,372	238	454	717	695	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	8,885	1,218	156	400	630	526	94	63
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	87	128	119	9	3
Glass	33	2,602	195	29	66	114	111	3	26
Sand, gravel and crushed stone	47	16,050	572	22	137	337	332	5	233
All other	43	3,539	274	26	93	149	140	9	9
Machinery, Equipment and Supplies	2,496	210,757	20,400	1,922	5,389	11,258	10,795	467	5,237
Commercial machinery, eqpt. and spls.									
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	3,904	418	61	148	251	244	7	225
Industrial equipment and supplies									
Industrial (full line)	7	2,579	217	4	65	152	152	--	31
Balting, 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
Rops, cordage and twine	37	16,198	702	22	175	454	427	7	762
All other	577	45,624	3,612	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	99	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	25	640	92	23	31	28	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 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		
Machinery, Equipment and Spls. (continued)										
Service equipment and supplies										
Barber and beauty parlor	53	\$1,235	\$254	39	87	\$104	\$100	\$4	\$31	
Laundry	15	437	67	13	28	33	32	1	36	
Upholsterers'	57	11,786	617	35	162	309	300	9	60	
All other	169	3,477	427	158	169	210	193	17	66	
Transportation equipment and supplies										
Aircraft and aeronautical	12	11,773	1,196	5	136	562	561	1	319	
Railroad	159	25,026	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	
Metals and Metal Work (except scrap)										
Iron and steel (except structural)	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324	
Structural iron and steel	173	80,922	2,775	120	564	1,317	1,274	43	926	
Wire, wire fence and wire rope	42	5,664	315	28	84	166	155	11	16	
Copper	36	3,966	249	23	78	156	148	8	93	
Sheet metal products	10	2,178	161	7	44	113	111	2	30	
Other metals and metal work	27	2,630	105	27	35	47	44	3	3	
	89	77,869	1,573	77	303	1,045	999	46	256	
Paper and Its Products										
Wrapping or coarse paper and products	250	36,989	2,014	233	542	1,064	1,055	29	162	
Fine or printing and writing paper	146	29,644	1,624	135	392	803	783	20	85	
Stationery and stationery supplies	14	6,402	259	8	50	165	164	1	4	
Wall paper	85	2,893	228	84	98	114	106	8	73	
	5	50	3	6	2	2	2	--	--	
Petroleum and Its Products										
Flaming and Heating Equipment and Spls.	109	72,733	1,729	63	327	867	841	26	144	
Flumbing and heating (full line)	427	25,790	2,680	313	888	1,462	1,409	53	636	
Heating (including stoves and ranges)	8	738	44	8	20	18	15	3	46	
Plumbing fixtures, equipment and spls.	105	4,248	586	74	201	334	324	10	82	
All other	162	13,262	1,109	129	349	585	564	21	375	
	152	7,542	941	102	318	523	506	19	133	
Tobacco and Its Products (except leaf)										
Waste Materials	9	1,529	49	10	12	26	26	--	1	
Iron and steel scrap	112	40,369	1,930	59	310	901	891	10	556	
Junk and scrap (full line)	42	25,900	1,093	17	151	535	529	6	105	
Waste paper, rags and rubber	8	684	73	8	25	27	25	2	11	
Nonferrous metals	52	10,916	569	29	108	269	267	2	264	
	10	2,869	195	5	26	70	70	--	178	
All Other Products										
Books, periodicals and newspapers	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665	
Flowers and nursery stock	289	18,215	1,854	253	1,418	1,217	1,117	100	1,059	
Forest products (except lumber)	73	9,358	1,360	35	465	749	742	7	113	
Leather and leather goods	74	36,761	1,182	54	219	691	681	10	1,824	
Oils and greases (animal and vegetable)	152	46,846	1,290	147	542	670	660	10	1,662	
Rubber (raw)	69	143,963	1,944	48	190	666	661	5	297	
Textiles and materials other than dry goods	13	72,882	862	10	69	236	236	--	2,630	
Yarns	31	18,216	367	34	56	110	108	2	89	
Miscellaneous kinds of business	112	127,649	3,304	76	409	1,318	1,304	14	877	
	271	10,700	961	250	331	545	522	23	94	
ASSEMBLERS	26,512	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150	
Form Products - raw materials										
Cotton	14,293	1,493,367	66,320	7,802	30,065	28,507	25,848	2,659	175,717	
Grain	1,360	287,608	10,913	1,216	2,060	2,588	2,319	209	37,910	
Hides, skins, and furs (raw)	8,907	745,932	35,568	2,948	17,538	17,184	15,708	1,476	56,218	
Horses and mules	453	13,555	1,151	445	661	556	465	93	1,856	
Livestock	258	9,304	792	303	383	266	241	25	497	
Tobacco (leaf)	2,476	309,774	8,207	2,270	3,707	3,299	2,941	356	2,939	
Wool and mohair	231	74,213	6,481	122	4,199	3,449	3,167	282	75,057	
All other	135	30,943	1,685	139	310	474	441	33	456	
	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	
ASSAULTERS (continued)									
Farm Products - consumer goods	10,814	\$865,968	\$87,730	7,594	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	2,290	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	29,260	2,422	376	1,322	1,170	1,019	151	1,574
Feed	375	20,438	1,834	283	1,001	890	799	91	1,185
Fertilizer	42	1,106	137	28	73	52	43	9	35
Seeds	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.

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

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



WHOLESALE DISTRIBUTION: 1935VOLUME VISECTION TWOSALES AND EXPENSES BY BUSINESS-SIZE GROUPS (TABLE 4)

The number of establishments, net sales and total operating expenses for the various kinds of business of wholesale merchants and industrial distributors 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 size 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.

For geographic divisions and for cities, the limited number of establishments necessitated presenting the data by kind-of-business groups rather than in detail. While most of these groups represent a combination of more or less homogeneous kinds of business, some are composed of trades which require varying degrees of wholesale services with a resulting marked difference in operating expenses. For example, the automotive group consists of automobiles and other motor vehicles, automotive equipment, and tires and tubes. Automobile distributors as a rule carry a small number of items with high unit value and with a high turnover rate. Such establishments normally have a large volume of sales and a low expense ratio. On the other hand, automotive equipment houses are, as a rule, required to stock a large number of items with low unit value many of which have a low rate of turnover. The sales volume of these houses is normally much lower than for automobile distributors and the expense ratio somewhat higher. When grouped together and studied by business size, the equipment houses are generally found in the lower size brackets while the distributors appear in the larger sales groups. In the intervening size classes, however, both types of houses may be found. Hence, some allowances must be made for variations in the operating expense ratios.

The data are arranged in Section Two (Table 4) as follows:

	Page
United States Summary.....	32
(142 kinds of business each subdivided by 9 business size groups)	
Kind-of-Business Groups by Geographic Divisions and Cities:	
Amusement and sporting goods.....	40
Automotive.....	41
Beer, wines and liquors.....	42
Chemicals and paints.....	43
Clothing and furnishings.....	44
Coal and coke.....	45
Drugs (full line).....	46
Drugs and drug sundries (specialty lines).....	47
Dry goods (full line).....	48
Dry goods (specialty lines).....	49
Electrical goods.....	50
Farm products-raw materials.....	51
Farm products-consumer goods.....	52
Farm supplies.....	53
Furniture and house furnishings.....	54
General merchandise.....	55
Groceries (full line).....	56
Groceries and foods (specialty lines).....	57
Hardware.....	58
Jewelry and optical goods.....	59
Lumber and construction materials.....	60
Machinery, equipment and supplies.....	61
Metals and metal work (except scrap).....	62
Paper and its products.....	63
Petroleum and its products.....	64
Plumbing and heating equipment and supplies.....	65
Tobacco and its products (except leaf).....	66
Waste materials.....	67
All other.....	68

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	\$500,000 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- % to Sales	Num-ber	Net Sales (add 000)	Ex-pen- % to Sales	Num-ber	Net Sales (add 000)	Ex-pen- % to Sales	Num-ber	Net Sales (add 000)	Ex-pen- % to Sales	Num-ber	Net Sales (add 000)	Ex-pen- % to Sales	
AMUSEMENTS AND SPORTS GOODS																
Cinema and motion picture equipment and supplies	47	11,556	2,540 22.8	32	11,929	2,025 17.0	17	19,090	2,026 10.7	2	5,596	717 12.8	6	59,465	2,021 3.4	
Boxing picture films	15	3,261	747 22.9	1	3,855	13.0	6	6,585	469 7.2	1	19,131	1,290 6.7	3	19,131	1,290 6.7	
Top, bowties and fireworks	11	2,650	672 25.6	7	2,528	705 28.1	3	2,685	469 18.6	3	2,685	469 18.6	3	2,685	469 18.6	
All other	16	3,617	727 20.0	6	3,398	438 14.6	6	3,398	438 14.6	6	3,398	438 14.6	6	3,398	438 14.6	
Automotive																
Automobile and other motor vehicles	226	84,979	12,501 22.9	185	69,474	13,569 19.5	133	99,229	12,866 14.1	76	109,031	11,022 10.1	44	189,157	14,320 7.6	
Automotive equipment	169	40,792	1,085 10.8	131	19,550	2,526 13.8	78	59,544	4,829 9.3	61	85,252	5,773 6.8	33	120,118	9,811 8.2	
Tires and tubes	15	4,546	968 21.5	13	3,176	611 19.8	10	39,622	7,029 21.4	13	19,032	3,295 19.0	10	---	---	
All other	253	61,077	9,090 15.2	293	96,671	11,623 11.7	195	104,560	11,622 11.2	107	79,819	9,356 10.6	10	25,421	4,921 9.2	
Beer, Wine and Liquors																
Beer and other fermented malt liquors	109	25,790	3,834 15.7	85	31,670	4,051 13.8	51	19,201	2,450 15.0	3	1,000	---	1	---	---	
Wine and liquors	144	35,477	4,536 12.9	106	64,001	7,172 11.2	124	99,259	9,168 10.9	58	2,000	---	3	---	---	
All other	5	1,897	358 20.2	5	1,851	300 19.3	6	4,213	782 19.4	2	25,022	4,012 16.4	10	65,439	9,850 16.1	
Chemicals and Feeds																
Dyestuffs	5	10,832	1,728 15.3	45	16,594	2,419 15.9	30	19,025	2,682 14.1	2	1,654	---	2	---	---	
Industrial chemicals	16	3,825	759 20.8	9	3,512	635 19.8	25	16,450	2,830 17.4	12	17,058	1,971 11.6	4	14,657	1,066 7.5	
Revel stone	5	1,184	126 10.6	2	894	70 8.4	6	6,272	563 9.0	1	---	---	3	---	---	
Paints and varnishes	11	7,858	1,788 24.1	12	4,708	677 14.5	5	---	---	5	---	---	2	---	---	
All other	272	66,354	9,591 14.4	254	89,278	11,820 13.9	197	135,712	15,459 13.8	61	81,232	10,489 12.9	14	79,664	8,684 10.8	
Clothing and Furnishings																
Mens and boys' furnishings (full line)	80	15,110	1,728 14.3	45	16,594	2,419 15.9	30	19,025	2,682 14.1	2	1,654	---	2	---	---	
Womens and children's	95	20,240	3,275 14.1	94	36,947	4,710 13.1	66	60,848	8,621 14.0	21	27,983	3,262 11.6	7	27,008	3,640 13.5	
Truss, dress and fur clothing	15	3,808	583 14.5	9	3,299	385 10.8	10	6,043	---	---	---	---	2	---	---	
Millinery and millinery supplies	28	6,911	1,520 19.1	7	2,612	622 23.8	5	2,417	257 10.5	1	7,000	692	2	---	---	
Shoes and other footwear	38	9,052	1,344 14.8	40	15,405	1,664 12.1	41	27,336	3,010 14.3	17	7,000	692	3	---	---	
Coat and Cots	30	6,821	1,379 20.2	33	12,816	2,263 23.0	54	25,222	3,727 14.8	21	29,996	3,913 13.1	22	108,697	8,462 8.3	
Drugs (full line)	16	3,978	544 22.5	20	17,497	2,480 14.2	70	51,257	7,168 14.0	68	91,565	11,997 13.1	39	189,665	16,130 12.4	
Drugs and Drug Sundries (specialty lines)	35	9,676	1,445 18.2	36	16,025	2,566 16.2	70	51,252	2,924 22.7	5	5,096	729 12.0	7	31,720	5,111 16.4	
Drug specialties	11	2,847	359 12.6	17	6,414	1,131 17.6	6	3,645	2,885 8.1	2	---	---	2	---	---	
Parent medicines	16	1,410	385 27.2	5	5,018	461 22.8	6	3,445	---	---	---	---	2	---	---	
Preparations	16	1,498	455 30.6	7	2,628	674 25.8	5	2,472	369 14.9	2	---	---	2	---	---	
All other	31	7,829	1,159 15.3	37	14,611	2,094 16.3	42	59,310	4,669 14.4	28	39,256	5,009 13.1	22	156,792	22,960 14.6	
Dry Goods (full line)	131	31,644	4,447 14.7	139	65,124	6,694 13.2	94	64,018	7,047 11.6	34	45,814	5,323 11.4	16	51,972	3,630 7.2	
Notions	97	7,715	1,312 17.0	30	11,026	2,140 19.4	16	10,335	1,960 19.2	4	---	---	2	---	---	
Pison goods	98	21,176	2,935 13.9	103	59,651	4,272 10.8	74	59,900	5,031 9.9	30	45,621	5,153 11.3	14	---	---	
All other	11	2,753	422 15.7	6	2,477	472 19.1	4	2,798	360 13.6	2	---	---	2	---	---	
Electrical Goods																
Electrical appliances (full line)	196	47,778	6,501 17.9	213	68,682	13,528 16.4	159	111,263	19,711 18.8	74	101,548	17,029 14.9	23	112,820	17,600 16.9	
Electrical appliances (specialty lines)	6	1,425	207 15.7	93	34,997	4,253 12.9	5	6,000	45,984	7,004 12.5	3	---	---	3	---	---
Wiring supplies and construction material	42	10,149	1,804 17.8	35	12,927	2,103 19.4	13	8,291	1,099 20.8	4	6,282	822 9.7	3	---	---	
Batteries, refrigerators and appliances	77	18,662	3,227 20.5	63	32,382	6,079 18.8	76	58,285	9,840 17.3	37	59,031	9,813 19.0	14	89,941	14,615 16.5	
All other	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	

X.—Withheld to avoid disclosure of individual operations

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

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)	Expenses (add 000)	Ex- per- ses, % to Sales	Num-ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- ses, % to Sales	Num-ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- ses, % to Sales	Num-ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- ses, % to Sales	Num-ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- ses, % to Sales
Farm Products - raw materials	1,944	\$2,019,151	\$69,122	6.8	99	4	493	315	\$28,876	\$9,055	13.6	243	\$26,516	\$5,991	11.0	23	\$2,019,151	\$69,122	3.4	
Cotton	497	377,705	3,659	0.9	1	870	816	94.3	1	870	816	94.3	1	870	816	94.3	1	870	816	94.3
Hides, skins and furs (raw)	803	159,661	13,430	8.5	37	1,430	236	16.5	172	15,602	1,866	11.9	716	16,445	1,759	10.7	16	16,445	1,759	10.7
Meats and related	21	1,686	91	5.4	4	17	161	910.5	6	144	22	15.3	2	264	33	12.4	2	264	33	12.4
Livestock	41	16,225	459	2.8	4	17	161	910.5	6	144	22	15.3	2	264	33	12.4	2	264	33	12.4
Wool and hair	162	46,628	7,186	15.3	19	87	286	32.7	55	1,430	236	16.5	20	1,364	368	26.7	21	1,364	368	26.7
Wood and lumber	128	149,039	9,828	6.6	10	340	48	14.1	32	791	65	8.2	1	1,699	477	28.1	1	1,699	477	28.1
All other	128	30,869	5,970	19.4	10	42	114	27.1	32	958	148	15.4	24	1,670	192	11.5	1	1,670	192	11.5
Farm Products - consumer goods	10,211	1,012,487	199,450	19.7	1,857	6,836	1,211	17.5	3,202	69,117	12,408	18.1	1,671	222,337	39,400	17.5	1,671	222,337	39,400	17.5
Dairy products	1,785	379,547	52,559	13.8	303	1,293	375	29.0	478	12,460	2,777	22.3	430	35,376	9,286	26.3	430	35,376	9,286	26.3
Meats and related products	1,785	379,547	52,559	13.8	303	1,293	375	29.0	478	12,460	2,777	22.3	430	35,376	9,286	26.3	430	35,376	9,286	26.3
Dairy and poultry products	1,846	296,125	25,456	8.6	77	319	3,918	12.5	1,251	6,604	748	11.3	1,011	14,435	1,839	12.8	1,011	14,435	1,839	12.8
Fruits and vegetables (fresh)	9,774	906,549	94,766	10.5	867	3,918	606	15.5	1,251	46,402	6,856	14.8	946	67,641	9,748	14.3	925	131,265	15,986	12.2
All other	44	4,806	483	9.9	10	40	4	9.9	18	425	69	16.2	5	218	19	8.7	8	1,275	138	10.8
Farm Supplies	1,359	242,056	31,126	12.9	101	318	109	34.0	368	11,019	1,616	14.7	265	80,426	5,694	7.1	273	37,913	5,184	13.5
Feed	912	137,825	12,649	9.1	64	340	59	17.4	276	7,732	957	12.5	239	19,131	2,077	10.9	172	25,229	2,418	10.4
Fertilizer	363	104,258	12,649	12.1	6	56	6	10.7	56	460	460	100.0	56	3,590	3,590	100.0	56	3,590	3,590	100.0
Services	463	6,813	1,425	20.9	6	58	34	58.6	61	2,423	440	18.1	52	1,980	646	32.6	85	1,474	2,408	163.1
All other	34	4,622	16,528	35.6	10	58	17	29.3	8	286	73	25.5	8	597	89	14.9	10	1,976	184	9.3
Producers and Manufacturers	1,536	199,261	54,661	27.4	415	1,693	477	28.0	642	12,659	2,085	16.5	540	50,267	3,769	7.5	540	50,267	3,769	7.5
Chemicals and accessories	232	109,201	4,461	4.1	57	260	47	18.0	77	1,609	400	24.9	46	5,086	760	14.9	398	5,086	760	14.9
Floor coverings	284	80,244	10,613	13.2	34	129	30	23.3	60	1,506	254	17.0	58	2,489	327	13.2	41	8,864	1,024	11.5
Furniture (household and office)	365	35,566	7,197	20.3	96	407	11,273	27.9	107	2,466	775	31.5	98	4,178	861	20.6	65	1,501	1,501	100.0
Household appliances (refrigerator, radio, etc.)	107	12,976	3,972	30.6	18	66	10	15.2	25	722	238	32.9	19	1,284	601	46.8	11	1,368	353	25.6
Medical instruments and sheet music	171	125,418	19,258	15.3	1	1	1	100.0	21	1	1	100.0	30	2,943	442	14.9	38	6,511	872	13.4
General Merchandise	3,210	1,707,024	197,020	11.5	1,718	7,835	1,645	21.0	3,251	84,425	14,635	17.3	1,836	185,340	20,514	11.1	1,841	203,566	28,577	14.2
Meats and Poultry (specialty lines)	1,939	1,401,241	177,985	12.7	1,718	7,835	1,645	21.0	3,251	84,425	14,635	17.3	1,836	185,340	20,514	11.1	1,841	203,566	28,577	14.2
Coffee, tea and spices	766	103,660	23,628	22.9	135	675	129	19.0	290	6,226	1,759	28.4	136	5,245	2,546	48.7	101	14,443	4,090	28.2
Confectionery	1,980	37,676	11,993	31.8	303	1,373	131	9.5	661	16,464	2,169	13.2	84	25,703	3,444	13.4	176	83,001	9,770	11.7
Flour	1,620	47,459	2,846	5.9	52	213	34	15.9	136	1,089	166	15.2	117	6,517	896	13.6	82	11,937	1,337	11.2
Meats and meat products	2,059	430,368	48,403	11.3	179	665	131	19.5	356	14,187	2,080	14.6	400	69,622	3,701	5.3	365	61,591	6,330	10.2
Salt drinks	252	16,995	2,869	17.0	74	330	59	18.0	81	1,935	64	3.3	34	3,782	59	1.6	27	5,745	59	1.0
Other food end grocery specialties	5,346	442,325	56,037	12.5	652	2,676	563	20.9	1,025	26,265	4,237	16.1	556	40,576	5,392	13.3	459	65,729	8,054	12.2
Hardware (full line)	1,099	417,364	76,164	18.2	74	397	96	24.2	243	6,232	1,419	22.8	162	11,402	2,026	17.7	146	35,945	6,036	16.8
Hardware (specialty lines)	309	39,798	6,425	16.1	72	1	1	100.0	81	221	5,977	1,282	5.8	69,929	1,748	2.5	107	7,838	1,722	21.7
Jewelry and Optical Goods	1,557	141,265	26,667	18.9	633	1,451	307	21.2	672	11,444	4,107	35.5	373	13,284	4,989	37.5	340	31,716	9,119	28.7
Furniture (full line)	1,119	11,188	2,164	19.3	36	200	51	25.5	27	885	167	18.9	3	3,030	571	18.8	36	4,857	819	16.9
Furniture (specialty lines)	1,285	11,966	2,164	18.1	36	200	51	25.5	27	885	167	18.9	3	3,030	571	18.8	36	4,857	819	16.9
Diamonds and other precious stones	605	11,966	2,164	18.1	36	200	51	25.5	27	885	167	18.9	3	3,030	571	18.8	36	4,857	819	16.9
Optical goods	397	26,665	10,041	37.7	59	280	62	22.1	59	7,602	1,233	16.0	104	7,026	1,238	17.6	47	2,866	305	10.6
All other	397	26,665	10,041	37.7	59	280	62	22.1	59	7,602	1,233	16.0	104	7,026	1,238	17.6	47	2,866	305	10.6

X. Wholesale (total) and Industrial (total) are based on total sales of individual establishments.

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

Fig. 142 kinds of business.

KIND OF BUSINESS	Establishments with sales of																			
	\$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-penses % to Sales	Num-ber	Net Sales (add 000)	Ex-penses % to Sales	Num-ber	Net Sales (add 000)	Ex-penses % to Sales	Num-ber	Net Sales (add 000)	Ex-penses % to Sales	Num-ber	Net Sales (add 000)	Ex-penses % to Sales					
Farm Products - raw materials	154	437,059	84.139	11.2	130	461,018	85.365	8.4	166	1,152,213	89.993	8.7	96	1,135,274	89.036	107	3,994,432	93,077	9.1	
Cotton	13	3,732	1,325	35.2	26	10,764	699	5.5	21	14,650	776	5.3	16	22,778	1,718	7.5	89	138,413	5,989	4.3
Wool	8	1,762	667	37.8	15	5,672	3,063	53.9	15	18,071	9,672	53.5	15	24,721	12,541	50.7	13	67,915	35,845	52.6
Hides, skins and furs (raw)	8	17,116	4,601	26.9	5	19,284	1,774	9.1	47	33,109	2,469	7.4	15	18,492	1,429	7.7	5	54,731	3,149	5.7
Horses and mules	4	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Livestock	4	---	72	6.9	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Grain	6	1,341	237	17.7	7	3,252	468	14.6	21	14,337	2,231	15.6	0	18,256	1,132	6.1	3	6,025	830	13.6
Tobacco (leaf)	6	1,985	121	6.1	5	5,704	300	5.3	23	16,129	974	6.0	14	18,705	1,232	6.6	80	104,028	9,779	9.4
Wool and mohair	11	4,856	493	10.2	13	4,812	419	8.7	5	5,495	701	12.8	5	5,698	421	7.4	2	6,475	466	7.2
All other	782	190,041	623	32.8	630	243,052	27,729	11.4	500	340,537	37,189	10.9	219	369,954	30,531	8.3	98	309,136	21,540	7.0
Farm Products - consumer goods	322	30,669	5,636	18.4	121	48,650	7,774	16.0	108	71,947	13,276	18.5	61	81,597	15,677	19.2	19	76,931	6,741	8.8
Dairy products	182	26,862	1,971	7.4	81	27,626	2,262	8.2	63	35,643	3,623	10.2	42	44,379	4,404	10.0	29	88,789	5,629	6.3
Bakery and confectionery	76	26,826	1,971	7.4	81	27,626	2,262	8.2	63	35,643	3,623	10.2	42	44,379	4,404	10.0	29	88,789	5,629	6.3
Meats and poultry products	472	114,686	12,954	11.3	253	136,716	14,572	10.7	269	182,458	17,172	9.4	69	119,935	12,154	10.1	27	100,655	6,131	6.1
Fruits and vegetables (fresh)	11	---	---	---	1	---	---	---	1	---	---	---	1	---	---	---	---	---	---	---
All other	127	30,490	4,050	13.4	64	31,653	3,726	11.8	65	46,182	5,221	11.3	26	36,599	3,723	10.2	10	31,738	4,593	14.5
Farm Supplies	34	19,411	1,856	9.6	51	31,423	3,726	11.8	65	46,182	5,221	11.3	26	36,599	3,723	10.2	10	31,738	4,593	14.5
Fertilizer	2	9,234	56	0.6	3	1,411	137	16.4	---	---	---	---	---	---	---	---	---	---	---	---
Feed	3	222	76	34.2	5	1,779	16	0.9	21	10,422	---	---	---	---	---	---	---	---	---	---
All other	29	17,955	2,724	15.2	43	28,901	3,709	12.8	65	35,760	5,205	14.6	26	36,599	3,723	10.2	10	31,738	4,593	14.5
Furniture and House Furnishings	165	25,499	4,653	18.3	104	31,433	5,128	16.3	61	40,370	9,328	23.1	21	26,615	3,741	14.1	7	19,646	2,540	12.9
Household and crockery	21	7,339	1,239	16.9	14	10,809	2,028	18.8	11	14,321	2,800	19.6	6	11,400	1,665	14.6	6	---	---	---
Furniture (household and office)	25	6,415	908	14.2	16	13,973	1,823	13.0	33	13,008	1,369	10.5	11	14,300	1,665	11.6	6	---	---	---
Household and office	21	6,855	928	13.5	17	6,483	1,846	28.5	11	7,008	1,066	15.2	2	5,565	44	0.8	1	---	---	---
Household and office	13	5,124	985	19.2	3	2,622	631	24.1	12	6,495	1,066	16.3	2	5,565	44	0.8	1	---	---	---
Electrical instruments and other electric	13	5,124	985	19.2	3	2,622	631	24.1	12	6,495	1,066	16.3	2	5,565	44	0.8	1	---	---	---
General Merchandise	891	5,493	931	16.7	24	6,893	1,249	18.0	17	11,073	1,674	15.1	5	6,501	970	14.9	13	64,000	13,784	21.5
Groceries (full lines)	282	147,649	13,156	9.0	741	237,653	24,242	10.2	627	432,407	37,423	8.7	234	326,042	29,979	9.1	96	414,669	45,642	11.0
Meats and Poultry (specialty lines)	650	137,674	19,964	14.5	863	213,144	24,077	11.3	435	306,454	33,543	11.0	231	169,107	13,321	7.8	46	132,433	15,179	11.5
General Merchandise	21	3,077	1,309	42.6	50	8,046	2,477	30.7	19	16,330	4,625	28.3	9	11,067	3,431	30.6	4	13,371	3,446	25.8
Coffee, tea and spices	36	9,071	2,094	23.1	26	9,954	2,403	24.2	22	14,711	2,967	20.2	13	17,613	3,710	21.1	8	21,124	3,890	18.2
Confectionery	51	17,029	1,274	7.5	38	12,639	1,352	10.7	31	11,411	1,267	11.1	1	7,975	1,337	16.7	1	---	---	---
Flour and cereals	11	1,008	1,010	100.0	11	1,008	1,010	100.0	11	1,008	1,010	100.0	11	1,008	1,010	100.0	11	1,008	1,010	100.0
Meats and meat products	186	47,554	5,484	11.5	133	70,652	7,006	10.0	147	102,179	10,079	9.9	61	67,805	6,243	9.2	17	46,280	4,079	8.8
Soft drinks	11	1,644	339	20.6	5	1,443	313	21.7	5	3,794	623	16.4	2	1,442	876	61.5	2	---	---	---
Other food and grocery specialties	231	33,453	6,252	18.7	153	73,745	8,091	11.0	151	102,015	11,359	11.1	30	14,427	876	6.1	13	15,157	374	2.5
Hardware	119	31,107	6,820	21.9	130	46,485	8,657	18.6	112	76,931	13,918	17.7	49	63,822	11,722	18.4	35	145,459	22,999	15.8
Hardware (specialty lines)	113	27,548	5,474	19.9	104	40,988	7,454	18.2	106	64,833	12,433	19.2	49	51,112	9,143	17.8	35	145,459	22,999	15.8
Hardware (specialty lines)	24	5,655	1,376	24.2	16	5,607	1,173	20.9	10	6,853	1,149	16.6	1	6,536	1,348	20.5	1	---	---	---
Jewelry and Optical Goods	33	17,140	3,676	21.4	37	13,796	2,925	21.2	31	21,130	3,425	16.2	13	13,612	3,931	28.9	4	10,774	986	9.2
Jewelry (full line)	3	1,100	750	68.2	4	1,597	197	12.4	4	8,764	1,468	17.0	2	6,036	1,348	22.3	1	---	---	---
Clocks and watches	2	1,100	750	68.2	4	1,597	197	12.4	4	8,764	1,468	17.0	2	6,036	1,348	22.3	1	---	---	---
Jewelry specialties	28	5,182	896	17.3	6	6,036	963	15.8	10	6,036	963	15.8	2	5,830	1,137	19.5	2	---	---	---
Other jewelry specialties	22	3,131	1,159	37.0	6	2,000	689	34.4	1	---	---	---	---	---	---	---	---	---	---	---
Optical goods	1	---	---	---	1	---	---	---	1	---	---	---	1	---	---	---	---	---	---	---

(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	Total						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 (add 000)	Ex-pen-ses per cent of sales	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales	Net Sales (add 000)	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales	Net Sales (add 000)	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales	Net Sales (add 000)	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales	Net Sales (add 000)	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales	Net Sales (add 000)	Num-ber	Ex-pen-ses (add 000)	Ex-pen-ses per cent of sales					
Lumber and construction materials	2,653	\$330,949	\$69,909	20.6	191	6956	23.0	34.2	692	219,353	25.3	470	\$23,546	27.9	461	\$66,876	23.8	13,438	23.8	13,438	23.8	461	\$66,876	23.8	13,438	23.8	13,438	23.8				
Buildings and supplies	1,082	190,942	36,376	19.1	76	549	13.3	23.9	44	4,139	1,036,241	11.3	6,919	7,945,929	10.7	15,438	9,832	35,974	9,832	35,974	10.7	461	\$66,876	23.8	13,438	23.8	13,438	23.8				
Lumber and millwork	125	18,374	3,328	18.2	9	47	70	42.6	40	1,293	299,123	26	1,747	359,505	27	4,165	877	21.1	4,165	877	21.1	27	4,165	877	21.1	4,165	877	21.1				
Crocks, tile and terra cotta	258	21,544	6,653	30.9	4	207	80	38.6	105	2,432	661,353.1	46	3,204	1,190,371.1	41	5,604	1,898	33.9	5,604	1,898	33.9	13	1,774	546	30.8	1,774	546	30.8				
Glass	96	9,576	2,770	29.1	17	62	29	41.1	31	832	268,394.3	20	1,450	443,352.0	13	1,774	546	30.8	1,774	546	30.8	13	1,774	546	30.8	1,774	546	30.8				
Sand, gravel and crushed stone	47	10,363	2,434	23.8	13	62	29	41.1	19	783	249,316.9	23	1,450	443,352.0	13	1,774	546	30.8	1,774	546	30.8	13	1,774	546	30.8	1,774	546	30.8				
All other	7,050	618,190	168,991	27.3	1,077	9,361	1,688	181.8	5,856	70,016	19,303	27.5	1,247	22,536	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	882	139,634	31.7	882	139,634	31.7			
Machinery, Equipment and Supplies	186	13,716	4,024	29.4	31	198	70	35.3	54	2,028	6,007	39.9	35	2,931	745	32.1	3,683	3,683	32.1	3,683	32.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7		
Commercial machinery, equipment and supplies	664	44,451	11,659	26.5	151	702	198	28.2	277	7,472	2,196,894	11.3	7,350	2,504,293.1	57	7,946	2,321	25.4	7,946	2,321	25.4	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7		
All other	69	5,269	1,095	20.9	10	56	24	42.9	30	694	139,885.9	12	680	227	32.7	10	1,261	198	15.7	1,261	198	15.7	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Store, restaurant and hotel	330	45,066	8,119	18.0	43	209	58	28.6	117	3,489	803,524	25	3,977	758,191.1	10	6,966	1,417	20.3	6,966	1,417	20.3	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7		
Farm and dairy machinery and equipment	189	79,829	15,176	19.0	2	—	—	—	—	31.3	84	26.8	31.4	1,113	346	24.3	42	6,728	1,287	22.0	42	6,728	1,287	22.0	42	6,728	1,287	22.0	42	6,728	1,287	22.0
Industrial (full line)	169	12,282	3,084	25.1	16	89	54	61.0	84	2,217	585,854.4	27	1,990	448,324.3	27	3,532	981	27.8	3,532	981	27.8	21	2,964	796	26.8	2,964	796	26.8	21	2,964	796	26.8
Printing, book and packing	55	13,809	1,815	13.2	6	20	6	20.0	13	484	100,115.9	6	275	69,126.4	15	2,116	285	13.4	2,116	285	13.4	15	2,116	285	13.4	2,116	285	13.4	15	2,116	285	13.4
Power transmission equipment	55	13,809	1,815	13.2	6	20	6	20.0	13	484	100,115.9	6	275	69,126.4	15	2,116	285	13.4	2,116	285	13.4	15	2,116	285	13.4	2,116	285	13.4	15	2,116	285	13.4
Power equipment and tools	993	98,462	20,441	20.8	187	847	268	31.4	359	9,356	2,694,698.8	172	12,310	2,870	22.3	140	19,671	4,282	21.8	19,671	4,282	21.8	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
All other	977	83,331	10,330	12.4	61	130	37	28.5	69	1,637	659,248.8	43	3,045	651	31.9	53	7,684	1,815	23.0	7,684	1,815	23.0	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Machinery (including road building)	72	9,959	1,603	16.1	10	32	20	32.5	27	715	160,825.2	11	737	203	27.5	12	1,605	321	20.0	1,605	321	20.0	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Mining and quarrying	87	11,184	2,098	18.6	12	61	16	26.2	33	973	262,265.9	12	900	176	22.0	16	2,300	449	19.5	2,300	449	19.5	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Oil well and oil refining	754	17,559	16,459	93.8	9	21	25	27.8	13	579	1,029,244.5	112	1,149	2,293,291.1	105	3,284	2,015	54.9	3,284	2,015	54.9	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7		
Textile	45	4,974	1,276	25.6	5	25	11	44.0	4	339	122,300.6	6	1,179	189	16.7	7	949	227	23.9	949	227	23.9	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Used machinery and equipment	191	11,651	3,274	28.1	46	246	94	38.6	77	1,886	508,877.7	40	2,446	618	24.0	21	2,764	796	28.8	2,764	796	28.8	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Personal and household equipment and supplies	831	22,859	6,412	28.1	32	125	29	23.8	65	2,352	564,244.0	57	4,049	1,097	27.1	44	6,372	1,751	27.5	6,372	1,751	27.5	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Dental	389	24,940	7,056	28.3	25	141	42	29.8	63	1,833	571,317.7	40	2,894	644	22.0	36	3,678	950	25.9	3,678	950	25.9	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Surgical, medical and hospital	208	24,940	7,056	28.3	25	141	42	29.8	63	1,833	571,317.7	40	2,894	644	22.0	36	3,678	950	25.9	3,678	950	25.9	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Service equipment and supplies	616	34,013	8,325	24.5	153	171	44	25.7	93	2,094	733,282.2	59	2,611	649	24.9	53	4,796	1,398	28.1	4,796	1,398	28.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Barber and beauty parlor	629	38,227	12,054	31.5	131	644	189	29.3	307	8,147	2,396,429.4	156	7,653	2,410	31.4	205	7,947	8,466	31.7	7,947	8,466	31.7	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Laundry	130	21,768	4,902	22.5	10	56	13	23.2	32	1,053	2,977,151.6	34	2,597	619	23.8	43	5,079	2,075	41.0	5,079	2,075	41.0	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Laundry equipment	616	34,013	8,325	24.5	153	761	223	29.3	295	7,953	2,147,995.5	64	4,386	1,175	27.1	63	8,668	2,075	24.1	8,668	2,075	24.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
All other	13	1,100	272	24.6	2	15	6	40.0	4	89	24,745.7	4	515	31	5.8	4	4,018	106	2.6	4,018	106	2.6	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Transportation equipment and supplies	15	16,200	3,652	22.6	2	11	3	27.3	8	229	68,499.6	5	416	31	7.4	4	4,018	106	2.6	4,018	106	2.6	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Aircraft and aeronautical	122	12,286	2,443	19.9	18	97	17	17.8	36	879	196,222.3	12	2,242	470	20.1	11	1,674	338	20.1	1,674	338	20.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Boats (including motor, sail and steam)	122	12,286	2,443	19.9	18	97	17	17.8	36	879	196,222.3	12	2,242	470	20.1	11	1,674	338	20.1	1,674	338	20.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
All other	766	233,713	31,451	13.5	65	246	80	32.5	195	5,139	1,507,899.5	121	8,783	2,067	23.6	137	20,181	4,550	22.6	20,181	4,550	22.6	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Metal and metal work (except crop)	13	19,915	3,972	20.2	5	22	9	40.9	25	698	179,265.1	11	853	149	17.2	17	2,483	126	5.1	2,483	126	5.1	1,002	139,634	31.7	882	139,634	31.7	882	139,634	31.7	
Iron and steel (except structural)	9	16,915	3,972	20.2	5	22	9	40.9	25	698	179,265.1	11	853	149	17.2	17	2,483	126	5.1	2,483	126	5.1	1,002	139,634								

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															
	\$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-sures, (add 000)	Ex- per-son- nel, (add 000)	Ex- per-son- nel, (add 000)	Net Sales (add 000)	Ex-pen-sures, (add 000)	Ex- per-son- nel, (add 000)	Ex- per-son- nel, (add 000)	Net Sales (add 000)	Ex-pen-sures, (add 000)	Ex- per-son- nel, (add 000)	Ex- per-son- nel, (add 000)			
Lumber and construction hardware	131	\$46,830	\$9,445	140	\$53,043	\$10,463	153	\$69,524	\$9,629	181	\$80,851	\$16,862	195	\$95,679	\$21.8	
Lumber and millwork (roll line)	6	12,853	2,503	19	35	43,997	7,969	1,631	15.1	6	28,526	5,652	8	32,579	6.8	
Lumber and millwork (roll line)	105	25,854	4,940	19	81	30,768	5,432	18.0	53	33,384	5,763	17.3	20	37,404	3,897	14.6
Brick, tile and terra cotta	8	1,999	369	10	5	8,022	1,457	15	3	6,557	1,157	15	3	4,907	633	15.4
Brick, tile and plaster	10	2,448	724	25.6	7	2,668	709	35.0	4	5,003	1,116	22.3	3	5,003	1,116	22.3
Clay, pipe and sewer	10	4,431	405	25.3	7	2,879	743	27.7	2	1,360	338	24.4	3	1,360	338	24.4
Sand, gravel and crushed stone	2	507	73	14.4	4	2,215	505	13.8	2	2,215	505	13.8	2	2,215	505	13.8
All other	440	106,021	22,293	31.0	323	129,354	22,830	18.4	233	140,161	26,760	19.1	70	91,688	16,051	19.4
Machinery, equipment and supplies	2	1,710	546	31.2	3	2,913	615	28.4	4	1,431	315	24.1	3	1,431	315	24.1
Office (except furniture)	2	6,958	1,305	27.4	4	4,932	1,175	28.0	4	2,382	715	23.6	3	2,382	715	23.6
Office (except furniture)	33	8,117	1,214	15.0	19	7,065	1,182	18.3	10	6,168	1,056	17.1	2	6,168	1,056	17.1
All other	39	6,947	1,391	20.0	35	13,620	6,530	18.6	40	26,494	4,864	18.4	13	15,281	2,672	18.6
Farm and dairy machinery and equipment	2	580	142	24.2	2	1,983	386	16.9	0	1,360	256	16.7	0	1,360	256	16.7
Industrial machinery and equipment	2	1,509	365	17.6	3	1,820	387	25.2	2	1,869	411	24.6	3	4,375	421	27
Industrial machinery	60	14,728	3,165	21.5	43	14,170	2,473	17.6	25	16,317	2,740	17.0	7	9,135	1,512	16.5
Construction (including road building)	34	9,099	1,692	19.7	50	11,498	1,830	16.8	22	14,435	2,448	17.0	4	14,435	2,448	17.0
Construction (including road building)	4	946	210	22.2	4	1,445	171	11.5	6	4,317	615	17.7	4	5,039	1,651	27.1
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	20,004	2,405	9.6
Oil well and oil refining	5	1,253	377	35.6	3	1,179	299	25.4	5	1,751	385	22.0	3	1,751	385	22.0
Power plant	5	1,253	377	35.6	3	1,179	299	25.4	5	1,751	385	22.0	3	1,751	385	22.0
Used machinery and equipment	17	4,023	1,125	22.9	13	4,984	1,035	32.0	2	1,044	253	24.0	1	1,044	253	24.0
Professional equipment and supplies	11	2,678	667	24.9	7	2,694	811	27.0	6	6,097	1,651	27.1	4	5,039	1,651	27.1
Surgical, medical and hospital	16	4,064	987	23.8	6	3,074	631	27.0	6	3,919	968	25.2	6	7,718	1,947	25.2
All other	22	5,362	1,622	30.2	11	4,937	936	25.3	7	4,321	1,257	29.1	3	3,697	819	22.7
Service equipment and supplies	22	5,032	1,053	21.3	11	4,350	980	22.5	4	4,321	1,257	29.1	3	3,697	819	22.7
Laundry	9	4,749	1,000	21.8	5	2,153	439	22.7	6	4,321	1,257	29.1	3	3,697	819	22.7
Upholsterers*	3	2,476	395	25.3	20	5,068	939	23.6	2	1,044	253	24.0	1	1,044	253	24.0
Transportation equipment and supplies	4	1,855	325	18.6	2	1,044	253	24.0	1	1,044	253	24.0	1	1,044	253	24.0
Aircraft and aeronautical	4	1,855	325	18.6	2	1,044	253	24.0	1	1,044	253	24.0	1	1,044	253	24.0
Boat building	4	1,855	325	18.6	2	1,044	253	24.0	1	1,044	253	24.0	1	1,044	253	24.0
All other	8	1,924	443	22.7	21	4,984	943	22.7	21	4,984	943	22.7	21	4,984	943	22.7
Metal and metal work (except stamp)	37	21,256	4,135	18.6	21	27,492	4,646	15.0	25	31,273	6,064	15.0	16	21,648	3,444	16.0
Metal and metal work (except stamp)	14	7,975	1,584	13.6	29	11,544	2,282	16.2	10	5,130	976	17.6	9	5,130	976	17.6
Structural iron and steel	37	4,443	633	21.1	42	4,507	726	16.2	10	6,711	1,633	18.4	4	6,711	1,633	18.4
Wire, wire fence and wire rope	5	1,178	218	18.6	4	1,011	184	14	3	1,011	184	14	3	1,011	184	14
Sheet metal	20	4,902	935	13.1	16	6,749	1,607	15.6	17	11,331	1,705	13.0	4	11,331	1,705	13.0
Other metal products	13	3,132	346	11.0	5	3,132	346	11.0	5	3,132	346	11.0	5	3,132	346	11.0
Other metal and metal work																

(continued on next page)

X. * Withheld to avoid disclosure of individual proprietors.

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

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935	KIND OF BUSINESS	Establishments with sales of																						
		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- penses (add 000)	Ex- pendi- ture % to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- pendi- ture % to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- pendi- ture % to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- pendi- ture % to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- pendi- ture % to Sales			
2,486	3254,721	773,653	19.5	321	81,477	8312,911	806	21,019	84,613	211.9	445	871,652	86,677	21.7	570	856,412	110,951	12.8	570	856,412	110,951	12.8		
1,641	2282,023	49,356	17.5	171	601	184,192	449	11,798	2,355	131.6	233	17,928	3,471	21.7	333	4,922	1,056	21.3	333	4,922	1,056	21.3		
201	61,996	10,913	17.5	17	318	109,810	195	4,770	1,000	222.6	88	6,824	1,427	22.7	47	6,638	1,400	21.5	47	6,638	1,400	21.5		
224	4,949	1,000	20.2	17	318	109,810	195	4,770	1,000	222.6	88	6,824	1,427	22.7	47	6,638	1,400	21.5	47	6,638	1,400	21.5		
255	10,227	5,169	51.6	27	51	1,113	33.3	59	4,008	1,113	33.3	59	4,008	1,113	33.3	32	4,489	1,292	29.6	32	4,489	1,292	29.6	
679	124,120	16,491	13.3	122	526	152,88.9	131	5,152	1,235	94.0	99	7,124	1,782	26.1	80	11,306	2,254	19.8	80	11,306	2,254	19.8		
1,712	840,026	47,547	19.8	154	794	236,37.3	635	13,234	3,222	24.6	361	26,166	5,600	21.4	326	49,112	10,155	20.7	326	49,112	10,155	20.7		
508	119,822	22,480	19.8	4	x	x	x	x	3,426	649	27.1	146	3,152	747	23.7	35	4,743	1,231	26.0	35	4,743	1,231	26.0	
224	24,222	6,911	15.6	99	507	173,34.1	282	8,232	1,901	23.1	189	13,569	2,854	21.0	143	19,616	4,033	20.6	143	19,616	4,033	20.6		
142	10,070	2,533	25.2	27	137	46,83.6	61	1,400	489	30.6	23	1,799	491	27.3	17	2,022	459	22.0	17	2,022	459	22.0		
1,914	744,644	41,094	5.5	142	513	73,144.2	841	7,461	540	7.1	237	13,643	1,373	7.4	344	49,603	3,286	6.6	344	49,603	3,286	6.6		
4,765	311,194	57,039	14.6	1,082	7,169	1,785,84.9	1,229	35,094	8,103	35.1	585	35,101	2,136	6.1	565	69,556	8,097	11.7	565	69,556	8,097	11.7		
1,442	20,010	20,485	13.6	1	2,022	5,828	52.3	845	12,022	2,694	21.7	170	11,824	2,273	19.2	98	13,326	2,293	17.1	98	13,326	2,293	17.1	
1,459	122,946	20,978	17.1	635	8,539	658,27.0	467	10,483	2,659	25.1	140	9,546	2,259	24.0	130	18,977	3,310	17.5	130	18,977	3,310	17.5		
280	22,010	2,372	9.1	63	304	56,18.4	54	1,405	204	14.5	25	1,859	224	12.4	23	3,479	324	9.0	23	3,479	324	9.0		
3,936	402,429	63,513	15.6	933	4,397	1,056,84.8	1,432	37,327	7,685	23.5	622	43,501	8,641	19.9	433	58,710	10,340	13.6	433	58,710	10,340	13.6		
607	104,221	17,870	18.9	53	248	57,27.0	203	5,463	1,135	20.0	134	9,759	1,722	17.9	92	12,439	2,584	21.5	92	12,439	2,584	21.5		
533	22,460	4,905	20.1	277	1,110	286,83.8	131	2,979	1,020	22.6	68	4,452	1,176	26.3	41	5,561	1,177	21.8	41	5,561	1,177	21.8		
1,490	39,840	13,289	30.2	127	603	156,19.4	439	11,713	2,029	17.2	186	13,023	3,341	25.0	132	18,034	3,134	17.4	132	18,034	3,134	17.4		
1,600	29,504	2,540	9.6	4	x	x	x	x	16	x	x	x	x	501	141	23.5	9	1,426	65	15.6	9	1,426	65	15.6
11	11,259	956	8.5	1	2,983	600,20.1	37	2,852	600	20.1	37	2,852	554	20.9	44	4,384	1,142	18.8	44	4,384	1,142	18.8		
291	39,397	4,224	10.7	17	56	13,232.4	115	1,203	216	16.0	100	2,073	305	14.7	82	2,923	447	13.9	82	2,923	447	13.9		
734	39,726	7,460	20.6	218	1,020	268,25.7	346	8,333	1,999	22.9	100	6,759	1,548	22.1	59	9,127	1,994	21.0	59	9,127	1,994	21.0		

X. Withheld to avoid disclosure of individual operators

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	\$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-penses (add 000)	Ex- per- cent- % to Sales	Num-ber	Net Sales (add 000)	Ex-penses (add 000)	Ex- per- cent- % to Sales	Num-ber	Net Sales (add 000)	Ex-penses (add 000)	Ex- per- cent- % to Sales	Num-ber	Net Sales (add 000)	Ex-penses (add 000)	Ex- per- cent- % to Sales	Num-ber	Net Sales (add 000)	Ex-penses (add 000)	Ex- per- cent- % to Sales
Paper and Its Products	196	\$47,704	\$9,879	19.6	165	\$62,007	\$11,850	19.1	128	\$85,825	\$15,269	17.6	46	\$64,872	\$10,024	15.6	11	\$50,249	\$4,679	15.5
Printing concerns, news and products	12	5,202	1,160	22.3	31	11,419	2,415	21.1	30	59,239	10,352	17.3	3	10	---	---	---	---	---	---
Stationery and printing supplies	20	4,621	1,112	23.7	9	5,003	1,324	26.5	4	6,048	1,354	22.4	4	4,965	1,022	20.6	---	---	---	---
Stationery and stationery supplies	4	1,011	310	30.7	7	2,721	942	34.4	1	---	---	---	---	---	---	---	---	---	---	---
Wall paper	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Petroleum and Its Products	15	3,918	541	14.2	21	7,823	1,201	15.4	24	17,435	2,697	15.5	15	21,288	2,976	13.5	11	49,597	3,931	7.2
Plumbing and Heating Equipment and Supplies	198	97,672	7,539	7.6	116	44,585	3,650	8.1	74	59,272	9,136	15.2	7	10,455	1,716	16.4	3	7,096	1,126	15.7
Hardware	12	2,916	477	16.4	8	3,584	794	22.1	9	5,786	1,129	19.3	---	---	---	---	---	---	---	---
Baking (including stores and ranges)	12	13,808	2,318	16.7	30	10,727	1,899	17.5	24	16,136	2,649	16.4	1	---	---	---	---	---	---	---
Plumbing fixtures, equipment and supplies	6	1,423	274	19.3	3	1,521	285	18.8	3	1,908	351	18.4	---	---	---	---	---	---	---	---
All other	271	64,790	3,639	5.4	281	101,869	5,317	5.4	280	170,813	8,543	5.0	97	131,469	6,202	4.7	51	197,353	11,922	6.0
Tobacco and Its Products (except leaf)	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Meats, Poultry	187	97,001	6,585	6.6	107	40,105	2,713	6.6	85	60,330	3,611	5.9	37	81,696	6,531	7.9	14	94,590	4,856	5.1
Meats and animal crops	20	12,432	2,263	18.2	36	13,541	2,367	17.5	28	15,859	1,668	10.5	14	21,799	2,399	11.0	14	60,700	3,408	5.6
Iron and scrap (roll line)	45	10,486	1,678	15.9	23	9,400	1,057	11.4	25	17,496	2,292	13.1	1	---	---	---	---	---	---	---
Waste paper, rags and rubber	32	12,560	2,426	19.3	36	13,382	2,903	21.7	22	19,890	2,894	14.5	18	25,765	3,696	14.1	3	9,003	654	6.7
Nonferrous metals	10	2,921	231	7.9	12	4,273	259	6.1	10	7,273	758	10.5	2	---	---	---	---	---	---	---
All Other Products	144	35,420	5,648	15.9	129	42,638	7,622	17.8	79	56,510	7,919	14.0	54	47,351	5,482	11.6	22	73,588	6,530	8.9
Books, periodicals and newspapers	18	1,133	2,022	181.1	59	15,542	3,021	19.4	23	16,439	5,601	33.8	8	11,213	1,970	17.6	7	21,457	3,754	17.2
Forest products (except lumber)	12	3,015	855	28.4	14	2,319	653	28.2	5	3,864	431	11.2	---	---	---	---	---	---	---	---
Leather and leather goods	33	8,090	1,130	14.0	31	11,414	1,830	16.1	22	15,869	1,636	10.2	5	6,553	700	11.0	4	13,172	748	5.7
Fish and game (animal and vegetable)	3	1,054	135	12.8	4	1,658	147	8.9	3	3,324	287	8.7	3	8,097	747	9.2	3	9,754	654	6.4
Textiles and materials other than dry goods	14	3,413	480	14.1	8	2,782	407	14.7	4	3,114	177	5.7	2	---	---	---	---	---	---	---
Yarns	10	2,558	220	8.7	9	3,313	289	8.7	3	4,514	74	1.6	2	---	---	---	---	---	---	---
Miscellaneous kinds of business	9	---	---	---	14	---	---	---	6	4,514	741	16.4	1	---	---	---	---	---	---	---

**CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935**
**TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS**

 Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																				
	Total, all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over								
	Number	Net sales (add 000)	Ex- pre- ses, % to sales	Num- ber	Net sales (add 000)	Ex- pre- ses, % to sales	Num- ber	Net sales (add 000)	Ex- pre- ses, % to sales	Num- ber	Net sales (add 000)	Ex- pre- ses, % to sales	Num- ber	Net sales (add 000)	Ex- pre- ses, % to sales						
UNITED STATES	1,015	\$107,139,18.4		608	\$11,411,27.4		182	\$12,831,24.9		119	\$17,241,22.8		79	\$23,325,19.7		17	\$12,080,17.3		10	\$30,251,9.1	
TOTAL	729	4,584,19.7		50	989,26.0		10	691,21.0		6	1,292,22.1		3	X			1	X			
New England	366	49,682,16.6		220	4,249,27.9		66	4,701,23.3		44	6,095,21.7		20	6,456,19.8		8	4,517,18.8		4	2,647,23.3	
Middle Atlantic	170	13,992,25.6		102	1,752,27.3		28	1,999,29.0		20	3,077,25.4		16	899,23.4		11	2,810,22.5				
East North Central	77	5,460,25.5		47	970,28.7		13	861,33.6		6	899,23.4										
West North Central	53	5,751,22.1		32	613,28.1		12	826,28.0		9	1,394,24.7		10	2,918,19.0							
South Atlantic	17	944,24.7		9	145,20.0		5	324,23.1		2	X		1	X							
East South Central	62	5,259,20.8		41	715,29.7		10	673,25.6		4	612,19.3		5	1,562,20.2		2	1,707,17.0				
West South Central	29	1,959,27.7		17	393,29.0		4	289,23.8		6	X		2	X							
Mountain	159	19,468,13.9		90	1,985,26.2		34	2,497,20.8		20	2,983,21.5		11	3,411,19.4		2	X		2	X	
Pacific																					
TOTAL, 13 CITIES	583	70,634,17.9		337	6,146,28.2		105	7,592,23.5		72	10,456,22.8		46	14,345,18.7		14	9,856,17.0		9	22,467,10.7	
Baltimore	15	1,087,20.5		8	156,12.8		4	273,16.1		2	X		2	X							
Boston	32	2,939,13.2		19	275,32.7		4	277,22.7		6	991,22.8		2	X							
Buffalo	10	866,21.3		5	X					4	523,21.7		1	X							
Chicago	47	5,579,23.7		23	395,27.8		10	690,24.3		6	907,32.4		5	1,487,18.2		3	892,17.5				
Cleveland	18	1,475,21.2		12	186,25.3		5	X		2	X		3	X							
Detroit	22	1,514,18.6		15	X		1	X		3	453,16.8		4	1,157,15.6		2					
Los Angeles	65	12,726,9.6		39	569,33.4		11	847,22.0		7	1,043,15.3		2	551,21.6							
Milwaukee	18	1,396,25.9		10	216,30.6		4	311,26.0		24	3,392,22.0		14	4,779,21.7		6	4,674,17.8		1	11,912,13.1	
New York	244	30,730,18.2		151	2,669,27.8		43	3,104,20.4		3	393,21.1		3	715,14.3		1	X				
Philadelphia	39	5,608,20.0		22	567,30.2		2	686,22.1		5	595,25.7		3	845,22.4							
Pittsburgh	20	2,189,21.1		9	164,24.4		3	X		3	425,18.1		2	X							
St. Louis	18	1,587,22.7		10	183,27.3		2	134,33.6		5	595,25.7		3	845,22.4							
San Francisco	35	3,146,20.7		14	247,21.9		12	866,13.1		5	756,23.8		4	1,277,16.3							

X - Withheld to avoid disclosure of individual operators.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																					
	Total.		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over									
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales							
AUTOMOTIVE.																						
UNITED STATES																						
TOTAL	5,626	\$747,930	16.8	3,223	269,314	27.6	1,131	\$79,367	26.5	610	\$84,356	25.3	411	\$24,447	21.0	131	\$2,228	14.1	120	\$298,208	8.5	
New England	312	90,521	15.9	160	3,694	28.2	69	5,012	25.0	42	5,765	27.8	25	6,122	19.4	8	5,118	12.3	8	22,610	8.5	
Middle Atlantic	989	156,636	16.7	535	12,313	28.8	209	14,721	26.7	103	14,202	26.7	86	26,164	20.8	30	21,550	18.2	25	67,726	8.7	
East North Central	1,403	196,449	16.0	872	18,048	28.5	247	17,425	27.9	127	17,175	26.8	95	27,690	21.5	32	21,933	13.6	30	93,378	8.2	
West North Central	741	91,609	17.8	404	8,170	24.7	144	10,307	24.7	92	12,902	22.7	68	21,360	20.6	20	14,413	18.7	13	24,437	8.5	
South Atlantic	477	56,066	18.3	255	5,591	27.4	114	7,985	26.6	50	6,939	25.5	40	12,106	19.4	10	7,091	13.8	8	15,315	8.7	
East South Central	202	16,484	21.7	114	2,492	28.4	47	3,316	25.7	54	3,126	23.3	13	3,813	25.9	3	x	x	1	x	x	x
West South Central	452	49,822	18.9	242	4,822	26.1	93	6,318	24.6	71	9,982	24.3	26	6,949	22.9	6	7,249	13.9	10	13,402	10.2	
Mountain	225	24,412	18.4	119	2,233	25.9	49	3,466	25.7	32	4,494	24.1	16	5,108	20.8	6	x	x	4	x	x	x
Pacific	824	106,021	15.4	522	11,451	27.3	159	10,617	25.2	69	9,771	24.4	42	12,916	21.2	12	8,357	14.2	20	54,799	8.2	
TOTAL, 13 CITIES	1,478	229,940	15.2	765	15,622	30.4	244	16,947	28.7	143	30,496	28.6	140	43,736	22.2	45	31,895	16.9	53	170,509	8.7	
Baltimore	42	2,927	25.7	27	478	32.8	8	512	28.5	2	x	x	4	1,146	25.0	1	x	x	--	--	--	--
Boston	71	23,711	12.7	30	608	30.4	13	931	24.0	12	1,755	28.7	9	3,249	19.0	5	1,548	15.0	5	15,620	8.0	
Buffalo	31	9,681	12.1	17	271	25.8	4	252	19.8	1	x	x	2	x	x	5	4,134	16.5	2	x	x	
Chicago	244	41,760	16.9	135	3,166	31.6	41	2,943	29.6	26	3,743	29.1	30	8,509	23.3	3	3,723	17.4	7	19,646	7.5	
Cleveland	64	30,021	11.7	54	637	31.0	14	697	33.9	2	3,547	33.4	6	1,920	21.2	3	1,940	14.2	4	14,080	7.0	
Detroit	118	43,893	13.6	71	1,240	31.0	13	978	29.9	14	1,646	30.9	10	3,469	24.6	6	3,898	17.2	4	31,642	9.8	
Los Angeles	198	99,771	14.8	123	2,651	28.6	33	2,256	25.5	15	2,311	26.8	12	3,524	23.8	5	3,678	16.5	--	--	--	--
Los Angeles	40	4,666	26.8	21	659	35.9	9	617	32.3	4	616	30.6	4	x	x	1	x	x	1	x	x	x
Milwaukee	270	49,510	16.8	125	2,999	30.5	60	4,060	27.4	34	4,965	27.2	33	10,504	18.8	12	7,903	14.5	6	19,608	9.8	
New York	95	15,959	18.0	53	1,402	30.7	17	1,301	35.4	10	1,596	26.1	10	2,703	22.5	1	x	x	4	x	x	x
Philadelphia	35	15,243	15.8	15	416	28.0	8	642	31.9	3	x	x	4	1,629	26.6	1	x	x	4	8,555	10.4	
Pittsburgh	69	8,024	21.4	43	667	26.2	12	815	28.3	6	867	36.1	5	1,429	30.7	2	x	x	1	x	x	x
St. Louis	61	29,516	12.0	39	859	29.1	12	763	28.2	13	1,917	27.4	10	3,199	21.3	1	x	x	6	x	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments		Establishments with sales of																		
	Number	Net sales (add 000) sales	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over								
			Ex- per- ses, % to sales	Num- ber	Net sales (add 000) sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) sales	Ex- per- ses, % to sales						
UNITED STATES	3,925	\$597,376	1,685	\$39,261	16.8	877	\$62,507	15.7	659	\$92,050	15.2	504	\$156,748	12.5	155	\$104,560	11.0	75	\$132,870	10.0	
TOTAL																					
New England	275	65,029	13.5	45	1,416	18.9	57	4,140	17.3	65	9,516	14.5	77	23,226	13.4	21	13,697	12.2	10	13,034	12.3
Middle Atlantic	913	138,854	13.7	463	10,380	15.8	197	13,674	15.3	120	16,045	16.5	73	24,246	13.5	31	21,936	12.8	29	52,553	12.4
East North Central	959	133,266	11.5	372	9,348	15.7	230	16,759	14.1	196	27,883	14.4	128	39,360	11.7	21	13,994	10.9	14	27,432	5.7
West North Central	468	60,792	12.7	203	4,781	16.7	130	9,385	17.0	54	7,434	16.7	55	17,051	12.3	22	14,287	10.9	4	7,817	6.1
South Atlantic	299	53,919	12.5	106	2,568	21.5	63	4,244	17.0	52	7,315	14.9	48	14,999	12.3	24	16,188	10.0	6	8,615	9.3
South West Central	134	21,595	9.7	63	1,564	23.0	23	1,553	16.2	13	1,929	15.0	8	7,522	8.6	9	5,287	8.7	2	2,827	9.1
East South Central	230	29,313	11.9	112	2,252	15.5	28	2,943	15.5	48	6,653	15.1	32	10,151	10.9	10	3,148	14.4	3	1	1
Mountain	142	14,057	14.1	71	1,682	18.1	35	2,558	16.8	22	3,151	13.8	10	3,148	14.4	3	1	1	1	1	1
Pacific	515	70,611	13.6	250	5,480	16.8	114	8,154	16.9	89	12,604	15.6	59	18,045	12.5	16	10,404	10.8	7	15,924	12.0
TOTAL, 13 CITIES	858	204,719	12.5	302	6,967	18.1	151	10,942	18.1	150	21,035	16.8	130	42,138	12.9	58	40,055	11.4	47	83,582	10.0
Baltimore	54	10,804	11.4	6	165	21.0	6	485	16.3	3	2,165	14.7	10	3,609	10.5	8	4,924	12.0	1	1	1
Boston	58	23,821	13.8	6	179	24.0	4	324	20.4	15	2,148	15.4	17	5,148	15.4	9	5,614	12.0	6	10,391	13.4
Buffalo	9	3,080	13.2	1	1	1	3	239	14.7	1	5,059	12.1	2	897	12.8	1	1	1	1	1	1
Chicago	165	38,569	10.7	45	1,131	16.9	32	2,297	15.7	35	5,059	12.1	36	11,362	11.6	8	5,968	9.9	7	13,122	8.3
Cleveland	11	1,016	20.2	6	105	29.5	1	105	29.5	3	413	18.6	1	1	1	1	1	1	1	1	1
Detroit	15	7,769	4.0	4	59	18.6	4	205	14.3	2	253	13.0	2	1	1	1	1	1	1	1	1
Los Angeles	106	22,250	12.6	43	1,023	15.2	18	1,198	16.4	21	2,946	17.2	16	4,900	11.4	5	3,304	10.1	2	9,769	11.9
Milwaukee	48	9,527	12.7	17	436	16.7	8	618	16.7	11	1,858	22.3	8	2,550	13.6	2	1	1	1	1	1
New York	168	60,522	15.2	57	1,300	26.0	32	2,276	24.5	25	3,356	23.4	19	6,475	14.0	15	10,821	13.7	19	36,394	10.8
Philadelphia	49	5,269	11.6	27	515	13.0	9	1,011	16.2	2	1	1	1	1	1	1	1	1	1	1	1
Pittsburgh	71	2,940	11.1	51	1	1	13	817	9.2	6	841	11.9	1	1	1	1	1	1	1	1	1
St. Louis	18	5,391	13.5	4	141	16.3	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1
San Francisco	68	13,781	14.0	34	912	19.7	19	1,461	19.9	20	2,678	17.1	9	2,891	15.9	4	2,698	6.7	2	3,141	11.6

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.—SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population:
For 29 kind-of-business groups

Area	Establishments with sales of																													
	Under \$50,000					\$50,000 to \$99,999					\$100,000 to \$199,999					\$200,000 to \$499,999					\$500,000 to \$999,999					\$1,000,000 and over				
	Num-ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales		
TOTAL	1,353	\$223,594	16.1	721	\$14,328	25.8	230	\$15,444	26.0	177	\$24,668	22.5	121	\$35,378	20.7	55	\$39,442	14.6	29	\$92,331	14.7	5	5,693	16.2	11	57,658	18.3	7	12,493	8.8
UNITED STATES																														
TOTAL	1,353	\$223,594	16.1	721	\$14,328	25.8	230	\$15,444	26.0	177	\$24,668	22.5	121	\$35,378	20.7	55	\$39,442	14.6	29	\$92,331	14.7	5	5,693	16.2	11	57,658	18.3	7	12,493	8.8
New England	112	19,542	16.8	50	1,145	27.3	24	1,758	22.2	14	2,043	23.3	13	4,538	16.6	6	4,367	9.8	5	5,693	16.2	1	57,658	18.3	11	57,658	18.3	7	12,493	8.8
Middle Atlantic	408	101,793	18.9	204	4,278	24.9	74	5,241	24.4	52	7,281	20.7	50	14,868	19.7	17	12,447	15.1	11	57,658	18.3	17	12,447	15.1	11	57,658	18.3	7	12,493	8.8
East North Central	325	39,937	19.6	182	3,704	26.5	60	4,320	31.1	45	6,477	24.7	21	5,813	26.4	10	6,450	18.0	7	12,493	8.8	10	6,450	18.0	7	12,493	8.8	7	12,493	8.8
West North Central	134	14,528	22.0	71	1,456	23.4	22	1,563	25.4	19	2,477	23.7	17	5,279	23.0	5	3,763	15.7	--	--	--	--	5	3,763	15.7	--	--	--	--	--
South Atlantic	95	19,715	10.1	55	835	25.6	15	1,072	21.9	10	1,456	22.8	10	3,094	16.8	5	3,094	16.8	2	--	--	2	--	--	2	--	--	--	--	--
East South Central	27	6,351	11.9	13	306	28.1	4	284	26.4	3	399	19.0	2	--	--	4	2,676	13.3	1	--	--	1	--	--	1	--	--	--	--	--
West South Central	55	5,610	13.7	33	554	22.2	6	443	22.6	9	1,356	23.2	4	1,204	18.2	3	2,053	14.2	--	--	--	3	2,053	14.2	--	--	--	--	--	
Mountain	28	2,418	26.2	13	184	17.9	5	343	22.1	6	682	21.9	1	--	--	1	--	--	--	--	--	1	--	--	--	--	--	--	--	--
Pacific	151	13,900	18.3	102	1,871	24.9	20	1,417	25.7	19	2,637	23.4	3	763	11.0	4	3,095	18.6	3	4,117	12.2	4	3,095	18.6	3	4,117	12.2	3	4,117	12.2
TOTAL, 13 CITIES	629	138,921	19.1	333	6,960	25.7	111	7,999	28.6	74	10,566	22.4	59	17,985	21.9	31	22,564	16.1	21	72,947	17.2	1	72,947	17.2	3	3,577	17.4	2	3,824	9.3
Baltimore	21	2,127	17.3	10	166	24.1	5	533	22.5	3	459	21.8	2	2,096	16.1	1	3,328	8.3	3	3,577	17.4	1	3,577	17.4	3	3,577	17.4	2	3,824	9.3
Boston	40	9,808	15.6	16	429	26.8	6	465	19.4	6	913	18.2	2	2,096	16.1	1	3,328	8.3	3	3,577	17.4	1	3,577	17.4	3	3,577	17.4	2	3,824	9.3
Buffalo	17	1,323	29.3	8	166	29.2	5	166	29.2	5	166	29.2	2	1,196	23.9	7	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Chicago	85	12,184	19.0	45	925	27.7	15	1,044	33.3	9	1,196	23.9	7	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Cleveland	45	6,229	25.9	23	406	33.5	13	306	40.8	8	779	30.1	2	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Detroit	28	6,773	19.3	11	327	20.8	4	324	23.1	6	788	30.1	1	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Los Angeles	53	6,142	16.3	35	651	25.9	6	463	28.9	6	915	19.6	2	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Milwaukee	22	1,621	28.9	9	273	26.4	4	334	28.1	2	334	28.1	2	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
New York	218	80,028	19.0	113	2,421	23.1	34	2,432	25.5	24	3,540	20.0	27	8,160	19.3	10	7,616	17.2	10	55,857	18.6	10	55,857	18.6	10	55,857	18.6	10	55,857	18.6
Philadelphia	38	4,434	18.8	20	397	33.0	7	652	21.4	6	707	22.9	3	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
Pittsburgh	12	808	21.4	7	168	28.4	2	212	24.1	1	212	24.1	1	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
St. Louis	21	2,616	20.4	13	234	27.4	2	234	27.4	2	234	27.4	2	1,964	28.5	5	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,227	16.0	2	3,824	9.3
San Francisco	31	4,840	19.2	16	391	30.5	7	437	32.5	3	495	21.8	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

X - Withheld to avoid disclosure of individual operations.



CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																					
	Total		all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over							
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales				
UNITED STATES	381	\$198,354	12.1	123	\$2,646	21.0	61	\$4,425	21.3	57	\$7,669	19.9	63	\$19,637	22.1	34	\$25,252	14.9	43	\$139,505	9.3	
TOTAL																						
New England	44	69,948	6.8	9	220	21.8	3	228	14.9	5	653	21.4	11	3,935	20.4	6	4,958	17.5	10	60,654	4.9	
Middle Atlantic	133	53,508	13.8	40	855	21.6	24	1,601	20.8	16	2,224	17.0	23	7,095	29.0	15	11,599	13.7	14	29,934	9.3	
East North Central	110	48,760	15.8	30	623	18.7	20	1,425	22.5	21	2,712	17.6	20	5,559	18.5	7	5,793	10.1	12	35,670	14.4	
West North Central	58	17,908	17.3	15	369	20.4	5	155	20.0	7	1,128	25.5	5	1,966	16.0	3	X	X	5	X	X	
South Atlantic	20	3,918	10.0	7	161	25.5	5	378	16.9	4	574	25.5	1	X	X	2	X	X	1	X	X	
East South Central	7	2,500	15.6	4	71	18.3	1	X	X	1	X	X	1	X	X	1	X	X	1	X	X	
West South Central	3	157	29.3	2	X	X	1	X	X	1	X	X	1	X	X	1	X	X	1	X	X	
Mountain	5	102	36.3	4	X	X	1	X	X	1	X	X	1	X	X	1	X	X	1	X	X	
Pacific	21	1,505	17.1	12	237	18.1	4	X	X	4	578	21.8	1	X	X	1	X	X	1	X	X	
TOTAL, 13 CITIES ✓	159	124,046	10.6	42	1,017	21.0	26	2,000	22.1	26	3,672	20.2	25	7,989	23.5	16	12,398	14.9	24	96,970	8.3	
Baltimore																						
Boston																						
Buffalo																						
Chicago																						
Cleveland																						
Detroit																						
Los Angeles																						
Milwaukee																						
New York																						
Philadelphia																						
Pittsburgh																						
St. Louis																						
San Francisco																						

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X - Withheld to avoid disclosure of individual operators
✓ - The limited number of establishments prevents showing information for cities

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.—SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	all establishments				Establishments with sales of										Ex- pre- sales % to % of sales	Ex- pre- sales % to % of sales	Ex- pre- sales % to % of sales	Ex- pre- sales % to % of sales	Ex- pre- sales % to % of sales	Ex- pre- sales % to % of sales	
	Number	Net sales (add 000)	pre- sales % to % of sales	Ex- pre- sales % to % of sales	Num- ber	Net sales (add 000)	pre- sales % to % of sales	Ex- pre- sales % to % of sales	Num- ber	Net sales (add 000)	pre- sales % to % of sales	Ex- pre- sales % to % of sales	Num- ber	Net sales (add 000)							pre- sales % to % of sales
					Under \$100,000																
					\$100,000 to \$199,999																
					\$200,000 to \$499,999																
					\$500,000 to \$999,999																
					\$1,000,000 and over																
DRUGS (full-line)																					
UNITED STATES	274	\$297,784	13.0		15	\$949	15.6	21	\$2,860	13.7	61	\$21,308	13.9	70	\$51,237	14.0	107	\$221,430	12.7		
TOTAL																					
New England	22	84,792	11.6		--	--	--	4	536	11.7	5	1,589	15.2	7	5,023	13.4	6	17,642	10.8		
Middle Atlantic	37	42,149	11.9		4	158	14.7	4	597	16.2	2	2,406	17.0	5	3,698	12.4	16	35,290	11.2		
East North Central	42	53,743	13.1		1	X	X	2	X	X	4	2,088	13.9	12	8,516	14.8	22	42,696	12.7		
West North Central	29	43,573	12.6		1	1	X	4	X	X	4	1,529	12.2	3	2,366	12.3	17	39,074	12.6		
South Atlantic	49	30,868	13.9		3	218	10.6	2	349	14.0	19	6,518	14.3	17	13,632	15.5	8	10,121	11.5		
East South Central	26	17,163	13.5		2	142	19.0	3	338	11.8	8	2,745	11.9	6	5,489	14.0	5	8,469	13.7		
West South Central	30	26,572	13.2		3	224	19.2	2	270	13.0	4	1,508	15.4	7	4,211	13.2	14	20,459	13.0		
Mountain	17	12,850	12.5		3	224	19.2	2	270	13.0	4	1,508	15.4	7	4,211	13.2	14	20,459	13.0		
Pacific	22	45,984	14.5		1	X	X	X	--	--	--	8	2,925	11.7	4	2,944	9.9	5	6,951	14.0	
TOTAL, 13 CITIES	46	98,790	12.0		--	--	--	2	282	11.7	4	1,412	22.4	10	6,922	15.5	30	90,174	11.5		
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																			
	Total, all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 and over									
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales					
UNITED STATES	1,149	\$112,613	20.7	785	\$11,773	25.2	143	\$9,907	23.5	112	\$15,462	22.9	77	\$24,543	22.2	32	\$51,008	17.4		
TOTAL	661	74,566	21.6	414	6,064	27.6	93	6,535	23.7	78	10,572	23.6	51	16,587	20.6	25	34,807	20.0		
NEW ENGLAND	245	2,495	18.4	32	460	33.9	7	469	18.8	5	1,953	21.9	1	1,983	21.9	1	28,127	19.3		
Middle Atlantic	453	52,235	21.5	249	4,060	26.4	66	4,686	23.5	61	6,357	23.5	39	11,963	21.9	18	23,127	19.3		
East North Central	232	24,410	20.4	169	2,322	27.7	27	1,862	25.2	17	2,447	22.9	12	3,823	17.0	7	14,076	19.2		
West North Central	81	5,152	29.6	61	775	31.1	5	351	28.8	5	644	23.4	10	3,382	30.5	--	--	--		
South Atlantic	95	13,392	15.0	67	1,041	24.7	6	1,041	24.7	6	2,227	25.7	10	2,307	25.2	1	--	--		
East South Central	43	1,940	27.0	34	615	28.1	5	350	24.3	2	404	19.1	1	1,561	17.8	3	3,959	23.7		
West South Central	64	4,112	18.1	48	981	17.7	10	720	18.2	3	404	19.1	1	1,561	17.8	3	3,959	23.7		
Mountain	14	588	22.6	12	179	26.8	1	179	26.8	1	481	20.4	4	1,561	17.8	3	3,959	23.7		
Pacific	141	8,489	22.7	113	1,440	24.2	16	1,058	25.0	4	481	20.4	4	1,561	17.8	3	3,959	23.7		
TOTAL, 13 CITIES	661	74,566	21.6	414	6,064	27.6	93	6,535	23.7	78	10,572	23.6	51	16,587	20.6	25	34,807	20.0		
Baltimore	22	1,682	22.1	15	277	23.5	1	277	23.5	1	860	31.8	2	1,587	20.6	1	1,587	20.6		
Boston	18	894	17.4	12	169	32.5	3	200	28.0	4	200	28.0	2	1,587	20.6	1	1,587	20.6		
Buffalo	4	256	37.8	3	100	32.5	1	100	32.5	1	100	32.5	1	100	32.5	1	100	32.5		
Chicago	88	11,630	20.7	67	890	31.7	6	558	30.6	4	562	30.5	4	1,587	20.6	5	6,233	19.8		
Cleveland	18	1,025	21.0	12	156	25.0	3	235	32.8	2	323	32.8	2	323	32.8	1	323	32.8		
Detroit	10	878	25.7	24	289	25.5	3	172	22.7	2	447	27.1	1	447	27.1	1	447	27.1		
Los Angeles	63	4,627	26.5	54	806	27.4	3	175	32.0	3	364	23.1	1	364	23.1	1	364	23.1		
Milwaukee	11	720	20.3	7	463	33.3	1	463	33.3	1	463	33.3	1	463	33.3	1	463	33.3		
New York	337	45,660	21.6	186	2,862	27.2	57	4,094	23.1	46	6,350	24.4	31	9,759	22.5	17	22,615	19.4		
Philadelphia	28	2,189	17.4	16	300	22.6	7	300	22.6	7	775	21.8	2	775	21.8	2	775	21.8		
Pittsburgh	8	643	19.9	5	104	25.0	3	104	25.0	3	104	25.0	2	104	25.0	1	104	25.0		
St. Louis	20	1,613	31.7	13	153	30.7	2	153	30.7	2	153	30.7	3	1,104	34.8	1	1,104	34.8		
San Francisco	14	2,709	15.4	--	--	--	9	639	16.3	1	639	16.3	1	639	16.3	1	639	16.3		

DRUGS AND DRUG SUNDRIES (specialty lines)

X - Withheld to avoid disclosure of individual operations.

GENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																								
	Under \$50,000					\$50,000 to \$99,999					\$100,000 to \$199,999					\$200,000 to \$499,999					\$500,000 and over				
	Number	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales	Num- ber	Net sales (add 000)	Ex- per- sen, % to sales		
UNITED STATES	2,479	\$347,933	12.6	1,330	\$24,980	16.8	397	\$28,092	16.1	338	\$47,669	15.4	270	\$34,766	13.6	144	\$12,404	10.1							
TOTAL																									
New England	135	11,363	13.0	86	1,607	21.4	16	1,107	17.2	19	2,678	16.0	10												
Middle Atlantic	1,804	282,515	12.4	939	17,288	16.1	281	20,021	16.1	250	35,413	14.8	211	66,096	13.6	123	143,695	10.3							
East North Central	232	23,494	13.6	127	2,388	19.1	49	3,439	16.2	30	4,073	17.9	20	6,853	15.3	6	7,055	6.3							
West North Central	34	2,213	20.3	22	445	15.7	6	405	19.0	4			2												
South Atlantic	81	5,495	13.4	55	1,154	15.4	16	1,017	15.6	6	839	13.7	2												
East South Central	20	1,560	12.4	12	201	12.4	4			1			3												
West South Central	14	893	16.8	9			2	245	12.2	1			1												
Mountain	4	179	20.1	2			2						1												
Pacific	155	20,221	13.6	78	1,602	17.1	20	1,440	14.4	27	3,720	18.4	21	6,576	12.4	9	6,861	11.7							
TOTAL, 13 CITIES	2,180	328,790	12.5	1,137	21,443	16.7	353	25,097	15.8	299	42,220	15.3	248	78,144	13.5	143	161,886	10.1							
Baltimore	43	3,270	13.3	28	560	14.7	11	679	15.5	2			1												
Boston	66	8,460	14.0	52	1,062	22.1	10	722	19.7	14	1,973	16.6	6	1,906	11.5	4	2,797	7.9							
Buffalo	7	144	10.4	6			1																		
Chicago	129	14,811	14.0	66	1,295	19.2	26	1,832	17.2	19	2,504	16.9	13	4,411	15.9	5	4,769	6.2							
Cleveland	26	1,563	18.7	13	176	23.3	8	1,573	14.1	4	549	20.8	1												
Detroit	43	4,350	7.4	11	190	20.5	5	361	14.1	3	388	14.4	3	1,128	10.6	1									
Los Angeles	79	13,091	12.4	37	799	18.3	11	733	14.9	8	1,115	13.9	16	5,062	12.1	7	5,342	11.0							
Milwaukee	6	850	20.9	3			3			1			2												
New York	1,613	287,577	12.2	816	15,002	16.2	282	18,094	16.0	233	33,160	14.8	192	60,949	13.5	120	140,372	10.0							
Philadelphia	98	9,894	15.7	58	1,199	13.4	15	1,002	13.2	10	1,542	15.6	12	3,028	12.5	3	3,323	20.1							
Pittsburgh	19	1,171	11.5	14	355	15.5	2			2			1												
St. Louis	19	1,069	21.9	12	195	13.3	3			3	449	20.0	1												
San Francisco	30	2,570	14.6	21	460	16.5	7																		

X - Withheld to avoid disclosure of individual operations.

DRY GOODS (specialty lines)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																				
	Total all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over								
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales						
UNITED STATES	2,397	\$658,514.17	17.4	955	\$20,393.24	1.1	401	\$28,774.22	21.5	374	\$53,966.19	19.3	411	\$130,450.16	16.9	159	\$111,353.16	16.8	97	\$23,568.16	16.3
TOTAL	195	34,008.18	4.0	61	1,986.24	3.1	42	3,125.21	21.1	31	4,575.16	16.8	27	8,488.18	16.8	9	5,890.16	16.1	5	9,972.16	16.4
New England	700	175,321.18	18.4	321	7,354.24	3.1	141	9,774.24	21.1	91	12,658.21	21.4	84	25,795.16	16.7	26	17,884.16	16.6	37	102,176.17	16.4
Middle Atlantic	598	129,279.17	17.8	220	4,407.25	3.0	70	5,025.21	21.9	85	12,838.20	21.6	92	29,325.17	17.3	41	29,656.16	16.4	20	47,683.17	17.2
East North Central	207	48,979.17	18.8	66	1,214.26	3.0	30	2,986.23	21.9	37	5,254.19	21.7	45	15,085.16	16.4	19	13,780.16	16.1	7	12,353.16	16.6
South Atlantic	225	52,325.15	18.8	70	1,449.20	3.2	38	2,696.23	21.9	39	5,467.16	16.8	46	14,760.16	16.6	25	17,816.15	15.3	7	10,147.15	15.1
East South Central	65	13,026.15	15.8	20	450.23	3.1	5	389.16	16.5	14	2,068.15	16.7	22	7,048.15	16.6	3	1,000.15	15.8	1	1,000.15	15.8
West South Central	118	28,356.16	16.3	27	518.25	3.1	16	1,207.17	17.5	26	4,054.16	16.8	30	9,287.15	16.5	17	11,359.16	16.7	2	11,359.16	16.7
Mountain	58	11,723.16	17.7	23	689.22	4.1	5	410.21	21.5	10	1,665.18	18.1	15	4,894.16	16.9	4	1,359.16	16.7	14	26,066.13	13.5
Pacific	301	65,496.15	15.9	127	2,434.22	3.7	54	3,868.21	21.0	41	5,987.17	17.4	50	15,788.16	16.5	15	11,359.16	16.7	14	26,066.13	13.5
TOTAL, 13 CITIES	990	294,506.17	17.9	431	9,340.25	3.1	186	16,970.23	23.6	126	17,626.22	22.2	115	35,722.20	20.2	63	46,056.18	18.3	69	168,792.15	15.9
Baltimore	32	7,028.17	17.3	10	212.22	2.2	6	412.18	18.7	5	706.22	18.8	5	1,375.15	15.9	3	4,333.16	16.1	--	--	--
Boston	51	15,966.16	16.2	18	469.24	3.1	14	1,096.22	18.8	7	896.19	19.1	5	1,066.22	16.4	5	3,560.15	15.2	4	8,879.16	16.9
Buffalo	21	5,034.19	19.2	4	66.24	3.1	4	497.35	18.7	4	630.23	21.2	4	1,621.17	17.3	1	1,000.15	15.2	1	1,000.15	15.2
Chicago	134	34,126.18	18.4	66	1,321.27	3.8	17	1,167.27	20.0	18	2,950.23	21.4	14	4,345.22	22.2	7	4,926.18	18.8	10	19,817.15	15.6
Cleveland	42	10,791.20	20.3	12	286.26	3.1	9	628.24	20.0	6	628.24	20.0	6	1,197.16	16.4	2	1,197.16	16.4	2	1,197.16	16.4
Detroit	44	16,196.15	15.8	15	423.19	3.6	6	420.16	16.2	2	1,495.15	15.2	8	2,995.15	15.2	7	2,995.15	15.2	5	7,218.13	13.1
Los Angeles	94	22,526.16	16.3	40	784.23	3.0	22	1,569.25	17.7	10	1,890.15	16.6	12	3,661.16	16.6	5	3,661.16	16.6	7	13,109.14	14.8
Milwaukee	31	7,961.15	15.7	12	171.21	1.6	6	1,597.22	18.4	4	4,035.19	19.3	6	6,681.16	16.6	5	3,630.15	15.8	1	1,000.15	15.8
New York	342	62,126.20	20.7	171	3,656.25	3.9	69	4,739.25	23.5	40	5,285.23	23.8	37	11,133.20	20.7	11	7,840.22	22.7	14	29,594.18	18.5
Philadelphia	75	59,442.16	16.1	34	865.21	3.0	15	960.21	16.0	9	1,313.20	19.9	6	1,486.22	16.4	1	1,486.22	16.4	1	1,486.22	16.4
Pittsburgh	56	11,369.16	16.0	10	223.27	2.3	4	444.16	17.7	3	444.16	17.7	1	1,486.22	16.4	2	1,486.22	16.4	6	53,418.15	15.5
St. Louis	39	13,578.20	15.8	14	306.30	3.1	4	1,127.20	17.4	8	1,127.20	17.4	2	667.25	15.0	2	667.25	15.0	5	10,346.14	14.4
San Francisco	59	18,373.14	14.8	23	407.27	3.0	10	723.20	17.7	10	1,448.21	17.1	8	2,683.17	16.6	3	2,683.17	16.6	5	10,366.14	14.4

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																					
	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over											
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales										
Total, all establishments	1,844	\$1,019,151	6.8	588	\$14,672	15.0	315	\$22,276	13.6	261	\$26,316	11.0	312	\$28,117	9.7	165	\$15,213	8.7	203	\$73,457	5.3	
UNITED STATES																						
TOTAL																						
New England	126	139,905	6.3	31	752	15.7	19	1,245	12.1	14	1,911	14.3	17	5,944	13.4	17	11,817	10.8	29	118,336	5.2	
Middle Atlantic	689	186,354	8.5	303	8,056	15.0	139	9,782	12.3	91	13,066	10.4	91	23,120	10.1	41	29,269	8.5	24	70,695	6.9	
East North Central	252	140,741	6.0	70	1,948	15.5	59	4,201	15.2	42	5,760	11.0	37	11,145	9.5	26	14,977	8.3	24	104,115	4.4	
West North Central	199	246,001	5.7	53	667	12.1	21	1,409	13.6	54	4,577	12.1	39	15,327	11.6	26	18,356	8.1	46	208,303	5.0	
South Atlantic	159	87,439	8.2	33	915	13.2	19	1,358	13.4	17	2,243	10.6	46	14,673	8.1	21	14,220	9.9	23	54,043	7.0	
East South Central	104	94,985	5.9	16	419	13.8	9	690	13.7	14	2,043	13.6	29	10,487	8.3	16	11,397	7.0	20	69,689	5.4	
West South Central	114	65,494	6.0	32	769	14.4	20	1,478	9.3	18	2,408	10.0	19	5,883	6.7	11	7,111	7.0	14	47,715	5.4	
Mountain	72	17,819	7.6	30	724	17.0	15	1,162	12.5	10	1,621	12.5	10	2,585	9.5	1	3,027	10.8	7	11,318	5.6	
Pacific	129	66,834	8.4	40	842	15.0	15	1,001	16.3	21	3,027	10.8	25	7,158	9.6	12	8,341	8.6	16	46,585	7.7	
TOTAL, 13 CITIES	859	350,521	6.7	320	8,573	15.0	162	11,373	13.6	111	15,868	11.1	107	35,738	9.6	66	46,573	8.4	73	274,386	5.3	
Baltimore	12	3,556	5.8	3	75	14.7	1	397	18.9	4	605	14.9	11	3,938	8.8	2	6,369	5.9	24	106,943	4.0	
Boston	64	118,465	4.4	10	264	13.2	6	397	18.9	4	605	14.9	11	3,938	8.8	2	6,369	5.9	24	106,943	4.0	
Buffalo	6	10,974	3.4	1	1	1.0	1	1	1.0	1	1.0	1.0	1	1.0	1.0	1	1.0	1.0	1	1.0	1.0	1.0
Chicago	51	65,557	5.4	13	301	16.9	16	1,174	15.6	7	993	16.5	2	975	8.7	3	2,443	8.4	10	60,071	4.7	
Cleveland	8	908	9.0	3	3	3.0	3	198	12.1	1	1	1.0	1	1.0	1.0	1	1.0	1	1	1.0	1.0	
Detroit	11	3,762	8.0	4	68	26.5	1	2	2.0	1	1	1.0	2	616	13.0	2	2,725	10.6	1	1	1.0	
Los Angeles	21	3,864	12.3	11	204	23.0	2	129	26.6	2	211	13.7	2	211	13.7	2	211	13.7	3	5,823	8.0	
Milwaukee	11	7,972	8.1	4	109	15.6	1	1	1.0	1	1	1.0	1	1	1.0	1	1	1.0	1	1	1.0	
New York	553	104,015	9.5	245	6,790	14.4	117	8,237	12.1	73	11,185	9.5	70	21,905	9.5	40	21,507	8.7	11	34,531	8.5	
Philadelphia	46	30,373	7.1	15	430	13.0	4	505	11.8	5	701	15.0	2	1,392	9.4	6	5,639	8.3	10	21,412	6.1	
Pittsburgh	3	4,654	9.5	--	--	--	5	239	21.7	--	--	--	2	2,171	11.9	4	2,910	10.6	4	11,959	6.5	
St. Louis	27	17,367	8.7	3	62	11.3	5	239	21.7	4	556	22.6	7	2,171	11.9	4	2,910	10.6	4	11,959	6.5	
San Francisco	28	19,767	7.4	10	165	15.4	5	315	9.6	3	566	22.6	7	2,171	11.9	4	2,910	10.6	3	1,975	8.6	

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than \$500,000 Population.
For 29 kind-of-business groups

Area	Total		Establishments with sales of																		
	all establishments		Under \$50,000		\$50,000 in \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over								
	Number	Net sales (add 000)	Num-ber	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales					
UNITED STATES	10,211	1,812,457	11,010	4,729	\$91,983	14.8	1,587	\$119,777	14.1	1,571	\$222,237	13.3	1,417	\$433,103	11.6	500	\$340,267	10.9	307	\$605,020	8.6
TOTAL	717	130,535	11.0	316	6,353	17.0	130	9,436	14.8	117	16,692	13.4	100	31,073	12.8	25	16,496	9.3	29	50,395	8.1
New England	2,753	651,427	10.0	1,069	24,028	14.2	445	31,699	14.0	453	55,750	12.5	470	141,654	10.9	153	104,818	10.8	132	263,479	7.9
Middle Atlantic	2,354	421,237	10.4	1,035	19,426	15.3	400	28,794	13.7	354	49,675	12.9	329	101,004	11.0	116	78,259	10.7	70	144,426	7.7
East North Central	1,064	183,417	10.1	511	9,125	14.3	151	10,784	13.7	160	22,605	12.6	150	46,715	10.3	63	42,253	13.7	29	51,925	8.4
West North Central	813	92,643	10.5	456	7,194	15.7	129	9,043	14.3	124	17,793	14.5	85	27,008	13.5	32	21,954	12.0	7	8,903	13.1
South Atlantic	401	41,376	13.7	216	4,186	15.1	82	5,257	13.1	46	6,527	13.1	42	11,656	14.5	12	11,656	14.5	3	11,656	14.5
East South Central	600	67,914	13.6	318	5,951	15.4	105	7,382	13.8	85	11,862	13.8	62	13,139	13.2	25	17,109	12.0	5	6,431	16.4
West South Central	351	37,447	12.8	156	3,717	15.1	62	4,272	15.4	49	6,618	13.5	36	9,862	13.0	16	9,862	13.0	2	9,862	13.0
Mountain	1,208	185,661	13.6	622	11,133	13.4	182	13,060	13.7	173	24,395	14.7	143	44,932	12.9	58	39,756	13.5	30	52,465	14.0
Pacific	3,385	919,132	9.3	1,286	27,396	13.3	493	35,460	11.6	372	61,284	11.5	599	164,877	10.1	233	158,655	10.5	192	431,450	7.7
TOTAL, 13 CITIES	136	13,486	9.1	73	1,441	12.1	20	1,351	10.3	17	5,613	11.3	9	2,454	10.6	5	2,905	10.5	2	11,656	14.5
Baltimore	196	61,611	7.9	58	1,415	16.5	33	2,494	12.5	39	5,613	11.3	37	11,817	9.5	12	7,915	8.7	17	32,457	5.8
Boston	27	11,586	3.8	22	614	11.4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Buffalo	403	152,463	8.4	115	2,236	14.8	32	4,466	13.2	71	10,206	13.0	82	25,400	9.9	40	27,114	11.2	33	83,021	6.1
Chicago	140	24,716	11.1	51	897	17.8	23	1,715	10.8	29	4,108	13.1	26	8,199	10.0	8	6,036	14.2	3	3,761	4.9
Cleveland	171	36,725	13.5	56	866	14.7	34	2,604	10.2	28	5,277	8.4	36	11,353	13.1	11	7,698	12.4	6	10,561	17.1
Detroit	410	54,320	12.0	227	3,983	11.1	39	4,824	10.2	39	5,277	11.0	40	13,132	10.6	18	11,804	12.4	7	17,290	14.7
Los Angeles	61	12,637	7.7	18	417	12.2	13	10,823	11.9	223	31,665	13.5	27	74,457	9.8	90	60,308	11.6	85	133,095	8.0
Milwaukee	1,171	380,521	9.4	376	10,033	13.7	150	13,000	10.4	45	6,523	12.9	36	11,200	10.0	14	9,721	5.5	13	30,898	6.8
New York	285	54,308	8.5	133	2,955	12.1	44	3,011	11.1	40	2,954	12.9	21	7,030	8.5	5	3,477	7.3	4	28,085	5.4
Philadelphia	131	43,985	6.6	55	863	9.4	22	2,034	10.0	28	3,924	11.1	37	11,677	8.8	14	10,556	6.8	8	7,640	9.6
Pittsburgh	130	36,629	8.7	58	868	17.6	29	2,034	10.0	28	3,924	11.1	37	11,677	8.8	14	10,556	6.8	8	7,640	9.6
St. Louis	114	36,085	12.6	54	882	10.8	23	1,742	13.7	19	2,665	15.0	16	4,939	14.3	12	8,139	11.1	10	17,568	12.2
San Francisco																					

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4. - SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																								
	all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over												
Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales											
UNITED STATES	1,359	\$242,556	12.9	469	\$11,537	15.0	285	\$30,626	13.9	273	\$57,913	13.5	211	\$61,653	12.6	65	\$46,120	11.3	36	\$64,207	13.1	3	6,213	9.1	
TOTAL																									
New England	33	11,387	11.0	2	x	x	10	753	11.3	8	1,173	17.3	10	3,191	12.2	--	--	--	3	6,213	9.1				
Middle Atlantic	189	36,989	12.5	73	1,797	19.5	34	2,423	13.5	41	5,543	20.6	25	7,070	18.3	5	4,389	9.0	11	17,917	7.4				
East North Central	274	45,779	16.3	116	2,740	15.5	62	4,504	13.8	54	4,504	15.7	40	11,962	13.9	14	8,904	12.9	8	13,165	21.9				
West North Central	250	51,621	13.3	95	2,376	11.8	40	3,103	12.6	47	6,522	10.6	45	13,576	11.7	15	11,453	14.0	7	14,809	16.0				
South Atlantic	203	30,258	10.4	64	1,575	12.4	57	3,905	13.2	45	5,974	10.8	28	7,778	9.5	16	3,706	9.1	4	7,520	9.5				
East South Central	65	10,041	11.8	22	397	12.1	7	563	11.3	15	2,283	9.4	15	4,174	11.9	4	2,894	14.0	--	--					
West South Central	137	19,180	8.7	50	1,171	13.5	25	1,663	10.9	39	5,381	10.2	16	4,609	2.6	7	4,956	6.2	--	--					
Mountain	57	6,147	15.6	18	389	21.4	12	827	18.7	16	2,353	15.9	8	2,451	10.1	3	2,049	11.3	--	--					
Pacific	153	27,954	13.3	49	1,095	17.4	38	2,765	16.7	28	4,190	14.4	24	6,842	14.7	11	8,079	10.3	3	4,983	12.3				
TOTAL, 13 CITIES ^{1/}	150	45,823	16.8	54	1,061	25.2	18	1,356	22.5	28	3,626	21.5	24	6,915	17.9	13	9,655	14.5	13	25,050	16.0				
Baltimore																									
Boston																									
Buffalo																									
Chicago																									
Cleveland																									
Detroit																									
Los Angeles																									
Milwaukee																									
New York																									
Philadelphia																									
Pittsburgh																									
St. Louis																									
San Francisco																									

X - Withheld to avoid disclosure of individual operations. ^{1/} The limited number of establishments is given showing information for cities

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments		Establishments with sales of										Ex- pen- ses, % to sales (add 000)	Num- ber	Ex- pen- ses, % to sales (add 000)	Num- ber	Ex- pen- ses, % to sales (add 000)	Num- ber	Ex- pen- ses, % to sales (add 000)	Num- ber	Ex- pen- ses, % to sales (add 000)		
	Number	Net sales (add 000)	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999											\$1,000,000 and over	
			Num- ber	Net sales (add 000)	Num- ber	Net sales (add 000)	Num- ber	Net sales (add 000)	Num- ber	Net sales (add 000)	Num- ber	Net sales (add 000)										Num- ber	Net sales (add 000)
UNITED STATES TOTAL	1,656	\$199,286	17.3	907	\$14,112	24.2	247	\$16,762	21.4	205	\$28,392	19.7	188	\$55,989	17.2	61	\$40,570	14.6	28	\$42,461	14.4		
New England	103	15,201	19.0	51	942	26.0	17	1,172	24.9	15	14,220	19.6	9	2,659	22.5	9	5,812	13.6	2	13,517	12.7		
Middle Atlantic	787	89,362	17.2	433	7,201	24.8	124	8,420	21.5	104	26,266	17.3	89	26,266	17.3	28	16,738	13.6	9	4,516	11.8		
East North Central	304	34,751	16.7	183	2,659	25.7	43	2,977	21.6	32	4,510	20.8	32	10,287	17.3	7	4,772	13.4	7	7,193	15.8		
West North Central	85	16,827	18.3	43	428	24.3	9	604	22.5	12	1,621	27.5	13	3,917	18.7	4	3,064	17.4	4	7,193	15.8		
South Atlantic	79	10,995	15.6	39	709	19.3	13	844	18.6	6	813	18.0	18	5,847	14.2	2	2	2	1	1	1	1	
East South Central	26	3,277	20.0	15	132	26.0	2	141	28.4	5	813	15.8	2	597	20.3	1	1,176	17.7	1	1	1		
West South Central	38	5,924	17.9	18	285	21.1	3	237	18.1	4	528	18.4	11	3,698	17.6	2	2,418	13.9	4	7,669	16.7		
Mountain	18	3,870	16.3	10	184	22.0	--	--	--	1	1	1	3	789	12.3	4	2,418	13.9	4	7,669	16.7		
Pacific	196	20,398	17.0	115	1,582	20.9	36	2,367	19.6	26	3,633	18.1	11	2,729	14.6	4	2,418	13.9	4	7,669	16.7		
TOTAL, 13 CITIES	1,192	140,092	17.1	678	11,039	24.7	186	12,610	21.1	148	20,285	20.3	117	34,534	17.6	40	26,596	13.7	23	35,028	13.6		
Baltimore	21	2,348	14.9	16	407	19.2	2	587	20.1	1	1,046	20.4	2	1,046	20.4	1	1,046	20.4	1	1,046	20.4		
Boston	61	10,341	19.0	29	542	27.5	9	292	25.7	1	2,159	22.0	14	4,562	17.8	2	1,289	11.3	4	5,899	10.6		
Buffalo	13	781	19.0	7	99	27.3	4	1,360	20.0	2	254	18.5	4	1,364	15.8	1	1	1	1	1	1		
Chicago	138	16,505	16.9	94	1,256	27.2	19	2,547	21.6	15	2,547	21.6	14	3,677	16.5	6	1,984	14.3	1	1	1		
Cleveland	30	3,774	13.3	18	233	27.0	4	254	18.5	2	677	16.5	3	717	14.4	1	1	1	1	1	1		
Detroit	99	3,954	14.0	21	323	26.3	8	553	23.5	5	1,046	16.8	6	1,984	14.3	1	1	1	1	1	1		
Los Angeles	92	8,503	14.1	62	876	21.5	14	1,046	16.8	7	1,046	16.8	6	1,984	14.3	1	1	1	1	1	1		
Milwaukee	14	1,604	17.3	11	245	26.9	--	--	--	1	1	1	1	1	1	1	1	1	1	1	1		
New York	606	69,425	17.5	341	5,659	24.4	94	6,397	21.0	74	10,118	20.4	67	20,031	18.2	21	13,733	14.5	9	13,517	12.7		
Philadelphia	94	9,900	17.2	47	853	26.0	15	983	25.7	19	2,563	19.7	2	2,477	15.6	4	3,054	11.1	5	5,899	10.6		
Pittsburgh	22	2,999	12.9	9	164	25.6	5	301	15.0	4	489	12.9	3	603	13.3	2	1,445	10.9	1	1	1		
St. Louis	20	3,842	17.1	9	83	22.9	1	295	18.6	5	3	3	5	755	17.7	1	1	1	1	1	1		
San Francisco	42	6,116	21.9	24	379	22.7	8	569	17.9	7	935	20.7	1	1	1	1	1	1	1	1	1		

X - Withheld to avoid disclosure of individual operations.

GENSIUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																	
	Total, all establishments		Under \$100,000		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over							
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales						
TOTAL	3,210	\$1,707,024	9.2	325	\$21,217	9.8	591	\$66,737	6.6	1,335	\$43,912	9.4	627	\$23,407	6.7	332	\$734,751	10.2
UNITED STATES																		
New England	141	76,864	12.0	10	721	12.2	28	4,450	9.5	66	22,842	9.5	24	16,878	11.8	13	31,973	14.4
Middle Atlantic	323	273,462	10.3	27	1,877	10.5	44	6,442	9.9	118	39,725	9.4	82	57,504	10.0	52	167,904	10.1
East North Central	493	308,112	10.5	54	3,633	10.3	92	13,164	9.0	179	57,585	8.5	90	59,980	9.2	78	173,753	11.4
West North Central	352	246,334	9.9	16	936	13.5	39	5,950	9.7	132	43,075	9.1	94	66,790	9.2	51	101,575	10.6
South Atlantic	623	214,910	8.1	94	6,201	9.2	140	20,070	8.0	271	89,247	8.2	95	65,363	7.6	53	35,029	8.3
East South Central	404	157,578	8.2	43	2,784	9.8	83	12,359	9.9	193	59,565	7.9	71	49,313	8.0	24	34,897	8.4
West South Central	594	249,787	8.1	47	3,065	8.3	150	17,456	7.7	278	89,497	7.5	110	71,476	7.5	39	67,804	9.4
Mountain	152	78,309	8.7	17	930	11.2	16	2,446	8.6	67	21,993	8.7	37	25,928	7.4	15	27,012	9.8
Pacific	148	129,705	8.3	17	1,150	7.9	29	3,901	6.9	41	13,663	9.1	24	16,167	8.5	97	94,804	8.2
TOTAL, 13 CITIES	301	365,474	11.2	24	1,480	10.7	50	7,098	9.9	96	31,805	10.2	53	37,633	11.0	78	287,450	11.4
Baltimore	10	8,127	7.8	--	--	--	2	650	7.7	5	1,760	9.9	3	2,265	6.0	3	4,715	7.4
Boston	20	24,612	14.3	3	221	12.2	4	1,481	12.6	4	1,943	7.4	3	2,089	15.5	5	20,094	14.8
Buffalo	10	5,675	9.6	--	--	--	1	370	11.1	12	3,854	9.9	6	3,636	7.2	2	54,873	18.2
Chicago	39	62,863	14.3	2	130	17.7	3	382	13.1	6	2,028	8.9	2	1,820	14.2	3	10,820	14.2
Cleveland	15	14,188	14.4	2	2	2	6	907	9.6	13	4,429	6.8	2	1,820	14.2	3	8,206	6.5
Detroit	26	15,084	7.2	2	2	2	1	1,239	8.4	8	2,593	12.6	4	2,923	10.5	8	31,849	6.8
Los Angeles	35	39,001	7.5	5	397	6.5	10	2,329	8.4	4	1,184	7.5	1	1,184	7.5	1	5,685	10.6
Milwaukee	12	11,085	11.0	--	--	--	2	2	2	2	2	2	2	2	2	2	2	2
New York	56	121,094	11.1	9	322	10.8	9	3,971	10.4	15	4,482	7.7	15	11,173	10.5	16	103,846	11.4
Philadelphia	29	19,332	9.2	3	197	8.6	3	361	10.5	12	4,012	12.4	6	4,111	10.6	5	10,661	7.3
Pittsburgh	15	12,478	9.3	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
St. Louis	15	13,869	13.1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
San Francisco	16	17,948	10.1	2	2	2	3	400	7.3	5	1,694	16.3	3	2,080	12.3	4	9,419	12.6

GROCERIES (full-line)

X - Withheld to avoid disclosure of individual operations.

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Division and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																							
	Under \$50,000				\$50,000 to \$99,999				\$100,000 to \$199,999				\$200,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 and over			
	Number	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales	Num- ber	Net sales (add 000)	Ex- per- cent- age % to sales			
UNITED STATES	10,119	\$1,401,241	12.7	4,949	\$92,033	17.3	1,908	\$135,340	15.1	1,441	\$205,595	14.2	1,213	\$372,218	11.9	435	\$336,454	11.3	173	\$301,590	11.5			
TOTAL																								
New England	798	137,454	11.9	335	6,208	16.3	149	10,638	13.7	135	20,193	14.0	127	38,615	11.2	43	28,199	12.3	19	33,601	9.7			
Middle Atlantic	2,523	422,228	12.3	1,100	22,268	17.6	476	34,003	15.5	388	54,371	15.0	349	108,893	12.0	150	101,413	10.7	60	101,350	10.4			
East North Central	2,188	279,154	12.7	1,167	30,257	17.0	410	28,967	14.6	273	36,426	15.0	226	69,544	11.8	77	55,275	12.4	33	66,765	10.4			
West North Central	765	114,758	14.0	372	6,504	17.7	142	10,247	15.1	105	14,955	14.7	89	27,717	13.4	44	29,366	12.6	13	26,049	14.2			
South Atlantic	1,328	182,750	11.5	661	13,131	16.4	259	18,366	14.6	195	27,621	11.6	188	47,397	11.0	45	36,793	8.0	10	15,452	12.2			
East South Central	422	41,957	11.7	227	4,398	14.8	76	5,143	14.2	57	8,216	12.0	50	15,138	10.6	9	9,380	7.6	3	3,682	14.9			
West South Central	795	79,758	13.3	423	7,749	18.5	154	10,866	14.5	102	13,999	14.2	78	23,085	10.3	22	14,335	12.5	6	8,704	14.6			
Mountain	227	26,908	11.7	123	2,459	15.2	42	2,984	17.4	31	4,760	13.7	22	7,179	11.6	5	3,748	7.5	4	5,818	8.5			
Pacific	1,073	147,274	15.0	541	9,049	19.5	200	14,166	17.0	155	21,138	15.1	114	34,720	14.5	38	27,945	13.2	25	40,259	14.8			
TOTAL, 13 CITIES	3,416	695,395	12.8	1,405	25,346	18.6	575	41,011	16.2	535	75,353	15.1	542	168,689	13.0	245	169,768	12.0	113	204,689	11.1			
Baltimore	187	22,192	11.7	92	1,939	16.8	39	2,682	14.8	29	4,101	12.6	17	5,218	13.4	8	3,748	13.5	2	3,748	13.5			
Boston	247	50,167	13.5	68	1,425	16.8	41	2,639	13.3	47	7,127	13.6	61	18,404	13.4	21	13,952	13.5	9	16,838	12.5			
Buffalo	59	7,440	13.7	27	560	14.6	14	993	20.4	6	1,077	19.8	6	1,441	10.9	3	1,441	10.9	1	1,441	10.9			
Chicago	462	104,998	12.6	209	3,559	19.0	71	5,284	16.5	61	6,759	16.9	65	20,103	13.1	36	28,081	13.8	20	41,203	9.6			
Cleveland	187	29,150	12.5	81	1,432	15.2	21	1,484	12.5	22	2,007	17.0	20	6,043	14.6	8	5,761	9.3	5	10,473	11.5			
Detroit	183	35,671	11.0	85	1,626	17.6	33	2,340	14.8	25	3,519	13.8	30	9,450	10.6	7	9,450	10.6	2	9,450	10.6			
Los Angeles	246	35,205	15.9	122	1,916	20.4	43	2,917	18.6	39	5,378	17.0	29	8,750	14.0	7	5,095	12.6	2	11,149	17.1			
Milwaukee	94	9,132	14.8	56	864	15.7	12	808	17.6	15	2,228	19.0	10	3,254	12.6	3	2,000	12.3	43	78,159	10.0			
New York	1,101	260,631	11.8	386	8,033	16.6	186	13,458	15.5	173	24,008	14.6	211	66,946	11.1	102	69,440	11.0	40	78,159	10.0			
Philadelphia	266	44,060	13.2	117	2,056	18.8	40	2,849	16.4	47	6,283	13.4	37	11,742	15.9	17	11,589	9.6	8	9,561	12.1			
Pittsburgh	79	10,647	15.3	31	581	19.1	15	978	15.2	17	2,564	17.4	12	3,785	15.1	4	2,739	16.4	--	--	--			
St. Louis	152	28,889	12.6	66	1,155	19.6	30	2,211	17.7	23	3,154	17.0	15	4,151	12.8	13	8,789	12.2	5	9,469	9.3			
San Francisco	183	48,021	16.0	67	1,222	24.1	30	2,141	19.2	29	5,951	11.6	29	9,312	16.7	16	12,018	17.5	12	19,377	14.7			

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments		Establishments with sales of											
			Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over	
	Number	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales	Num- ber	Ex- per- ses, % to sales
UNITED STATES	1,099	\$417,354 18.2	317	\$6,569 25.0	162	\$11,442 24.1	166	\$23,769 21.2	257	\$79,602 19.0	112	\$78,981 17.7	85	\$215,981 17.4
TOTAL														
New England	74	34,742 23.6	27	642 24.5	11	741 28.7	9	7,209 22.8	21	6,299 21.8	4	16,822 21.2	2	17,873 13.6
Middle Atlantic	351	69,822 21.1	120	2,554 21.9	75	5,254 24.7	53	7,209 22.8	69	19,950 21.5	24	14,164 16.5	10	54,990 16.9
East North Central	136	86,646 17.4	76	1,333 25.0	25	1,933 21.0	26	3,617 18.9	35	10,659 19.5	20	5,617 16.0	14	50,952 19.3
West North Central	79	64,811 15.6	19	398 21.1	8	399 25.9	15	2,271 24.5	15	4,974 21.7	8	7,315 15.9	7	6,977 17.4
South Atlantic	138	45,161 16.5	25	458 21.5	10	676 20.0	28	3,655 16.1	45	14,101 16.5	25	17,545 16.8	6	17,559 15.3
East South Central	60	34,763 16.3	1	x	x	x	14	2,090 21.5	23	7,185 16.5	11	7,545 16.8	6	17,559 15.3
West South Central	69	36,137 16.5	7	x	x	x	11	1,564 25.9	21	7,082 17.0	8	4,830 15.7	4	21,310 15.1
Mountain	27	17,381 16.1	1	x	x	x	1	x	14	5,164 14.5	8	5,760 17.5	14	55,014 16.6
Pacific	105	48,701 17.8	41	872 22.5	17	1,280 25.1	11	1,755 25.0	14	4,050 20.4	8	5,760 17.5	14	55,014 16.6
TOTAL, 13 CITIES	427	137,261 19.1	194	5,790 22.8	78	5,351 25.2	52	7,017 20.5	59	16,954 20.7	24	104,159 18.5		
Baltimore	16	1,567 20.4	10	108 18.5	1	x	3	385 14.1	1	x	1	x		
Boston	16	1,192 20.1	8	210 21.0	5	337 29.4	1	x	2	x	1	x		
Buffalo	6	5,976 19.5	1	x	x	x	1	x	3	5,954 18.5	3	5,954 18.5		
Chicago	49	18,009 18.3	27	599 26.5	6	390 30.3	4	562 17.4	8	2,409 25.4	4	14,059 17.0		
Cleveland	14	14,990 16.8	8	x	x	x	2	x	2	x	2	x		
Detroit	19	7,591 14.1	11	139 25.2	2	x	2	x	2	x	2	x		
Los Angeles	21	12,689 17.5	11	234 21.4	4	x	1	x	2	x	2	11,709 16.9		
Milwaukee	13	5,468 19.7	7	122 25.4	4	x	1	x	2	x	2	x		
New York	191	26,713 20.7	80	1,670 20.5	45	3,114 25.2	24	3,206 20.8	29	7,865 18.6	13	10,864 20.8		
Pittsburgh	29	4,950 18.8	1	250 27.6	1	561 27.1	3	x	4	585 20.0	1	x		
Philadelphia	13	6,450 21.5	1	x	x	3	x	4	1,401 25.8	1	4,753 19.5			
St. Louis	16	20,922 20.7	4	68 25.6	2	141 29.1	4	52 25.5	2	547 25.6	4	19,631 20.4		
San Francisco	24	10,608 20.0	11	258 25.9	5	220 26.1	3	471 22.5	5	1,107 22.5	4	8,534 19.2		

HARDWARE

x - Withheld to avoid disclosure of individual operations.
/ - The limited number of establishments prevents showing information for cities.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	all establishments			Establishments with sales of														
	Number	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 and over		Net sales (add 000)	Num-ber	Ex- per-son- % to sales				
		Net sales (add 000)	Num-ber	Net sales (add 000)	Ex- per-son- % to sales	Net sales (add 000)	Ex- per-son- % to sales	Net sales (add 000)	Ex- per-son- % to sales	Net sales (add 000)	Ex- per-son- % to sales							
TOTAL	1,557	\$141,455	20.2	965	\$18,905	23.3	273	\$19,284	22.8	160	\$21,716	23.9	111	\$20,944	20.3	43	\$50,576	15.4
UNITED STATES																		
TOTAL, 13 CITIES	1,140	109,724	18.6	710	12,959	19.0	179	12,900	18.7	125	16,762	20.2	83	22,325	19.6	43	44,878	17.3
Baltimore	16	3,189	12.5	5	97	15.5	4	286	27.6	2	x	x	3	891	13.1	2	x	x
Boston	56	4,942	16.9	38	639	21.8	7	827	24.9	3	x	x	6	1,562	16.8	2	x	x
Buffalo	19	801	23.3	14	427	25.1	4	x	x	1	x	x	1	x	x	1	x	x
Chicago	98	16,969	20.8	57	1,218	23.8	14	1,046	28.3	8	1,098	28.4	9	2,977	23.1	10	11,030	17.4
Cleveland	23	1,825	25.5	9	149	20.8	6	7	942	33.7	7	x	1	x	x	1	x	x
Detroit	32	2,006	36.3	21	492	26.8	6	458	33.6	1	x	x	7	x	x	3	3,045	17.8
Los Angeles	60	7,478	18.5	31	522	16.9	7	469	13.4	12	1,471	24.0	7	1,971	17.0	3	3,045	17.8
Milwaukee	9	539	20.1	6	121	23.9	1	x	x	1	x	x	1	x	x	1	x	x
New York	664	56,195	16.5	437	7,595	16.9	101	7,151	14.7	67	8,894	17.5	37	9,284	15.3	22	23,431	17.1
Philadelphia	79	6,000	19.6	48	1,064	13.9	14	923	20.4	10	1,433	17.2	6	6	x	1	x	x
Pittsburgh	19	2,970	22.9	8	141	13.4	2	159	16.4	4	502	22.4	4	1,262	24.5	1	x	x
St. Louis	19	1,664	27.2	9	218	31.2	4	x	x	5	562	25.5	2	x	x	1	x	x
San Francisco	46	5,853	22.5	27	486	15.4	9	722	15.8	4	612	25.3	3	913	20.8	3	3,120	25.0

X - Withheld to avoid disclosure of individual operations.

GENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																							
	Under \$50,000				\$50,000 to \$99,999				\$100,000 to \$199,999				\$200,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 and over			
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales			
TOTAL	2,263	\$538,949	20.6	883	\$20,259	26.8	470	\$33,446	25.6	461	\$66,975	22.7	331	\$99,373	20.1	81	\$52,504	18.1	37	\$66,512	18.0			
UNITED STATES	121	25,113	19.7	53	1,122	28.4	18	1,207	24.9	22	3,249	22.8	18	5,548	19.7	5	3,473	15.6	5	8,534	17.7			
Middle Atlantic	624	92,011	21.4	222	5,411	27.4	150	10,850	22.5	121	17,637	22.2	94	27,597	22.2	29	18,187	20.3	8	12,379	16.3			
East North Central	518	81,845	20.8	221	4,688	28.7	110	7,698	25.6	89	12,844	26.1	65	20,308	20.4	23	15,654	16.7	10	20,573	17.2			
West North Central	198	29,367	21.0	81	1,856	25.2	35	2,467	24.0	35	5,172	27.5	36	10,671	20.0	7	4,310	16.0	4	4,891	17.6			
South Atlantic	256	32,559	19.1	96	2,231	25.5	85	3,788	21.8	52	7,506	19.6	48	14,257	17.0	2	3,310	16.0	3	3,310	17.0			
East South Central	127	17,535	20.1	42	1,016	20.8	28	1,982	26.6	34	4,814	21.9	18	5,296	17.3	4	1,268	14.0	1	1,268	14.0			
West South Central	134	15,743	20.0	49	1,191	23.7	26	1,921	19.9	37	5,074	21.1	20	6,279	19.6	6	1,769	16.8	3	1,769	16.8			
Mountain	41	8,415	14.9	14	398	28.6	7	488	19.1	10	1,490	18.7	6	1,769	16.8	3	3,799	22.8	5	12,464	21.8			
Pacific	244	39,351	22.0	105	2,326	27.5	41	2,915	25.4	61	9,089	20.5	26	7,748	20.5	6	3,799	22.8	5	12,464	21.8			
TOTAL, 13 CITIES	772	145,425	21.5	295	6,759	29.7	147	10,480	25.0	149	22,028	24.3	119	35,995	23.7	39	25,610	19.1	23	44,555	17.5			
Baltimore	35	5,344	16.7	11	264	21.2	9	640	17.8	5	742	23.9	9	1,133	20.4	2	1,133	20.4	2	1,133	20.4			
Boston	17	7,278	24.2	5	172	30.9	1	517	19.7	4	517	19.7	5	1,221	25.1	1	1,221	25.1	1	1,221	25.1			
Buffalo	24	3,476	26.0	4	34	29.4	5	350	25.4	9	2,513	23.1	13	4,135	22.6	3	1,645	29.1	7	15,680	15.3			
Chicago	118	27,639	19.7	48	1,106	22.5	30	2,135	28.0	17	2,513	23.1	13	4,135	22.6	3	1,645	29.1	7	15,680	15.3			
Cleveland	47	9,106	25.2	19	430	35.3	9	430	35.3	9	1,020	25.9	5	1,879	29.3	2	1,628	16.5	2	1,628	16.5			
Detroit	37	6,376	18.7	13	298	31.2	6	506	17.0	10	1,413	27.0	4	1,979	26.2	4	2,197	25.0	2	2,197	25.0			
Los Angeles	58	12,312	20.6	26	577	30.8	9	565	26.1	11	1,871	25.5	5	1,412	16.4	5	3,194	20.3	2	4,703	18.0			
Milwaukee	13	1,491	30.6	7	116	25.0	3	185	29.7	3	185	29.7	4	6,496	22.1	12	7,285	18.9	6	9,431	17.8			
New York	265	42,507	21.7	110	2,513	29.2	44	3,165	24.3	46	6,496	22.1	29	2,455	24.0	5	1,280	27.0	1	1,280	27.0			
Philadelphia	66	11,186	19.6	24	661	28.6	13	919	16.8	14	2,169	23.2	9	2,455	24.0	2	1,990	24.7	2	1,990	24.7			
Pittsburgh	25	4,567	24.0	5	112	39.4	5	647	10.1	6	647	10.1	7	2,197	25.0	1	2,197	25.0	1	2,197	25.0			
St. Louis	32	5,549	25.0	10	171	35.3	4	492	24.4	6	492	24.4	6	1,471	26.7	1	1,471	26.7	1	1,471	26.7			
San Francisco	35	8,596	20.2	13	305	26.2	4	278	32.0	10	1,471	26.7	6	1,471	26.7	1	1,471	26.7	1	1,471	26.7			

X - Withheld to avoid disclosure of individual operations.

GENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																														
	Under \$50,000					\$50,000 to \$99,999					\$100,000 to \$199,999					\$200,000 to \$499,999					\$500,000 to \$999,999					\$1,000,000 and over					
	Number	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales	Num- ber	Ex- pen- ses, % to sales	Net sales (+ add 000)	Ex- pen- ses, % to sales				
UNITED STATES	7,050	\$18,190	23.1	3,733	\$75,377	27.8	1,247	\$9,197	25.3	1,002	\$39,624	22.3	762	\$28,285	19.6	223	\$148,161	18.1	83	\$137,446	16.5										
TOTAL																															
New England	1,948	39,040	23.1	251	5,023	28.0	89	6,134	23.3	67	9,438	23.3	42	12,008	23.7	50	33,468	22.4	1												
Middle Atlantic	1,407	194,012	23.3	1,166	3,368	22.7	302	21,442	26.8	246	34,713	25.5	165	48,266	22.6	60	50,803	21.7	20												
East North Central	593	69,441	20.5	334	8,332	27.4	98	6,859	25.7	179	24,937	23.9	144	44,298	22.3	44	30,803	21.7	20												
West North Central	499	54,850	20.5	285	5,354	27.6	85	6,165	27.0	69	12,897	21.5	72	21,542	18.5	18	10,899	17.5	4												
South Atlantic	309	27,637	29.6	87	1,671	27.6	55	3,602	24.3	34	4,516	22.4	21	6,950	21.4	12	8,490	21.4	2												
East South Central	604	154,366	13.4	304	6,813	26.9	158	11,710	21.9	172	24,092	15.6	111	35,822	13.5	59	26,490	9.0	20												
West South Central	186	21,124	16.8	61	1,895	26.3	29	2,003	24.5	23	3,191	23.3	24	7,159	14.7	8	7,159	14.7	1												
Mountain	987	115,918	19.6	530	9,777	26.2	183	13,187	24.3	123	16,931	22.3	124	37,204	18.6	24	15,224	19.5	13												
TOTAL, 13 CITIES	3,033	373,419	23.2	1,644	53,041	29.5	506	35,966	26.6	396	59,609	25.4	333	100,337	22.8	107	70,638	21.7	47	77,431	19.1										
Baltimore	103	9,425	22.5	63	1,354	26.7	13	931	28.1	14	1,910	27.2	9	2,850	19.5	4	2,680	17.8	--												
Boston	182	18,244	22.5	99	2,056	32.2	31	2,185	24.1	23	3,992	20.8	23	5,992	24.0	5	--	--	1												
Buffalo	59	4,578	26.5	29	666	33.1	12	864	29.3	14	1,955	26.2	4	1,073	19.9	--	--	--													
Chicago	373	61,338	26.8	179	3,946	31.8	71	5,018	28.4	48	6,744	27.7	44	14,781	25.9	18	11,932	25.9	13												
Cleveland	149	17,476	22.8	81	1,478	34.6	34	2,502	26.7	11	1,553	26.1	16	4,641	18.4	4	--	--	2												
Detroit	156	21,301	20.5	76	1,273	30.4	28	1,616	26.3	26	3,779	20.4	18	6,902	21.8	10	--	--	2												
Los Angeles	250	37,477	21.2	131	2,416	27.6	42	2,977	26.4	42	2,977	26.4	34	9,791	22.7	6	3,826	25.6	8												
Milwaukee	106	12,831	23.2	55	1,244	23.8	17	1,453	28.9	18	2,450	26.4	11	3,390	23.4	3	--	--	1												
New York	1,020	110,768	23.5	610	12,055	28.5	149	10,451	27.8	122	17,447	25.5	96	28,932	23.0	33	22,452	24.5	11												
Philadelphia	947	28,641	21.6	199	2,453	27.6	41	2,830	26.8	34	5,551	28.3	23	7,939	23.3	6	3,647	20.3	4												
Pittsburgh	242	15,385	20.7	49	1,193	28.6	14	970	28.5	14	1,886	27.7	10	3,235	23.9	2	--	--	3												
St. Louis	109	10,976	26.1	63	1,190	32.9	17	1,394	23.9	15	2,095	25.0	11	3,414	24.7	2	--	--	4												
San Francisco	188	24,979	20.4	80	1,602	27.1	41	2,945	21.5	23	3,281	26.1	34	10,137	19.5	9	--	--	1												

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935TABLE 4.-SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments		Establishments with sales of																		
	Number	Net sales (add 000)	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 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				
UNITED STATES	776	\$25,713	13.5	258	\$5,285	29.5	121	\$3,785	23.5	137	\$20,181	22.6	159	\$48,824	18.1	75	\$51,973	16.2	27	\$38,557	6.1
TOTAL	48	9,207	22.0	17	465	30.3	6	591	27.4	6	1,169	26.5	11	3,761	19.0	4	3,201	21.7	--	--	--
New England	265	112,910	9.5	97	2,950	51.7	41	2,350	22.5	46	6,859	25.5	47	14,766	19.2	20	13,551	13.9	12	72,794	4.2
Middle Atlantic	190	61,906	16.3	45	868	31.7	31	2,410	26.1	42	5,904	22.0	34	10,443	18.6	27	18,890	16.1	13	25,391	9.9
East North Central	55	11,889	18.8	17	364	26.6	9	594	16.5	8	X	X	X	4,715	15.6	5	3,264	17.9	1	X	X
South Atlantic	51	9,477	18.7	14	269	22.7	8	509	22.4	11	1,655	21.5	13	5,767	19.7	5	3,277	15.2	--	--	--
East South Central	14	2,321	17.7	6	118	23.7	1	X	X	3	437	18.1	3	795	12.5	1	X	X	--	--	--
West South Central	36	6,507	16.9	9	199	27.1	8	568	26.7	6	X	X	11	3,462	15.4	2	X	X	--	--	--
Mountain	13	1,765	18.4	8	147	22.4	1	X	X	--	--	--	3	916	12.1	1	X	X	--	--	--
Pacific	106	18,051	19.7	47	905	27.6	14	1,021	23.4	13	X	X	21	6,179	19.6	10	6,866	17.6	1	X	X
TOTAL, 13 CITIES	421	169,858	11.4	156	2,744	31.5	68	4,999	24.7	72	10,596	25.1	77	23,978	18.7	41	28,974	14.6	27	98,567	6.1
Baltimore	24	3,997	18.4	8	95	31.6	4	X	X	6	951	20.8	4	3,941	16.4	2	X	X	--	--	--
Boston	18	3,559	22.1	4	X	X	5	365	25.5	4	552	29.2	3	941	16.4	2	X	X	--	--	--
Buffalo	6	1,567	14.4	3	87	31.0	--	--	--	--	--	--	2	X	X	2	X	X	--	--	--
Chicago	44	14,026	19.5	20	256	25.2	10	771	25.3	6	745	27.7	10	2,748	18.9	5	3,915	16.4	4	5,619	17.3
Cleveland	26	15,814	10.1	5	X	X	4	556	30.6	5	756	27.2	2	X	X	4	2,910	18.1	6	10,949	5.6
Detroit	57	15,499	15.9	7	98	32.7	6	435	29.0	8	1,080	19.8	8	1,587	18.4	6	5,506	13.7	3	6,823	10.8
Los Angeles	50	5,029	17.6	15	221	31.2	5	417	27.8	4	575	21.4	4	1,011	19.2	3	X	X	1	X	X
Milwaukee	6	1,110	14.9	2	X	X	2	X	X	1	X	X	2	X	X	2	X	X	--	--	--
New York	148	66,860	7.3	56	1,119	31.0	20	1,373	25.0	26	3,879	29.0	29	9,406	17.9	7	4,889	10.6	7	66,194	3.5
Philadelphia	35	10,446	14.3	9	167	40.1	7	549	22.4	7	1,063	22.5	4	1,182	23.4	4	2,689	13.8	4	4,596	8.5
Pittsburgh	14	4,806	19.5	5	146	27.7	1	X	X	1	X	X	1	1,186	25.5	1	X	X	1	X	X
St. Louis	12	5,041	27.7	4	144	41.0	1	X	X	3	478	24.1	3	X	X	3	X	X	1	X	X
San Francisco	24	4,064	17.3	12	248	19.4	5	178	23.0	1	X	X	5	1,456	20.0	3	2,044	15.7	--	--	--

METALS AND METAL WORK (except scrap)

X - Withheld to avoid disclosure of individual operations.

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS FOR 1935
 Geographic Divisions and the 13 Cities of more than 500,000 Population.
 For 29 kind-of-business groups

Area	Establishments with sales of																
	Total, all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over				
	Number	Net sales (add 000)	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales	Num-ber	Net sales (add 000)	Ex- per- ses, % to sales
UNITED STATES TOTAL	2,466	\$396,731,18.5	1,127	\$22,496,21.9	445	\$31,663,21.7	370	\$52,412,21.0	359	\$9,971,19.0	128	\$65,925,17.8	57	\$94,524,15.6			
New England	254	35,878,19.8	118	2,300,23.3	50	3,674,25.0	40	5,843,19.8	33	9,988,20.1	8	5,221,20.5	5	6,652,14.0			
Middle Atlantic	1,058	146,661,18.4	510	10,116,21.4	206	14,743,20.8	143	20,136,22.2	126	37,023,19.3	54	25,284,17.1	19	29,559,14.0			
East North Central	483	99,773,18.1	214	4,019,20.7	87	9,959,20.4	62	8,795,20.8	60	22,203,19.6	31	21,170,18.3	19	37,657,16.0			
West North Central	181	34,549,19.2	69	1,310,23.4	24	1,735,25.4	40	5,618,22.7	32	10,660,18.8	10	7,194,19.0	6	8,032,15.1			
South Atlantic	180	50,050,16.2	72	1,696,21.9	25	1,766,25.3	28	3,925,18.2	45	15,028,15.8	7	4,930,15.4	3	4,705,10.8			
East South Central	56	9,284,18.4	25	615,24.9	5	615,24.9	5	1,288,19.3	10	3,357,17.6	6	3,478,20.3	--	--			
West South Central	77	12,043,21.7	24	612,25.5	21	1,442,22.8	13	2,048,21.1	14	4,443,22.2	9	2,649,17.9	1	--			
Mountain	27	4,943,18.6	8	147,17.0	2	147,17.0	7	995,21.0	7	6,560,18.9	6	3,863,16.0	5	7,749,22.2			
Pacific	170	25,250,19.6	87	1,681,22.5	25	1,613,21.5	27	3,764,17.1	20	6,560,18.9	6	3,863,16.0	5	7,749,22.2			
TOTAL, 13 CITIES	1,311	\$28,038,18.1	607	12,025,21.7	241	17,063,21.6	171	24,478,20.2	170	51,134,19.1	80	53,069,17.0	42	70,279,16.0			
Baltimore	43	5,859,17.2	18	412,23.1	9	595,29.4	7	909,17.7	7	5,005,16.7	1	2,517,23.5	1	4,205,16.6			
Boston	81	15,080,20.7	39	868,26.6	17	1,164,26.5	8	1,271,19.4	10	5,766,14.7	6	9,468,15.9	9	18,567,16.0			
Buffalo	24	4,537,18.0	7	171,33.9	5	330,29.1	1	2,568,20.0	17	5,448,21.1	14	2,568,15.4	3	4,663,16.3			
Chicago	154	39,156,17.0	69	1,250,20.9	27	1,825,20.8	18	2,881,25.6	4	4,068,22.9	4	2,945,21.2	3	6,143,20.5			
Cleveland	39	9,350,17.5	20	391,23.9	6	409,26.2	2	898,18.2	6	793,12.4	8	2,406,14.6	4	2,945,21.2			
Detroit	53	15,519,19.0	18	344,22.1	14	888,18.2	6	459,17.0	5	673,18.1	1	1,842,17.2	4	1,842,17.2			
Los Angeles	50	9,781,18.2	29	560,25.5	6	459,17.0	5	1,198,21.5	8	1,198,21.5	3	938,19.6	--	--			
Milwaukee	20	2,833,21.0	6	194,19.5	3	203,25.6	6	1,595,19.8	75	23,560,18.8	36	24,102,16.8	13	19,512,12.3			
New York	687	93,426,17.0	303	5,981,20.6	119	8,678,19.8	81	11,593,19.8	16	2,174,23.4	19	6,187,23.6	7	2,198,15.8			
Philadelphia	116	16,813,22.1	51	1,013,18.2	21	1,460,22.9	3	2,87,27.6	5	731,27.6	3	2,198,15.8	2	2,198,15.8			
Pittsburgh	23	7,423,17.9	7	160,30.6	3	267,27.6	5	937,25.7	6	1,854,17.6	2	1,854,17.6	2	1,854,17.6			
St. Louis	45	7,056,17.4	24	376,24.7	5	343,23.0	6	562,14.6	7	2,048,20.3	1	2,048,20.3	1	2,048,20.3			
San Francisco	35	6,315,23.4	16	255,20.4	6	432,22.5	4	562,14.6	6	2,048,20.3	1	2,048,20.3	1	2,048,20.3			

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total all establishments			Establishments with sales of														
	Number	Net sales (add 000)	Ex- per- son- % to sales	Under \$50,000			\$50,000 to \$99,999			\$100,000 to \$199,999			\$200,000 to \$499,999			\$500,000 and over		
				Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales	Num- ber	Net sales (add 000)	Ex- per- son- % to sales
UNITED STATES	578	\$124,120	13.3	313	\$5,678	24.4	99	\$7,124	25.1	60	\$11,356	19.8	35	\$11,641	15.0	50	\$8,323	10.6
TOTAL																		
New England	38	5,545	15.3	16	353	21.2	9	634	21.8	5	633	20.9	5	1,600	11.1	3	2,315	14.0
Middle Atlantic	116	32,902	18.7	55	1,044	30.4	20	1,431	28.1	14	2,030	20.1	7	2,075	16.2	20	26,232	17.8
East North Central	130	36,893	19.6	64	1,145	24.8	24	1,678	26.3	23	3,372	20.5	10	3,534	11.4	9	27,357	4.9
West North Central	74	25,463	12.2	35	633	27.2	15	1,154	24.2	9	1,266	20.5	4	1,271	20.6	11	19,159	9.9
South Atlantic	72	6,397	18.9	46	657	24.9	10	728	26.3	6	1,156	18.7	4	1,535	13.1	4	4,903	14.3
East South Central	15	703	23.0	10	229	24.9	3	794	23.6	2	1,027	14.8	2	1,027	14.8	1	1,027	14.8
West South Central	57	9,707	8.1	36	976	19.1	10	281	17.6	4	281	17.6	1	1,266	20.0	3	1,266	20.0
Mountain	24	1,150	21.0	17	324	17.6	4	324	17.6	2	324	17.6	1	324	17.6	1	324	17.6
Pacific	52	5,764	14.8	34	956	20.0	4	956	20.0	4	956	20.0	4	956	20.0	4	956	20.0
TOTAL, 13 CITIES	156	35,124	14.4	81	1,472	22.9	26	1,978	28.1	23	3,450	23.6	10	3,495	19.9	15	22,713	10.0
Baltimore	6	244	24.2	3	30	30.0	3	214	23.4	--	--	--	--	--	--	--	--	--
Boston	6	712	9.4	3	76	21.6	1	1	1	1	1	1	1	1	1	1	1	1
Buffalo	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Chicago	21	2,057	22.9	9	194	29.9	5	811	26.3	5	811	26.3	2	2	2	2	2	2
Cleveland	18	6,853	9.4	10	150	28.7	2	640	28.3	4	640	28.3	2	2	2	2	2	2
Detroit	10	679	21.2	7	135	21.5	1	1	1	1	1	1	1	1	1	1	1	1
Los Angeles	9	2,663	15.4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Milwaukee	7	568	23.1	4	95	29.5	2	1	1	1	1	1	1	1	1	1	1	1
New York	43	9,826	17.2	20	412	31.6	6	693	33.8	5	769	18.4	2	711	18.6	7	7,221	14.5
Philadelphia	9	3,185	19.4	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Pittsburgh	6	3,136	21.8	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1
St. Louis	12	2,860	14.2	8	128	37.5	2	1	1	1	1	1	1	1	1	1	1	1
San Francisco	7	1	1	6	52	36.5	0	1	1	1	1	1	1	1	1	1	1	1

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments		Establishments with sales of															
	Number	Net sales (add 000)	Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 and over							
			Num-ber	Net sales (add 000)	Ex- per- cent, % to sales	Num-ber	Net sales (add 000)	Ex- per- cent, % to sales	Num-ber	Net sales (add 000)	Ex- per- cent, % to sales	Num-ber	Net sales (add 000)	Ex- per- cent, % to sales				
UNITED STATES TOTAL	1,712	\$240,005	19.8	659	\$4,078	25.3	361	\$26,166	21.4	552	\$49,112	20.8	276	\$62,727	19.4	84	\$67,922	17.8
New England	169	20,374	22.1	64	1,407	25.7	41	2,968	21.6	41	5,674	22.5	18	5,627	21.6	5	4,498	21.6
Middle Atlantic	675	86,094	20.2	259	5,904	24.7	157	11,461	21.5	134	18,173	21.2	97	29,702	19.4	28	20,684	18.7
East North Central	549	49,591	20.8	140	3,033	25.8	65	4,659	21.7	71	10,206	20.4	56	16,714	20.5	17	14,679	20.5
West North Central	108	17,150	21.2	41	937	29.8	20	1,454	24.9	19	2,886	23.2	23	7,005	21.7	5	4,928	16.7
South Atlantic	128	26,433	16.9	38	852	24.8	30	2,218	19.9	25	3,619	18.2	33	10,290	17.2	12	9,484	14.8
East South Central	55	7,595	16.1	12	266	24.1	5	395	15.8	9	1,228	19.6	5	1,414	22.2	4	4,895	10.9
West South Central	74	9,217	18.5	25	568	19.6	14	974	22.5	18	2,341	19.7	14	3,660	17.2	3	2,890	14.7
Mountain	85	5,458	16.6	5	143	24.5	5	341	23.4	6	912	19.0	6	1,752	15.0	3	2,250	14.7
Pacific	139	18,532	18.8	55	949	26.3	24	1,616	18.1	29	3,953	19.8	24	6,603	16.3	7	5,030	17.7
TOTAL, 13 CITIES	290	101,797	20.7	203	6,506	26.5	142	10,150	22.2	129	17,500	21.0	97	29,650	19.9	49	37,791	19.8
Baltimore	42	4,255	21.2	13	510	19.7	7	505	21.2	9	644	18.6	5	1,682	19.2	2	1,682	19.2
Boston	35	5,255	22.0	12	289	30.9	4	505	21.2	5	1,266	22.6	5	1,682	19.2	2	1,682	19.2
Buffalo	14	1,827	22.2	4	64	25.0	3	100	20.6	5	765	25.7	1	1,682	19.2	2	1,682	19.2
Chicago	56	12,185	22.0	48	1,075	23.4	12	849	20.6	10	1,468	19.5	11	5,582	23.1	1	5,443	21.0
Cleveland	37	4,064	25.9	19	565	27.8	11	754	26.1	4	451	18.4	4	1,682	19.2	2	1,682	19.2
Detroit	98	6,897	20.4	14	276	26.4	8	460	18.9	8	543	17.3	8	2,534	25.0	2	4,064	16.6
Los Angeles	59	4,607	17.2	20	364	26.9	6	476	15.8	6	771	25.9	4	949	15.2	3	2,047	14.5
Milwaukee	25	4,691	21.5	5	44	25.0	4	260	18.8	8	1,242	24.4	5	1,371	19.6	3	1,974	21.5
New York	259	36,764	19.5	108	2,348	25.8	50	3,619	23.8	48	6,470	19.8	37	18,191	17.5	16	12,156	19.9
Philadelphia	65	8,973	20.5	42	1,019	23.9	19	1,432	26.1	13	1,690	23.2	7	2,005	17.1	4	2,687	17.1
Pittsburgh	23	4,170	25.5	4	109	28.9	8	565	22.8	5	608	24.8	3	927	27.0	2	1,980	19.7
St. Louis	23	3,449	25.4	4	159	45.3	5	390	31.5	4	590	25.1	3	1,682	19.2	2	1,682	19.2
San Francisco	27	4,692	20.4	6	108	23.1	5	100	20.6	8	1,002	18.6	6	1,682	19.2	2	1,682	19.2

PLUMBING AND HEATING EQUIPMENT AND SUPPLIES

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than \$100,000 Population.
For 29 kind-of-business groups

Area	Total		Establishments with sales of												Ex- per- sen- % to sales	Net sales (add 000)	Num- ber	Ex- per- sen- % to sales	Net sales (add 000)	Num- ber	Ex- per- sen- % to sales	Net sales (add 000)	Num- ber	Ex- per- sen- % to sales	Net sales (add 000)	Num- ber				
	all establishments		\$50,000 to \$99,999				\$100,000 to \$199,999				\$200,000 to \$999,999																\$1,000,000 and over			
	Number	Net sales (add 000)	Ex- per- sen- % to sales	Num- ber	Net sales (add 000)	Ex- per- sen- % to sales	Num- ber	Net sales (add 000)	Ex- per- sen- % to sales	Num- ber	Net sales (add 000)	Ex- per- sen- % to sales	Num- ber	Net sales (add 000)													Ex- per- sen- % to sales	Num- ber	Net sales (add 000)	Ex- per- sen- % to sales
UNITED STATES	1,914	\$744,644	5.5	383	\$8,074	7.6	287	\$18,643	7.4	344	\$49,603	6.6	532	\$168,779	5.4	250	\$170,813	5.0	148	\$328,732	5.5									
TOTAL																														
New England	158	65,758	4.9	27	500	8.4	21	1,634	6.2	34	5,035	5.5	51	16,303	5.2	24	15,665	4.1	11	26,681	5.0									
Middle Atlantic	558	225,095	4.9	124	2,835	8.5	88	6,332	6.8	100	14,133	6.4	127	39,266	5.3	63	42,725	4.9	56	120,815	4.3									
East North Central	469	172,970	5.0	109	2,158	6.5	50	3,603	6.7	69	10,184	6.5	147	47,128	5.4	62	43,589	5.4	32	66,168	4.1									
West North Central	172	48,210	5.4	50	961	7.7	26	1,800	7.3	33	4,664	6.1	37	11,369	5.8	17	11,541	5.5	9	17,980	5.8									
South Atlantic	177	70,876	6.5	27	495	8.9	19	1,364	9.0	36	5,066	7.2	48	18,158	6.0	30	19,772	5.6	18	33,989	7.1									
East South Central	54	17,869	5.8	5	168	10.1	8	613	9.1	14	1,956	7.0	16	5,399	4.8	6	4	4	3	7	21									
West South Central	108	34,222	4.9	16	340	7.1	15	1,047	8.2	18	2,781	6.7	42	13,688	4.9	11	7,789	4.3	6	8,657	4.5									
Mountain	61	14,249	7.7	7	191	4.7	10	733	10.2	22	3,228	9.9	18	5,695	8.8	3	4	4	1	1	1									
Pacific	147	69,399	7.6	18	426	4.7	20	1,537	8.1	19	2,534	5.7	46	14,821	4.7	32	22,171	5.1	12	47,910	9.8									
TOTAL, 13 CITIES	532	301,269	5.3	139	2,691	8.4	82	5,852	7.4	65	9,574	6.2	106	36,873	4.7	65	47,356	4.5	75	203,243	5.5									
Baltimore	23	9,324	7.3	2	163	6.1	1	560	9.1	4	560	9.1	5	1,313	4.6	2	4,175	2.6	4	5,888	7.6									
Boston	26	17,113	4.1	8	1	1	7	521	8.8	3	523	9.6	3	1	1	6	4,175	2.6	4	11,068	4.2									
Buffalo	19	7,823	4.9	5	119	10.1	5	416	4.9	4	616	4.9	4	1,304	7.7	2	6,839	4.9	9	3,950	4.1									
Chicago	62	36,597	4.2	17	199	13.1	7	436	8.3	8	1,282	5.5	12	3,690	5.6	9	6,839	4.9	9	23,181	3.6									
Cleveland	19	13,056	5.9	6	104	4.8	--	--	--	3	1	1	1	1	1	4	2,976	6.3	5	9,079	5.7									
Detroit	52	22,231	3.5	9	275	4.7	8	522	2.3	20	5,648	2.8	7	5,101	4.5	4	5,101	4.5	4	10,123	3.5									
Los Angeles	24	11,193	5.0	3	46	4.3	4	576	10.2	6	576	10.2	6	2,111	4.0	3	2,302	7.0	3	5,815	4.0									
Milwaukee	24	7,958	3.6	12	62	8.1	4	289	4.9	1	3	3	1	1,666	7.8	2	12,443	3.8	25	68,210	4.0									
New York	154	95,090	4.2	36	661	9.7	21	1,436	8.2	22	3,410	6.1	32	9,950	4.0	18	12,443	3.8	25	68,210	4.0									
Philadelphia	64	24,657	4.5	16	350	5.9	16	865	5.3	6	865	5.3	9	2,844	7.2	3	3,300	3.5	11	16,008	3.9									
Pittsburgh	12	10,747	5.1	5	111	7.2	1	1,302	6.7	6	632	2.4	2	2	2	3	2,407	5.9	1	1	1									
St. Louis	35	10,807	5.5	15	383	10.7	5	343	6.4	4	632	2.4	4	1,469	8.0	1	1	1	1	1	1									
San Francisco	18	39,491	11.2	2	3	3	5	375	8.3	4	--	--	4	3,083	4.7	4	3,083	4.7	3	33,705	12.1									

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than \$500,000 Population.
For 29 kind-of-business groups

Area	Total		Establishments with sales of																											
	all establishments		Under \$50,000				\$50,000 to \$99,999				\$100,000 to \$199,999				\$200,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 and over							
	Number	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales	Num- ber	Net sales (add 000)	Ex- pend- itures, % to sales			
WASTE MATERIALS																														
UNITED STATES																														
TOTAL																														
4,755	\$391,194	14.6	3,610	\$42,263	23.4	486	\$23,711	21.3	363	\$50,555	17.7	264	\$77,997	15.9	66	\$60,190	12.6	56	\$126,458	8.8	14,213	9.9	41,576	9.0	52,249	7.8	8,122	14.3	5,553	5.2
454	40,625	14.8	314	3,692	25.2	56	4,142	20.6	37	5,207	19.0	33	10,473	14.6	4	2,708	10.1	8	14,213	9.9	14,213	9.9	41,576	9.0	52,249	7.8	8,122	14.3	5,553	5.2
1,940	119,279	14.1	1,170	14,594	23.5	143	9,969	19.4	116	15,879	15.5	69	20,236	14.6	26	17,417	14.2	18	41,576	9.0	41,576	9.0	119,279	14.1	1,940	14.1	1,170	14.1	1,170	14.1
1,305	136,049	14.0	954	11,699	24.2	143	10,180	22.7	97	13,653	20.4	85	26,069	16.9	26	21,222	11.7	26	52,249	7.8	52,249	7.8	136,049	14.0	1,305	14.0	954	14.0	954	14.0
489	26,437	15.8	372	3,213	22.5	35	2,278	23.9	33	4,592	15.0	15	3,863	16.5	9	3,371	11.5	5	8,122	14.3	8,122	14.3	26,437	15.8	489	15.8	372	15.8	372	15.8
336	25,991	14.0	238	3,148	23.7	38	2,598	22.6	29	4,266	16.4	20	5,305	15.6	7	4,761	9.2	4	5,553	5.2	5,553	5.2	25,991	14.0	336	14.0	238	14.0	238	14.0
144	11,178	14.3	100	1,241	20.5	17	1,047	22.3	11	1,622	17.5	12	3,368	15.1	3	3,089	16.4	1	4,761	9.2	4,761	9.2	11,178	14.3	144	14.3	100	14.3	100	14.3
178	9,968	17.9	128	1,504	20.7	23	1,574	18.4	16	2,032	17.5	7	1,789	18.2	5	3,089	16.4	1	5,553	5.2	5,553	5.2	9,968	17.9	178	17.9	128	17.9	128	17.9
66	1,879	17.6	54	723	22.8	7	436	16.3	4	530	13.8	1	530	13.8	1	530	13.8	1	1,879	17.6	1,879	17.6	66	17.6	66	17.6	54	17.6	54	17.6
273	19,170	18.2	200	2,710	22.2	24	1,550	23.7	21	2,786	21.1	22	6,715	17.0	4	6,715	17.0	4	19,170	18.2	19,170	18.2	273	18.2	273	18.2	200	18.2	200	18.2
TOTAL, 13 CITIES																														
1,567	185,062	13.3	1,056	15,234	23.7	162	11,340	20.2	134	19,105	16.5	138	43,776	14.9	41	30,220	13.0	26	67,359	8.3	67,359	8.3	185,062	13.3	1,567	13.3	1,056	13.3	1,056	13.3
61	4,722	16.5	44	775	19.7	5	379	23.1	6	4,722	16.5	6	1,534	15.6	1	1,534	15.6	1	4,722	16.5	4,722	16.5	61	16.5	61	16.5	44	16.5	44	16.5
64	13,620	10.9	36	429	13.1	7	565	11.9	7	994	26.7	9	2,895	14.4	2	2,895	14.4	2	13,620	10.9	13,620	10.9	64	10.9	64	10.9	36	10.9	36	10.9
42	4,542	18.8	26	445	18.0	6	428	15.4	2	2,411	16.8	21	6,327	17.9	6	6,327	17.9	6	4,542	18.8	4,542	18.8	42	18.8	42	18.8	26	18.8	26	18.8
190	34,409	13.1	116	1,356	31.6	24	1,560	25.8	17	2,411	16.8	17	4,427	23.8	11	3,396	18.1	3	34,409	13.1	34,409	13.1	190	13.1	190	13.1	116	13.1	116	13.1
87	12,141	14.8	49	842	24.7	10	894	20.8	10	1,694	18.6	12	3,764	13.6	4	2,659	14.4	1	12,141	14.8	12,141	14.8	87	14.8	87	14.8	49	14.8	49	14.8
99	14,045	12.6	57	651	27.8	13	930	21.6	11	1,694	18.6	12	3,764	13.6	4	2,659	14.4	1	14,045	12.6	14,045	12.6	99	12.6	99	12.6	57	12.6	57	12.6
46	5,652	15.9	31	335	27.8	5	332	24.0	1	4,722	16.5	1	4,722	16.5	1	4,722	16.5	1	5,652	15.9	5,652	15.9	46	15.9	46	15.9	31	15.9	31	15.9
65	4,132	14.6	49	545	22.4	6	404	19.8	1	4,132	14.6	1	4,132	14.6	1	4,132	14.6	1	4,132	14.6	4,132	14.6	65	14.6	65	14.6	49	14.6	49	14.6
599	45,609	15.9	443	5,619	22.4	56	3,869	19.5	45	6,260	12.3	37	10,786	13.0	11	7,591	15.5	7	45,609	15.9	45,609	15.9	599	15.9	599	15.9	443	15.9	443	15.9
177	22,653	9.4	123	1,267	22.7	20	1,471	14.4	19	2,582	16.5	10	2,983	13.4	4	2,983	13.4	4	22,653	9.4	22,653	9.4	177	9.4	177	9.4	123	9.4	123	9.4
30	10,416	13.1	20	299	35.8	1	296	34.0	2	3,869	19.5	2	3,869	19.5	2	3,869	19.5	2	10,416	13.1	10,416	13.1	30	13.1	30	13.1	20	13.1	20	13.1
64	6,361	13.6	42	425	25.0	5	293	27.3	5	1,312	14.8	4	943	13.5	3	943	13.5	3	6,361	13.6	6,361	13.6	64	13.6	64	13.6	42	13.6	42	13.6
43	4,050	14.3	30	338	20.7	2	338	20.7	2	690	11.9	5	1,623	15.5	5	1,623	15.5	5	4,050	14.3	4,050	14.3	43	14.3	43	14.3	30	14.3	30	14.3

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS
Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Establishments with sales of																				
	Total		all establishments		Under \$50,000		\$50,000 to \$99,999		\$100,000 to \$199,999		\$200,000 to \$499,999		\$500,000 to \$999,999		\$1,000,000 and over						
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- ber	Net sales (add 000)				
UNITED STATES	3,908	\$406,422	15.6	2,446	\$41,654	21.0	622	\$43,501	19.9	433	\$56,710	19.6	273	\$84,958	13.0	78	\$56,610	14.0	56	\$120,949	11.6
New England	423	59,089	11.5	250	4,568	19.4	66	4,568	19.4	55	7,585	19.0	33	10,003	15.0	8	6,269	8.9	11	26,906	6.5
Middle Atlantic	1,415	191,316	15.2	870	16,507	21.0	227	15,703	19.1	144	19,368	17.0	107	54,023	14.8	37	26,781	15.0	30	63,922	12.9
East North Central	704	67,249	17.1	432	7,745	21.5	120	8,479	22.2	76	10,515	19.5	54	16,428	17.3	19	10,965	14.2	7	13,116	11.5
West North Central	257	24,471	18.5	154	2,807	21.3	37	2,711	20.8	39	4,966	22.0	17	5,431	18.0	7	4,177	15.7	4	4,177	15.7
South Atlantic	236	19,991	16.7	129	2,590	18.0	63	4,442	18.6	23	3,060	17.7	15	4,177	15.7	4	4,177	15.7	4	4,177	15.7
East South Central	99	6,614	19.7	63	1,333	22.1	20	1,442	20.7	7	984	26.1	8	984	26.1	1	984	26.1	1	984	26.1
West South Central	136	10,290	18.9	82	1,318	22.5	25	1,759	19.9	17	2,081	18.9	10	4,498	18.0	2	4,498	18.0	2	4,498	18.0
Mountain	66	3,969	20.6	45	842	20.7	10	798	24.1	6	831	25.0	5	1,498	18.0	1	1,498	18.0	1	1,498	18.0
Pacific	572	35,434	16.9	421	4,487	21.6	54	3,563	18.6	66	9,390	18.1	24	7,571	14.4	4	3,302	13.3	3	5,101	15.4
TOTAL, 13 CITIES	2,080	266,762	14.6	1,302	20,307	21.4	302	20,895	20.6	213	29,462	17.9	156	48,364	15.6	61	45,175	13.6	46	102,559	11.0
Baltimore	48	2,931	17.7	31	573	17.5	11	849	18.7	1	2,288	18.4	4	5,320	11.6	7	5,364	8.1	10	23,852	6.0
Boston	157	40,735	8.9	73	1,567	16.0	34	1,567	16.0	16	2,288	18.4	1	2,288	18.4	1	2,288	18.4	1	2,288	18.4
Buffalo	25	1,747	19.3	19	449	21.4	4	449	21.4	4	449	21.4	4	449	21.4	4	449	21.4	4	449	21.4
Chicago	207	29,770	17.2	124	2,150	23.9	27	1,811	21.3	24	3,323	20.3	18	5,355	22.4	9	7,190	13.8	5	9,913	13.5
Cleveland	50	4,611	17.3	31	642	25.1	8	514	25.4	7	1,035	15.7	7	1,035	15.7	5	1,035	15.7	1	1,035	15.7
Detroit	63	5,021	19.9	35	639	20.0	15	1,099	23.5	7	961	19.6	5	2,404	19.2	2	2,404	19.2	1	2,404	19.2
Los Angeles	181	9,321	17.9	139	1,201	16.9	14	970	19.5	16	2,404	19.2	9	2,973	15.4	3	2,403	11.6	---	---	---
Milwaukee	48	2,366	20.5	28	456	25.1	3	185	20.6	3	185	20.6	3	185	20.6	3	185	20.6	3	185	20.6
New York	531	125,624	15.1	489	8,495	21.0	132	9,187	20.7	92	12,355	17.0	70	22,101	15.1	26	18,413	13.2	22	53,353	13.3
Philadelphia	164	21,055	12.8	104	1,762	21.6	27	1,798	19.3	13	1,827	16.8	10	3,068	10.7	7	5,437	17.8	3	7,163	5.2
Pittsburgh	33	3,095	20.9	20	477	25.5	6	477	17.4	1	1,677	16.9	4	2,379	17.8	1	2,379	17.8	1	2,379	17.8
St. Louis	74	12,418	15.9	35	565	24.8	11	798	16.9	13	1,614	17.7	5	3,371	13.1	3	3,371	13.1	3	3,371	13.1
San Francisco	206	9,037	14.0	174	1,326	16.7	13	842	15.1	12	1,614	17.7	5	3,371	13.1	3	3,371	13.1	2	3,668	14.8

X - Withheld to avoid disclosure of individual operations.

WHOLESALE DISTRIBUTION: 1935VOLUME VISECTION THREEANALYSIS OF OPERATING EXPENSES BY FUNCTIONAL DIVISIONS (TABLE 5)

Table 5 which follows, 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, where possible, to report administrative, selling, delivery, warehouse, occupancy and other expenses separately. It was found, however, that the expense accounts of establishments whose business amounted to less than \$100,000 usually 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 of 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

Following the United States summary, an analysis is given for 100 more or less homogeneous kinds of business as indexed on the following page. Data are shown where possible for each of these kinds of business by geographic divisions and for the 13 largest cities. For most trades, it has been necessary to restrict the amount of detail by areas due to the limited number of establishments.

The information in Section Three (Table 5) is arranged as follows:

Page	Page		
United States Summary.....	71	Hardware:	
Amusement and sporting goods:		Hardware (full line).....	86
Moving picture films.....	76	Hardware (specialty lines).....	87
Sporting goods (full line).....	76	Jewelry and optical goods:	
Toys, novelties and fireworks.....	76	Jewelry (full line).....	87
Automotive:		Clocks and watches.....	87
Automobiles and other motor vehicles.....	76	Diamonds and other precious stones.....	87
Automotive equipment.....	76	Optical goods.....	87
Tires and tubes.....	76	Lumber and construction materials:	
Beer, wines and liquors:		Builders' supplies (full line).....	88
Beer and other fermented malt liquors.....	77	Lumber and millwork.....	88
Wines and liquors.....	77	Cement, lime and plaster.....	88
Chemicals and paints:		Glass.....	88
Industrial chemicals.....	77	Sand, gravel and crushed stone.....	88
Faints and varnishes.....	77	Machinery, equipment and supplies:	
Clothing and furnishings:		Commercial machinery, equipment and supplies:	
Clothing and/or furnishings (full line).....	78	Office (except furniture).....	88
Men's and boys'.....	78	Store, restaurant and hotel.....	88
Women's and children's.....	78	Farm and dairy machinery and equipment.....	89
Furs, dressed and fur clothing.....	78	Industrial equipment and supplies:	
Hosiery.....	78	Industrial (full line).....	89
Millinery and millinery supplies.....	79	Belting, hose and packing.....	89
Shoes and other footwear.....	79	Rope, cordage and twine.....	89
Coal and coke.....	79	Industrial machinery:	
Drugs (full line).....	79	Construction (including road building).....	89
Drugs and drug sundries (specialty lines):		Machine tools.....	89
Drug specialties.....	79	Mining and quarrying.....	89
Toilet articles and preparations.....	80	Oil well and oil refining.....	89
Dry goods (full line).....	80	Professional equipment and supplies:	
Dry goods (specialty lines):		Dental.....	90
Notions.....	80	Surgical, medical and hospital.....	90
Piece goods.....	80	Service equipment and supplies:	
Electrical goods:		Barber and beauty parlor.....	90
Electrical, except appliances.....	80	Laundry.....	90
Radios, refrigerators and appliances.....	81	Upholsterers'.....	90
Farm products—raw materials:		Transportation equipment and supplies:	
Cotton.....	81	Boats (including motor, sail and steam).....	90
Cranin.....	81	Metals and metal work (except scrap):	
Hides, skins and furs (raw).....	81	Iron and steel (except structural).....	90
Tobacco (leaf).....	82	Structural iron and steel.....	91
Wool and mohair.....	82	Wire, wire fence and wire rope.....	91
Farm products—consumer goods:		Sheet metal products.....	91
Dairy products.....	82	Paper and its products:	
Poultry and poultry products.....	82	Wrapping or coarse paper and products.....	91
Dairy and poultry products.....	83	Fine or printing and writing paper.....	91
Fruits and vegetables (fresh).....	83	Stationery and stationery supplies.....	91
Farm Supplies:		Wall paper.....	92
Feed.....	83	Petroleum and its products.....	92
Seeds.....	83	Plumbing and heating equipment and supplies:	
Furniture and house furnishings:		Plumbing and heating (full line).....	92
China, glassware and crockery.....	84	Heating (including stoves and ranges).....	92
Floor coverings.....	84	Plumbing fixture, equipment and supplies.....	92
Furniture (household and office).....	84	Tobacco and its products (except leaf).....	93
Musical instruments and sheet music.....	84	Waste materials:	
General merchandise.....	84	Iron and steel scrap.....	93
Groceries (full line).....	84	Junk and scrap (full line).....	93
Groceries and foods (specialty lines):		Waste paper, rags and rubber.....	93
Canned goods.....	85	All other products:	
Coffee, tea and spices.....	85	Books, periodicals and newspapers.....	94
Confectionery.....	85	Flowers and nursery stock.....	94
Fish and sea foods.....	85	Forest products (except lumber).....	94
Flour.....	86	Leather and leather goods.....	94
Meats and meat products.....	86	Oils and greases (animal and vegetable).....	94
Soft drinks.....	86	Textiles and materials other than dry goods.....	94
Sugar.....	86	Yarns.....	94

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 ex- penses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
AMUSEMENT AND SPORTING GOODS												
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	8,163	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	16.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
AUTOMOTIVE												
Automobiles and other motor vehicles	307	352,295	8.5	163	206,956	9.0	2.3	3.5	.2	.6	1.5	.9
\$100,000 to 199,999	39	5,866	11.1	15	2,471	16.4	5.5	8.4	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	19,530	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	253,273	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	70,469	25.5	293	40,814	27.3	8.5	8.7	1.5	2.0	3.5	2.7
\$200,000 to 299,999	169	40,795	29.9	108	25,125	28.4	8.3	8.8	1.3	2.5	3.1	2.4
\$300,000 to 499,999	119	44,656	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
BEER, WINES AND LIQUORS												
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	25,780	13.7	63	14,936	14.7	2.8	3.8	3.4	1.4	1.5	1.8
\$300,000 to 499,999	86	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	17,769	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	36,515	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	1.3	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	10.8	3.6	3.5	.9	.7	.7	1.1
\$1,000,000 and over	69	122,378	9.9	53	93,906	10.6	3.4	3.8	1.0	.8	.9	.7
CHEMICALS AND PAINTS												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	8	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	36,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Metals 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	45,187	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
CLOTHING AND FURNISHINGS												
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	86,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
\$100,000 to 199,999	141	19,359	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	1.5
\$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	4.5	.5	.9	1.0	1.0
Women's and children's	497	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	1.5	1.1
\$1,000,000 and over	28	54,991	12.5	23	46,373	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	15,995	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)

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	Occupancy	Other
COAL AND COKE	197	\$191,263	11.8	49	\$92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
DRUGS (FULL LINE)	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	39,813	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
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
Drug specialties	76	16,849	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	15.8	4.6	5.6	2.1	1.2	1.1	1.2
DRY GOODS (FULL LINE)	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	6,156	13.9	35	4,972	13.7	4.3	4.2	.9	.6	2.1	1.6
\$200,000 to 299,999	37	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
DRY GOODS (SPECIALTY LINES)												
Notions	176	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	136	27,733	13.3	110	15,033	14.7	5.3	4.4	.7	.5	1.9	1.5
\$200,000 to 299,999	68	21,178	13.7	57	13,579	14.9	5.6	4.7	1.1	.4	1.6	1.3
\$300,000 to 499,999	103	39,621	10.8	69	26,658	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	2.9	.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
ELECTRICAL GOODS												
Electrical merchandise, except appliances	614	244,433	15.7	431	167,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
\$100,000 to 199,999	236	34,053	10.2	140	19,730	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	38,857	13.6	4.3	4.9	.6	1.4	1.6	.8
\$500,000 to 999,999	61	56,098	16.3	64	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	14.0	4.5	4.6	.6	1.8	1.5	1.0
radios, refrigerators and appliances	427	264,854	18.0	250	187,545	18.6	4.6	9.4	.8	.9	1.3	1.6
FARM PRODUCTS - RAW MATERIALS												
Cotton	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Grain	298	424,955	8.1	105	147,433	5.9	1.7	.7	.4	1.4	1.1	.6
Hides, skins, and furs (raw)	296	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Horses and mules	3	722	9.3	--	--	--	--	--	--	--	--	--
Livestock	5	1,140	8.2	1	x	11.6	4.1	2.1	1.2	1.7	1.2	1.3
Silk (raw)	3	10,140	4.5	3	10,140	4.5	2.0	1.2	.2	.2	.1	.8
Tobacco (leaf)	66	43,721	14.8	21	15,497	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	.8	.7	.4	.8
all other	54	28,159	11.1	22	13,366	13.1	5.6	2.3	1.5	1.3	1.2	1.2
FARM PRODUCTS - CONSUMER GOODS												
Dairy products	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
Poultry and poultry products	488	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Dairy and poultry products	473	277,709	7.8	312	206,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2140	766,688	10.0	1379	523,277	9.7	2.5	2.3	2.3	1.4	1.4	1.1
\$100,000 to 199,999	325	131,285	12.2	530	75,583	12.8	3.0	2.7	2.3	1.2	2.1	1.5
\$200,000 to 299,999	472	114,588	11.3	308	75,438	11.5	2.8	2.3	2.1	1.2	1.6	1.5
\$300,000 to 499,999	358	136,176	10.7	257	98,136	11.0	2.7	2.3	2.3	1.3	1.4	1.0
\$500,000 to 999,999	269	183,459	9.4	201	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	3,978	9.1	2.9	1.5	.8	1.6	1.3	1.0
FARM SUPPLIES												
Feed	363	114,047	8.8	123	34,809	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Fertilizer	16	10,708	10.0	4	4,349	13.6	3.9	1.3	3.0	.3	2.1	2.5
Seeds	139	81,727	18.5	109	51,187	20.8	9.3	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	.8	.7	.4	.9

(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	Adminis- trative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
FURNITURE AND HOUSE FURNISHINGS												
China, glassware and crockery	52	\$14,046	22.9	32	\$9,397	22.0	7.5	8.5	1.4	1.7	2.2	1.7
Floor coverings	152	76,120	12.9	95	50,251	13.5	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	90	21,262	14.7	4.8	4.1	1.4	1.1	1.6	1.7
Musical instruments and sheet music	35	10,956	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
GENERAL MERCHANDISE	119	122,461	15.8	69	111,280	15.1	4.6	5.4	.7	2.3	1.7	1.4
GROCERIES (FULL LINE)												
\$100,000 to 199,999	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
\$200,000 to 299,999	591	86,757	8.6	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
\$300,000 to 399,999	594	147,249	8.3	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
\$400,000 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	1.9	1.8
GROCERIES AND FOODS (SPECIALTY LINES)												
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	16.4	211	60,294	19.2	4.5	3.5	3.6	3.1	2.1	2.4
Flour	197	65,825	9.1	94	37,784	9.4	2.6	2.5	1.1	1.1	1.0	1.3
Meats and meat products	352	386,574	10.2	243	278,724	11.2	2.6	2.5	1.3	1.4	1.6	1.9
\$100,000 to 199,999	565	51,991	12.3	217	31,556	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	1.1	1.6
\$300,000 to 499,999	183	70,665	10.0	126	48,784	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	49	54,859	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
Hardware												
Hardware (full line)	512	372,424	17.9	326	287,316	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	5.8	5.8	1.7	1.7	3.4	2.0
\$300,000 to 499,999	104	40,988	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	1.6	2.8	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
JEWELRY AND OPTICAL GOODS												
Jewelry (full line)	95	36,250	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	5.2	.6	.1	1.0	2.0
Diamonds and other precious stones	35	6,732	12.4	13	2,660	15.3	7.8	4.4	.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
LUMBER AND CONSTRUCTION MATERIALS												
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	3.2	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	39,768	18.0	34	13,180	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	26	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	5.8	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	3	9,006	28.7	6.6	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	3.6	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)

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- penses, percent to sales	Number	Net sales (+add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES												
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	5.8	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	3.7	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	1.6	1.6
Industrial machinery												
Construction (including road building)	144	49,749	18.0	47	17,963	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,455	16.6	20	6,356	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	5.6	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	1,061	30.4	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	80	14,448	25.3	20	4,642	32.2	12.0	6.4	1.7	1.7	3.7	4.7
Professional equipment and supplies												
Dental	76	16,303	29.0	36	6,108	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	18,549	20.9	19	7,068	19.9	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	30.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,565	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
METALS AND METAL WORK (EXCEPT SCRAP)												
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	.6	.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	83,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
PAPER AND ITS PRODUCTS												
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	1.3
\$300,000 to 499,999	116	44,465	16.3	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	1.5	1.4	.9
Fine or printing and writing paper	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.6	1.7
Stationery and stationery supplies	89	25,323	21.8	56	16,532	22.4	7.3	7.3	1.7	2.0	2.1	1.4
Wall paper	44	8,749	31.0	31	5,850	34.1	9.0	10.9	2.9	2.2	4.3	4.8
PETROLEUM AND ITS PRODUCTS												
	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3

(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 ex- penses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Adminis- trative	Selling	Delivery	Ware- houses	Occu- pancy	Other
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
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	159	22,571	19.8	96	15,560	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	39,247	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
TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)												
	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	19,153	7.4	1.9	2.2	.8	.3	1.5	.9
\$200,000 to 299,999	271	66,790	5.4	135	33,453	6.4	1.8	2.0	.7	.3	.8	.8
\$300,000 to 499,999	261	101,969	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
WASTE MATERIALS												
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	267	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
ALL OTHER PRODUCTS												
Books, periodicals and newspapers	215	68,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flour 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
Lumber 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 (crude)	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	1.8	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

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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
AMUSEMENT AND SPORTING GOODS												
MOVING PICTURE FILMS												
UNITED STATES TOTAL	52	\$34,118	12.3	34	\$13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
TOTAL, 13 CITIES	29	21,229	13.0	17	9,743	12.3	3.9	5.0	.5	1.0	.9	1.0
SPORTING GOODS (full line)												
UNITED STATES TOTAL	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Middle Atlantic	13	5,680	21.0	11	5,386	20.9	5.7	6.5	.9	2.5	2.1	3.2
TOTAL, 13 CITIES	23	8,351	21.0	17	7,270	20.5	5.8	6.5	1.0	2.1	2.3	2.8
TOYS, NOVELTIES AND FIREWORKS												
UNITED STATES TOTAL	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
Middle Atlantic	33	10,630	16.2	16	4,504	17.8	6.0	5.3	1.2	1.3	1.6	2.4
TOTAL, 13 CITIES	47	14,177	18.4	21	6,318	20.2	7.0	6.0	1.4	1.8	1.7	2.3
AUTOMOTIVE												
AUTOMOBILES AND OTHER MOTOR VEHICLES												
UNITED STATES TOTAL	307	382,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
New England	25	29,897	8.7	12	16,256	9.2	2.6	3.0	.1	.8	1.8	.9
Middle Atlantic	55	63,401	10.0	32	30,957	9.3	2.9	3.2	.2	.5	1.7	.8
East North Central	74	107,537	8.1	43	76,251	8.8	1.9	3.8	.3	.8	1.3	.7
West North Central	45	36,823	8.5	23	20,105	8.8	2.1	3.2	.2	.4	1.5	1.4
South Atlantic	28	24,160	8.9	14	13,705	9.3	2.8	2.5	.3	.7	1.8	1.2
East South Central	9	4,635	8.0	5	2,722	8.0	2.8	2.5	.3	.7	1.8	1.2
West South Central	21	15,931	9.1	13	10,722	9.0	2.8	3.1	.4	.1	1.7	.9
Mountain	14	9,020	9.2	12	7,463	8.9	2.9	2.3	.3	.6	1.9	.8
Pacific	36	60,991	7.1	14	31,267	9.1	2.4	4.3	.2	--	1.3	.9
TOTAL, 13 CITIES	83	179,282	8.6	47	107,568	9.0	2.2	4.1	.1	.6	1.3	.7
AUTOMOTIVE EQUIPMENT												
UNITED STATES TOTAL	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
New England	48	10,874	24.6	29	6,117	26.6	8.2	7.7	1.4	2.8	4.2	2.3
Middle Atlantic	152	40,589	24.0	96	23,035	25.2	8.3	7.7	1.5	2.0	3.1	2.6
East North Central	190	47,838	23.9	122	31,702	24.9	7.1	9.1	1.1	2.9	2.7	2.0
West North Central	142	34,327	23.7	73	19,556	24.6	8.2	8.2	1.0	2.5	2.4	2.3
South Atlantic	73	15,957	25.2	44	9,377	25.6	8.4	8.4	1.7	1.7	3.1	3.3
East South Central	32	5,931	27.3	23	2,812	26.3	8.3	9.1	1.2	2.0	3.5	2.2
West South Central	90	15,603	23.6	57	11,954	24.4	8.0	8.1	1.3	1.2	3.0	2.8
Mountain	40	9,199	22.7	21	5,103	23.9	7.2	7.8	2.2	1.6	3.0	2.1
Pacific	96	22,539	22.4	59	12,921	26.7	7.6	9.3	1.4	2.3	3.6	2.5
TOTAL, 13 CITIES	243	73,703	24.1	136	38,630	25.9	7.9	8.9	1.3	2.8	2.8	2.2
Chicago	50	16,157	23.2	32	10,872	24.2	7.6	9.6	1.3	2.1	2.1	1.5
Detroit	22	7,086	24.7	16	4,442	26.7	7.1	9.0	1.1	3.3	3.3	2.9
Los Angeles	25	6,872	25.8	18	4,319	27.5	7.3	9.7	1.3	2.6	3.4	3.2
New York	53	15,076	23.0	30	8,638	23.5	8.8	8.1	1.5	1.3	2.4	1.4
TIRES AND TUBES												
UNITED STATES TOTAL	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
Middle Atlantic	38	25,612	9.0	26	7,108	17.3	4.7	6.0	1.5	1.1	1.9	2.1
East North Central	20	4,401	21.1	15	3,061	23.4	8.3	8.0	1.4	.9	3.1	1.7
Pacific	11	2,513	27.5	10	2,342	27.7	7.2	9.1	2.0	1.9	5.7	1.8
TOTAL, 13 CITIES	55	15,113	18.9	41	10,473	21.1	6.4	7.1	1.7	1.1	3.0	1.8
New York	20	6,862	13.6	14	4,416	14.6	4.3	5.2	1.1	.8	1.7	1.5

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
 WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

 FOR WHOLESALE MERCHANDISE AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS
 For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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	Warehouses	Occupancy	Other
BEER, WINES AND LIQUORS												
BEER AND OTHER FERMENTED MALT LIQUORS												
UNITED STATES TOTAL	621	\$140,058	13.8	351	382,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
New England	71	16,632	14.4	42	10,787	13.6	2.8	3.5	2.5	1.0	1.4	2.4
Middle Atlantic	131	27,795	12.9	61	13,181	12.0	2.2	4.1	2.2	.6	1.6	1.3
East North Central	177	39,901	13.4	104	24,399	14.6	3.4	3.5	2.9	1.3	2.0	1.5
West North Central	74	16,287	13.8	42	9,869	14.2	3.0	3.7	2.6	1.5	1.6	1.6
South Atlantic	54	9,651	17.3	34	6,113	17.3	3.9	3.7	3.7	1.6	2.6	1.8
West South Central	32	6,304	14.8	18	5,877	12.4	2.7	3.6	1.8	1.1	1.7	1.5
Pacific	60	18,030	14.0	37	10,396	15.3	4.0	3.8	3.1	1.8	1.4	1.2
TOTAL, 13 CITIES	94	26,135	12.7	58	17,368	12.6	2.9	4.0	2.1	1.3	1.2	1.1
Chicago	21	6,546	11.8	15	5,053	12.6	4.0	3.1	1.8	1.7	1.1	.9
New York	18	5,117	11.9	11	3,188	12.4	2.9	5.4	1.3	.4	1.2	1.2
WINES AND LIQUORS												
UNITED STATES TOTAL	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
New England	102	42,841	12.5	61	27,400	13.2	4.4	3.7	1.2	.9	1.3	1.7
Middle Atlantic	132	86,985	13.4	82	64,406	13.7	4.6	5.3	1.4	.6	.7	1.1
East North Central	180	87,258	9.2	107	42,789	9.8	2.5	3.5	.7	.8	1.3	1.0
West North Central	61	30,302	10.3	39	24,587	9.5	3.1	2.7	1.0	.7	.9	1.1
South Atlantic	76	37,266	9.8	55	27,624	10.1	3.3	2.8	.8	.9	1.1	1.2
East South Central	38	16,756	7.3	33	15,388	7.5	2.3	2.7	.8	.4	.8	.5
West South Central	58	13,714	10.2	38	14,051	10.0	3.5	2.5	.9	.9	.8	1.4
Mountain	24	6,481	13.7	14	4,559	13.6	4.6	3.0	.9	1.2	2.3	1.5
Pacific	111	38,947	12.2	65	23,902	13.9	3.6	4.2	1.3	1.4	1.8	1.6
TOTAL, 13 CITIES	291	160,775	11.6	177	104,631	12.5	4.0	4.3	1.0	.9	1.1	1.2
Baltimore	22	10,184	11.0	13	5,802	12.8	5.1	4.0	1.0	.7	.8	1.2
Boston	38	19,826	13.5	23	13,028	14.7	5.3	4.1	1.1	1.2	1.4	1.6
Chicago	65	28,605	9.8	36	20,367	9.6	2.5	3.3	.6	1.1	1.2	.9
Los Angeles	36	17,648	12.6	21	10,559	13.7	3.0	3.9	1.4	1.7	2.5	1.2
Minneapolis	20	7,715	11.6	15	5,039	13.5	5.3	4.7	.6	1.5	2.3	.9
New York	60	51,829	12.5	41	37,161	12.7	4.5	5.0	1.2	.5	.6	.9
San Francisco	29	10,040	12.1	17	6,532	14.7	4.6	5.1	.7	1.0	1.1	2.2
CHEMICALS AND PAINTS												
INDUSTRIAL CHEMICALS												
UNITED STATES TOTAL	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Middle Atlantic	39	28,424	12.0	19	17,999	11.6	4.2	4.4	1.2	.6	.7	.5
West North Central	11	4,704	14.7	10	4,438	15.0	6.0	4.4	.8	1.7	1.3	.8
TOTAL, 13 CITIES	51	41,758	12.3	26	25,555	12.1	5.2	4.0	.9	.7	.8	.5
New York	23	22,012	11.8	10	15,096	10.6	4.0	4.3	.9	.3	.6	.5
PAINTS AND VARNISHES												
UNITED STATES TOTAL	180	45,157	21.9	90	28,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
Middle Atlantic	53	14,637	18.4	30	8,642	18.4	5.9	5.6	1.9	1.1	2.1	1.8
East North Central	46	10,563	25.8	21	4,310	28.4	7.2	9.0	2.2	3.9	3.9	2.2
West North Central	25	5,518	25.3	14	3,436	23.6	9.0	7.0	.8	2.1	2.8	1.9
TOTAL, 13 CITIES	73	20,919	20.7	35	10,988	20.3	6.1	6.4	1.8	2.1	2.1	1.8
New York	25	8,915	16.2	12	4,746	16.2	5.3	5.5	1.8	.7	1.3	1.6

Data for fewer than 10 establishments in any area are not shown but are included in the totals

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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
CLOTHING AND FURNISHINGS												
CLOTHING AND/OR FURNISHINGS (full line)												
UNITED STATES TOTAL	171	\$50,027	14.0	108	\$34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Middle Atlantic	77	25,031	13.6	47	16,575	12.9	4.0	4.9	.7	.5	1.4	1.4
East North Central	35	11,820	14.7	24	9,001	15.0	6.0	5.5	.8	.4	1.4	.9
TOTAL, 13 CITIES	124	39,574	13.9	73	23,034	13.2	4.4	4.8	.8	.5	1.4	1.3
New York	57	21,481	13.5	35	14,443	12.6	3.9	4.9	.7	.5	1.2	1.4
MEN'S AND BOYS'												
UNITED STATES TOTAL	278	88,589	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
New England	28	6,522	14.7	19	4,932	15.0	4.9	5.4	.6	1.6	1.6	.9
Middle Atlantic	141	54,527	11.7	84	31,629	11.2	3.8	4.4	.7	.5	1.2	.6
East North Central	38	9,632	16.6	18	5,057	14.8	6.2	4.2	.8	.7	1.0	1.9
West North Central	28	8,324	16.8	18	5,394	18.4	6.2	6.6	.8	1.5	2.0	1.3
Pacific	21	5,508	14.0	18	5,015	13.5	4.3	4.8	.5	.8	1.4	1.7
TOTAL, 13 CITIES	212	76,319	12.9	131	46,546	12.6	4.3	4.8	.7	.7	1.3	.8
Boston	23	5,667	14.9	15	4,189	15.2	4.8	5.5	.6	1.8	1.7	.8
New York	110	46,577	11.5	63	26,228	10.8	3.7	4.3	.7	.5	1.1	.5
Pittsburgh	13	4,784	11.1	11	2,789	11.1	2.5	4.6	.6	.6	1.5	1.3
WOMEN'S AND CHILDREN'S												
UNITED STATES TOTAL	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
New England	22	5,386	10.3	16	3,896	11.2	3.7	4.2	.5	.8	1.1	.9
Middle Atlantic	307	145,970	13.5	180	105,305	13.3	4.1	4.7	.8	1.2	1.4	1.1
East North Central	55	20,862	13.8	33	11,965	13.2	5.1	4.4	.7	.7	1.2	1.1
West North Central	31	9,267	13.1	24	7,369	13.1	5.0	3.4	.8	.6	1.3	1.0
Pacific	32	9,176	11.6	30	8,662	11.4	4.5	4.0	.5	.3	1.3	.8
TOTAL, 13 CITIES	421	183,430	13.4	260	130,631	13.1	4.3	4.5	.8	1.1	1.3	1.1
Boston	21	5,196	10.3	15	3,706	11.3	3.8	4.1	.5	.8	1.1	1.0
Chicago	30	10,546	15.6	16	5,737	12.1	4.8	3.4	.9	.6	1.5	.9
Los Angeles	19	6,379	8.7	14	4,252	9.1	3.6	3.4	.2	.2	1.2	.5
New York	265	135,123	13.5	160	100,147	13.3	4.1	4.8	.8	1.2	1.3	1.1
Philadelphia	23	6,354	15.9	12	3,201	14.1	4.5	4.9	1.1	1.0	1.6	1.0
St. Louis	16	4,963	13.2	15	4,809	12.6	5.9	3.3	.8	.5	1.3	.8
FURS, DRESSED AND FUR CLOTHING												
UNITED STATES TOTAL	75	25,025	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Middle Atlantic	53	20,204	10.9	26	11,787	10.6	4.6	3.1	.5	.4	1.1	.9
TOTAL, 13 CITIES	73	24,788	11.1	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
New York	52	20,039	10.9	26	11,787	10.6	4.6	3.1	.5	.4	1.1	.9
HOSIERY												
UNITED STATES TOTAL	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Middle Atlantic	49	21,413	10.0	29	12,499	11.2	3.9	4.0	.7	.5	1.2	.9
TOTAL, 13 CITIES	66	26,334	10.3	37	14,763	11.2	3.9	4.2	.6	.5	1.1	.9
New York	40	19,024	9.5	24	11,407	11.1	3.9	4.1	.7	.5	1.1	.8

(continued)

CENSUS OF BUSINESS
 WHOLESALE DISTRIBUTION: 1935 TABLE 5--ANALYSIS OF OPERATING EXPENSES
 FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS
 For Geographic Divisions and the 13 Cities of more than 500,000 Population.
 (Only those establishments with sales of more than \$100,000 are included.)

Kind of Business and Area	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
CLOTHING AND FURNISHINGS (continued)												
MILLINERY AND MILLINERY SUPPLIES												
<u>UNITED STATES TOTAL</u>	95	\$26,700	16.7	65	\$21,025	16.5	5.3	6.5	.6	.7	1.9	1.7
Middle Atlantic	58	19,449	15.0	40	16,181	14.4	5.0	5.3	.5	.6	1.4	1.6
<u>TOTAL, 13 CITIES</u>	83	24,765	16.3	55	19,500	15.8	5.3	6.0	.6	.6	1.7	1.6
New York	54	18,307	14.9	37	15,225	14.1	4.9	5.2	.4	.6	1.4	1.6
SHOES AND OTHER FOOTWEAR												
<u>UNITED STATES TOTAL</u>	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4
New England	40	18,763	12.8	23	12,227	11.8	3.5	4.4	.9	.8	1.1	1.1
Middle Atlantic	99	30,773	13.0	59	25,548	13.0	4.5	5.9	1.1	.9	1.3	1.3
East North Central	29	8,060	15.6	18	5,145	16.6	7.0	5.4	1.3	1.1	1.0	.8
West North Central	20	31,947	14.4	13	29,011	14.7	3.4	8.1	.3	.6	.8	1.5
South Atlantic	21	9,867	15.3	16	7,400	16.9	5.2	7.0	.8	1.2	1.0	1.7
<u>TOTAL, 13 CITIES</u>	150	85,187	13.2	105	69,594	13.4	3.8	5.7	.7	.7	1.1	1.4
Boston	35	16,151	11.9	22	12,021	11.7	3.4	4.4	.9	.8	1.1	1.1
New York	43	19,952	12.9	37	18,350	12.9	4.4	3.9	1.1	.8	1.4	1.3
Philadelphia	20	5,831	12.7	13	3,977	12.5	4.4	3.6	1.5	.8	1.1	1.1
St. Louis	15	31,196	14.5	10	28,446	14.7	3.3	8.1	.3	.6	.9	1.5
COAL AND COKE												
<u>UNITED STATES TOTAL</u>	197	191,263	11.8	49	92,105	10.1	2.0	1.7	1.2	1.8	2.5	1.1
Middle Atlantic	69	50,852	13.4	25	28,325	9.0	2.3	1.7	1.1	1.1	1.5	1.3
<u>TOTAL, 13 CITIES</u>	91	121,029	10.4	22	65,462	7.9	1.7	1.5	1.0	1.1	1.8	.8
DRUGS (full-line)												
<u>UNITED STATES TOTAL</u>	259	296,836	13.0	194	238,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
New England	22	24,792	11.6	10	11,449	13.9	4.4	3.4	1.2	1.6	1.4	1.9
Middle Atlantic	33	41,991	11.7	22	34,239	11.9	3.9	2.7	1.1	2.0	1.0	1.2
East North Central	41	53,703	15.1	27	41,779	12.6	4.5	3.3	.6	2.2	.9	1.3
West North Central	28	43,494	12.6	24	38,858	14.1	5.0	3.9	.6	2.3	.9	1.4
South Atlantic	46	30,650	13.9	36	21,443	14.7	5.5	3.8	.8	2.1	1.3	1.2
East South Central	24	17,041	13.4	20	15,426	13.3	5.1	3.2	.5	1.6	1.1	1.8
West South Central	27	26,448	13.2	23	23,100	13.2	4.7	3.7	.4	1.8	1.0	1.6
Mountain	17	12,820	12.6	14	9,162	13.3	4.2	3.1	.7	2.1	1.1	2.1
Pacific	21	45,896	14.6	19	42,560	14.9	4.8	3.3	.7	2.1	1.0	3.0
<u>TOTAL, 13 CITIES</u>	46	96,790	12.0	33	77,624	13.2	4.2	3.0	.9	2.1	1.0	2.0
DRUGS AND DRUG SUNDRIES (specialty lines)												
DRUG SPECIALTIES												
<u>UNITED STATES TOTAL</u>	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Middle Atlantic	32	8,037	11.4	13	2,322	15.3	5.8	3.3	1.5	2.3	1.4	1.0
East North Central	15	3,445	14.8	12	3,040	14.5	4.7	3.9	1.0	1.5	2.2	1.2
<u>TOTAL, 13 CITIES</u>	45	11,432	14.1	22	4,843	15.9	5.8	3.9	1.1	2.1	1.6	1.4
(continued)												

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

**CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935**
TABLE 5--ANALYSIS OF OPERATING EXPENSES
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS
For Geographic Divisions and the 13 Cities of more than 500,000 Population.
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	Number	Net sales (add 000)	Operating ex- penses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Delivery	Ware- house	Occu- pancy	Other
DRUGS AND DRUG SUNDRIES (specialty lines) (continued)												
TOILET ARTICLES AND PREPARATIONS												
UNITED STATES TOTAL	73	\$30,117	26.5	24	\$10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
Middle Atlantic	53	17,770	28.1	20	9,159	28.0	9.5	12.3	3.1	1.0	1.5	.6
TOTAL, 13 CITIES	59	21,795	28.3	19	8,862	28.0	9.5	12.6	3.1	.7	1.4	.7
New York	43	15,775	29.0	19	8,862	28.0	9.5	12.6	3.1	.7	1.4	.7
Philadelphia	4	597	16.1									
DRY GOODS (full-line)												
UNITED STATES TOTAL	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
Middle Atlantic	44	37,843	13.9	30	22,852	14.1	4.0	5.5	.8	.6	1.4	1.8
East North Central	19	70,280	15.2	14	34,442	15.9	3.5	5.2	.8	1.5	2.2	2.7
West North Central	20	60,209	14.3	14	15,453	17.0	4.0	6.8	.2	2.6	1.5	1.9
South Atlantic	51	30,368	14.6	32	16,717	14.7	4.3	5.7	.5	.6	1.1	2.5
East South Central	32	21,572	13.0	25	18,238	12.6	3.4	4.4	.5	1.3	1.9	1.1
West South Central	25	21,362	14.6	16	15,243	14.1	3.9	6.2	.6	.9	1.2	1.3
TOTAL, 13 CITIES	37	136,647	14.3	27	50,970	14.9	3.6	4.9	.7	1.1	1.9	2.7
DRY GOODS (specialty lines)												
NOTIONS												
UNITED STATES TOTAL	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Middle Atlantic	151	47,831	17.7	90	26,572	19.8	7.5	7.6	.9	.8	1.8	1.2
East North Central	14	2,750	14.2	11	2,338	14.0	5.3	5.1	1.1	.5	1.3	.7
TOTAL, 13 CITIES	169	51,565	17.3	108	30,640	19.3	7.2	7.4	.9	.8	1.6	1.2
New York	140	45,262	17.5	86	25,735	20.1	7.6	7.7	.9	.8	1.8	1.3
PIECE GOODS												
UNITED STATES TOTAL	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
New England	23	7,084	9.2	12	4,555	8.7	2.8	2.7	.6	.3	.8	1.5
Middle Atlantic	360	185,656	10.1	234	117,078	10.0	3.6	3.2	.5	.4	1.1	1.2
East North Central	36	13,807	11.1	20	5,725	16.4	5.3	5.5	1.1	.8	1.5	2.2
Pacific	48	14,869	13.0	33	8,752	14.2	5.1	4.2	1.1	.6	1.5	1.7
TOTAL, 13 CITIES	474	219,461	10.4	291	135,674	10.5	3.7	3.4	.6	.5	1.1	1.2
Chicago	25	8,961	11.5	14	4,085	16.8	5.5	5.3	1.0	1.0	1.5	2.5
Los Angeles	27	10,548	11.8	19	6,821	12.2	4.1	3.5	1.2	.4	1.4	1.6
New York	357	178,082	9.9	220	113,843	9.9	3.5	3.2	.5	.5	1.1	1.1
Philadelphia	17	6,162	15.5	10	2,328	13.8	4.3	4.6	.9	.1	1.4	2.5
ELECTRICAL GOODS												
ELECTRICAL, EXCEPT APPLIANCES												
UNITED STATES TOTAL	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
New England	44	17,411	16.0	33	14,891	15.5	4.7	5.4	.5	1.8	2.4	.7
Middle Atlantic	146	61,823	16.5	91	45,845	15.2	4.8	5.0	.9	1.8	1.8	.9
East North Central	139	58,586	15.9	91	43,690	14.9	4.7	4.8	.7	1.9	1.7	1.1
West North Central	60	23,997	15.8	41	18,965	15.1	5.0	5.1	.6	2.0	1.5	.9
(continued)												

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating ex- penses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Adminis- trative	Selling	Delivery	Ware- house	Ocu- pancy	Other
ELECTRICAL GOODS (continued)												
ELECTRICAL, EXCEPT APPLIANCES (continued)												
South Atlantic	73	\$26,034	13.9	52	\$19,557	12.5	4.0	4.4	.4	1.5	1.2	1.0
East South Central	25	6,348	13.0	16	4,924	11.6	2.6	4.4	.5	1.8	1.4	.9
West South Central	40	11,572	15.9	33	9,977	15.2	5.2	5.2	.5	1.5	1.8	1.0
Mountain	13	6,013	14.1	13	5,702	13.4	4.4	5.3	.3	1.3	1.1	1.0
Pacific	72	32,707	15.6	51	24,222	14.4	5.1	4.8	.5	1.4	1.3	1.3
TOTAL, 13 CITIES	222	120,415	16.4	138	88,543	15.7	5.2	5.1	.8	1.9	1.7	1.0
Boston	12	8,107	18.9	11	7,834	17.8	5.2	6.4	.6	2.0	2.8	.8
Chicago	31	15,777	17.2	16	11,873	16.3	5.6	4.4	1.2	2.1	1.6	1.4
Detroit	13	10,194	16.2	10	8,482	13.8	4.0	4.8	.4	1.9	1.6	1.1
Los Angeles	18	12,749	14.7	12	8,282	12.5	5.0	4.3	.3	1.2	.9	.8
New York	68	27,771	17.7	36	18,412	16.3	5.5	4.5	1.2	1.9	2.1	1.1
RADIOS, REFRIGERATORS AND APPLIANCES												
UNITED STATES TOTAL	427	264,854	18.0	250	197,545	18.6	4.6	9.4	.8	.9	1.3	1.6
New England	28	11,514	19.1	17	8,451	17.7	4.9	8.5	1.0	.5	1.5	1.3
Middle Atlantic	92	96,390	18.5	53	72,710	19.9	4.9	10.6	.8	.9	1.1	1.6
East North Central	99	60,261	18.8	53	43,690	18.9	3.7	10.5	.8	1.4	1.3	1.2
West North Central	51	22,473	18.9	30	14,900	18.1	5.0	8.4	.6	.8	1.7	1.6
South Atlantic	44	22,146	16.7	32	11,867	16.5	4.8	6.1	.8	.6	1.5	2.7
East South Central	15	5,839	18.2	11	4,486	19.8	4.8	7.8	.9	.9	2.1	3.3
West South Central	35	15,059	16.1	31	12,816	16.3	4.8	7.2	.6	1.1	1.1	1.5
Mountain	15	4,679	18.8	31	18,425	16.1	4.6	7.0	.9	.8	1.4	1.4
Pacific	48	26,493	14.9	33	18,425	16.1	4.6	7.0	.9	.8	1.4	1.4
TOTAL, 13 CITIES	151	141,781	18.1	88	99,463	18.8	4.6	9.8	.8	.9	1.2	1.5
Chicago	18	15,861	18.1	11	10,282	17.7	4.4	7.4	1.6	2.0	1.1	1.2
New York	34	25,741	22.7	21	21,231	22.6	7.6	8.8	1.4	1.2	1.8	1.6
San Francisco	12	7,469	15.6	10	6,920	15.5	4.4	6.1	1.3	.8	1.5	1.4
FARM PRODUCTS - RAW MATERIALS												
COTTON												
UNITED STATES TOTAL	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
South Atlantic	42	44,569	5.6	10	11,433	5.0	1.3	.8	1.4	.7	.2	.6
East South Central	43	75,158	5.0	19	41,949	6.1	1.4	.7	1.8	.9	.4	.9
TOTAL, 13 CITIES	11	23,920	4.0	5	9,780	3.8	1.3	.6	.8	.7	.2	.2
GRAIN												
UNITED STATES TOTAL	298	424,950	9.8	105	147,433	5.9	1.7	.7	.4	1.4	1.1	.6
Middle Atlantic	20	22,335	6.6	10	8,512	7.7	2.0	1.0	1.2	1.3	.8	1.4
East North Central	71	98,690	5.6	20	40,121	5.6	1.6	.8	.3	1.5	1.1	.3
West North Central	93	217,132	5.3	31	70,537	5.6	1.8	.4	.2	1.5	1.3	.4
West South Central	22	17,504	5.6	10	6,429	7.0	1.2	1.2	2.1	.6	.8	1.1
Pacific	42	41,649	7.8	14	10,897	6.0	1.5	.7	.4	1.3	.8	1.3
TOTAL, 13 CITIES	38	86,001	5.6	16	26,646	6.4	2.4	.6	.3	1.1	1.2	.8
HIDES, SKINS AND FURS (raw)												
UNITED STATES TOTAL	298	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Middle Atlantic	175	69,322	7.8	96	46,661	7.7	3.0	1.8	.2	.6	1.0	1.1
East North Central	30	29,224	4.6	22	27,492	4.3	1.5	.7	.2	1.2	.4	.3
West North Central	31	9,377	12.2	13	4,547	13.0	4.7	2.3	.9	3.1	1.2	.8
TOTAL, 13 CITIES	209	107,635	7.3	113	72,037	6.8	2.6	1.5	.2	.9	.8	.8

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CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

TABLE 5.-ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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	Admini- strative	Selling	Delivery	Ware- house	Occu- pancy	Other
FARM PRODUCTS - RAW MATERIALS (continued)												
TOBACCO - leaf:												
UNITED STATES TOTAL	68	\$43,721	14.8	21	\$12,497	15.3	5.5	1.8	.8	3.6	1.0	2.4
TOTAL, 13 CITIES	19	8,531	19.5	9	4,484	20.1	7.7	3.0	1.1	3.8	1.2	3.3
WOOL AND MOHAIR												
UNITED STATES TOTAL	92	147,871	5.9	61	98,717	5.7	1.9	1.4	.5	.7	.4	.8
New England	41	105,054	6.0	30	66,223	5.6	1.9	1.6	.4	.6	.3	.8
Middle Atlantic	15	20,023	5.6	10	16,243	5.7	1.8	1.3	.5	.6	.6	.9
TOTAL, 13 CITIES	56	118,461	4.9	42	85,365	5.5	1.9	1.5	.4	.7	.4	.6
Boston	35	96,297	4.7	27	60,860	5.2	1.8	1.6	.3	.6	.3	.6
Philadelphia	15	20,323	5.5	10	16,243	5.7	1.8	1.3	.5	.6	.6	.9
FARM PRODUCTS - CONSUMER GOODS												
DAIRY PRODUCTS												
UNITED STATES TOTAL	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
New England	29	10,917	20.9	15	6,486	22.3	3.3	3.9	6.5	3.2	3.6	1.8
Middle Atlantic	221	138,774	15.1	120	94,374	12.6	2.6	2.2	3.6	1.2	1.8	1.2
East North Central	206	104,865	14.5	74	44,692	14.8	2.7	4.0	2.4	1.9	2.2	1.6
West North Central	60	32,284	9.9	20	10,862	9.0	1.2	2.2	2.1	1.8	1.7	.3
South Atlantic	26	7,515	27.0	18	5,545	27.8	4.7	6.0	4.8	3.1	6.7	2.3
West South Central	31	8,311	23.1	10	3,456	27.4	3.1	6.3	11.1	1.7	3.4	1.8
Pacific	75	30,766	22.9	38	15,922	25.2	3.5	4.9	7.3	2.2	3.2	4.1
TOTAL, 13 CITIES	227	164,674	15.2	131	104,473	13.1	2.7	2.9	3.0	1.4	1.6	1.5
Chicago	38	29,926	14.3	19	13,683	11.7	3.3	3.5	1.9	1.2	1.0	.8
New York	114	89,519	13.0	72	69,968	11.1	2.4	1.9	3.3	1.2	1.3	1.0
POULTRY AND POULTRY PRODUCTS												
UNITED STATES TOTAL	486	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Middle Atlantic	169	74,746	6.6	72	46,999	6.9	2.0	1.6	.7	.8	.8	1.0
East North Central	125	46,607	6.0	71	30,783	6.2	1.7	1.1	1.0	.8	1.0	.6
West North Central	68	28,366	9.0	31	9,596	9.2	2.0	1.5	1.5	1.8	1.2	1.2
South Atlantic	21	4,862	8.4	11	2,648	9.1	1.8	2.9	1.2	.5	1.8	.9
East South Central	21	5,079	8.9	13	3,313	8.8	2.4	1.5	1.4	2.0	1.1	.4
West South Central	19	3,906	7.2	11	2,046	6.5	2.8	1.7	.6	1.2	1.2	1.0
Pacific	42	17,364	9.7	30	12,942	9.3	1.6	1.2	.8	2.2	1.3	2.2
TOTAL, 13 CITIES	282	124,793	6.5	147	84,617	6.9	2.0	1.3	.7	1.0	.8	1.1
Chicago	41	20,160	4.7	24	13,335	5.2	1.9	1.1	.5	.4	.6	.7
Detroit	22	6,123	7.1	13	3,757	7.3	1.8	1.2	1.1	.9	1.4	.9
Los Angeles	17	9,547	9.0	13	8,165	9.5	1.8	1.3	.8	2.6	1.0	2.0
New York	130	56,395	6.7	56	36,537	6.9	2.1	1.5	.6	.7	.7	1.3
St. Louis	21	5,803	7.2	11	3,554	9.5	2.2	1.0	1.1	2.5	1.6	1.1

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5.-ANALYSIS OF OPERATING EXPENSES

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

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

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						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FARM PRODUCTS - CONSUMER GOODS (continued)												
DAIRY AND POULTRY PRODUCTS												
UNITED STATES TOTAL	473	\$277,709	7.8	312	\$206,500	8.0	2.0	1.8	1.3	1.0	.9	
New England	40	29,752	7.2	34	24,300	7.9	1.8	2.1	.7	.7	1.2	1.4
Middle Atlantic	208	127,045	7.4	140	89,184	7.2	2.2	1.5	1.0	.8	.8	.9
East North Central	100	60,789	5.6	64	49,165	5.9	1.9	1.1	.8	.9	.8	.4
West North Central	40	9,852	8.2	17	5,157	8.8	1.5	1.4	.6	2.8	1.9	.7
South Atlantic	21	11,525	11.5	14	8,982	11.9	2.0	4.0	1.0	2.8	1.4	.7
West South Central	17	4,918	11.3	13	4,305	11.7	2.7	3.8	.6	1.3	2.4	.9
Pacific	39	28,009	11.9	27	24,172	11.7	1.3	2.3	4.5	1.1	1.7	.8
TOTAL, 13 CITIES	252	196,359	6.9	182	152,272	7.0	2.0	1.5	1.2	.7	.8	.8
Boston	22	20,936	6.2	18	15,900	6.9	1.8	1.7	.5	.5	.9	1.5
Chicago	37	39,363	4.6	27	33,827	5.1	2.0	1.1	.4	.6	.5	.5
New York	118	89,226	7.1	80	65,974	6.5	2.2	1.2	.9	.7	.7	.8
Philadelphia	24	9,229	7.5	16	7,416	6.5	1.5	1.8	.7	.9	.9	.7
FRUITS AND VEGETABLES (fresh)												
UNITED STATES TOTAL	2,140	786,588	10.0	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
New England	183	66,328	10.4	107	39,740	11.0	2.7	1.9	2.3	1.4	1.5	1.2
Middle Atlantic	617	253,209	8.7	371	144,787	10.5	2.4	2.1	2.7	.9	1.3	1.1
East North Central	435	160,594	9.6	267	110,210	10.1	2.4	1.8	2.5	1.3	1.1	1.0
West North Central	233	92,809	9.9	150	70,947	9.9	2.6	2.2	1.5	1.6	1.3	.7
South Atlantic	179	51,607	13.0	104	31,783	13.1	3.5	2.5	2.6	1.8	1.6	1.1
East South Central	52	20,005	11.4	44	14,312	13.2	2.7	2.4	3.6	1.9	1.3	1.3
West South Central	108	39,096	12.1	74	25,670	12.2	3.0	2.7	1.8	1.8	1.3	1.6
Mountain	77	20,523	12.0	54	13,973	13.0	2.8	2.7	2.7	2.2	1.4	1.2
Pacific	246	84,417	11.7	198	71,950	12.0	2.7	2.8	1.7	1.7	2.0	1.1
TOTAL, 13 CITIES	848	375,418	8.6	537	232,692	10.0	2.5	1.9	2.1	1.2	1.4	.9
Boston	66	28,026	8.9	43	17,190	10.3	2.7	1.8	1.2	1.7	1.6	1.3
Chicago	110	56,292	8.7	68	41,667	8.9	2.4	1.5	1.8	1.3	1.0	.9
Cleveland	34	12,729	9.2	26	10,184	10.5	2.0	1.2	4.1	1.5	1.0	.7
Detroit	36	15,852	8.3	22	9,485	10.5	1.7	1.1	4.3	1.6	1.1	.7
Los Angeles	76	25,914	11.5	54	23,061	10.9	2.4	2.2	1.6	1.0	2.5	1.2
Milwaukee	21	6,410	9.0	14	4,511	7.0	2.7	1.6	1.2	.4	.8	1.3
New York	281	122,259	9.3	159	71,497	11.2	2.5	2.1	3.0	1.2	1.4	1.0
Philadelphia	58	22,609	7.2	41	15,216	7.9	2.8	1.9	1.2	1.0	.8	.2
Pittsburgh	42	34,584	4.6	13	5,897	8.2	1.5	1.7	1.1	1.0	2.0	.9
St. Louis	50	19,804	7.3	38	14,896	7.4	2.7	1.3	.7	1.0	1.2	.5
San Francisco	36	16,969	11.7	29	13,077	13.5	3.3	3.4	1.8	2.0	2.2	.9
FARM SUPPLIES												
FEED												
UNITED STATES TOTAL	363	114,047	8.8	123	34,609	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Middle Atlantic	54	23,255	7.8	13	3,653	14.2	3.9	2.2	3.5	1.9	1.9	.8
East North Central	58	19,680	9.4	25	6,874	12.0	3.0	1.8	1.9	1.3	1.7	2.3
West North Central	61	34,496	16.9	16	3,973	10.6	3.3	3.9	.9	.9	1.2	1.0
South Atlantic	56	14,187	9.9	22	7,284	11.9	4.2	2.3	1.3	1.0	1.5	1.6
West South Central	47	11,838	6.9	22	4,612	7.7	2.0	1.2	.9	1.5	1.3	.8
Pacific	42	17,792	9.8	10	4,076	9.3	2.8	1.6	.9	1.0	1.1	1.9
TOTAL, 13 CITIES	30	15,347	8.2	9	2,873	12.4	4.7	2.1	2.6	.8	1.2	1.0
SEEDS												
UNITED STATES TOTAL	189	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
Middle Atlantic	24	7,230	24.2	16	4,883	28.5	7.1	9.1	3.3	5.1	1.8	2.1
East North Central	36	18,841	24.2	23	15,477	24.6	6.5	7.4	2.1	3.4	2.7	2.5
West North Central	50	30,398	16.0	26	17,750	17.6	4.2	3.4	2.5	2.5	4.1	1.1
South Atlantic	20	5,994	12.9	12	4,404	13.9	4.2	3.0	.7	3.1	1.3	1.6
TOTAL, 13 CITIES	44	24,501	22.2	29	18,229	22.5	5.9	6.6	2.2	3.0	2.5	2.3

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating ex- pense, percent to sales	Number	Net sales (add 000)	Operating expense (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Delivery	Ware- house	Occu- pancy	Other
FURNITURE AND HOUSE FURNISHINGS												
CHINA, GLASSWARE AND CROCKERY												
<u>UNITED STATES TOTAL</u>	52	\$14,046	22.9	32	\$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Middle Atlantic	21	4,484	22.7	13	2,988	21.8	7.7	7.9	1.6	1.6	2.5	.5
<u>TOTAL, 13 CITIES</u>	36	9,976	21.5	19	5,805	19.2	6.8	8.2	.9	1.1	1.8	.4
New York	17	3,882	22.1	12	2,848	21.3	7.6	7.7	1.4	1.6	2.5	.5
FLOOR COVERINGS												
<u>UNITED STATES TOTAL</u>	152	76,120	12.9	93	50,251	13.3	4.7	4.1	.8	.9	1.5	1.3
New England	14	4,889	13.9	10	3,953	13.2	4.3	3.4	1.1	.7	1.7	2.0
Middle Atlantic	67	30,540	12.4	45	24,025	12.6	4.6	3.5	1.1	.9	1.4	1.1
East North Central	24	13,132	11.4	13	7,176	11.8	4.0	4.1	.6	.7	1.3	1.1
<u>TOTAL, 13 CITIES</u>	91	53,047	13.0	62	39,337	13.9	5.1	4.2	.9	.9	1.5	1.3
New York	41	21,022	12.4	25	15,414	12.8	4.7	3.6	1.3	.6	1.5	1.1
Philadelphia	11	4,333	12.9	11	4,668	13.3	4.5	4.1	1.0	1.6	1.1	1.0
FURNITURE household and office.												
<u>UNITED STATES TOTAL</u>	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
Middle Atlantic	35	8,970	20.5	20	5,764	21.8	6.4	7.6	1.5	2.0	3.1	1.2
<u>TOTAL, 13 CITIES</u>	54	13,538	20.7	33	9,269	21.1	6.1	7.2	1.5	1.8	3.1	1.4
New York	25	7,498	21.5	15	5,005	22.4	6.4	8.2	1.5	2.1	3.0	1.2
MUSICAL INSTRUMENTS AND SHEET MUSIC												
<u>UNITED STATES TOTAL</u>	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
<u>TOTAL, 13 CITIES</u>	26	7,006	28.6	13	4,053	29.3	11.9	7.5	1.2	3.1	3.5	2.1
GENERAL MERCHANDISE												
<u>UNITED STATES TOTAL</u>	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
Middle Atlantic	19	13,159	18.8	14	12,244	18.7	5.3	6.5	1.2	2.4	1.7	1.6
East North Central	23	24,206	17.4	18	23,097	17.3	4.8	6.0	.8	2.6	1.7	1.4
West North Central	10	23,329	16.1	10	23,329	16.1	4.3	5.9	.8	2.3	1.7	1.4
East South Central	14	13,125	10.2	11	12,366	10.4	3.6	3.0	.6	1.4	.9	.9
Pacific	13	12,164	18.0	10	9,740	18.8	5.3	5.4	.8	3.1	2.2	2.3
<u>TOTAL, 13 CITIES</u>	36	55,891	17.0	25	52,349	17.0	4.7	5.8	.5	2.7	1.7	1.6
GROCERIES (full-line)												
<u>UNITED STATES TOTAL</u>	2,685	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
New England	131	76,143	12.1	101	55,011	11.0	3.0	2.8	1.5	1.4	1.1	1.2
Middle Atlantic	296	271,575	10.1	213	211,228	9.9	2.4	2.8	1.6	1.4	.8	.9
East North Central	439	304,482	10.5	263	232,288	10.9	3.0	3.1	1.2	1.6	1.2	.8
West North Central	164	217,398	9.9	200	149,731	10.2	2.9	3.0	.8	1.5	1.0	1.0
South Atlantic	529	206,709	8.1	330	148,350	8.5	2.5	1.9	1.1	1.0	.9	1.1
East South Central	351	154,834	8.1	236	116,825	8.2	2.9	1.9	1.0	1.0	1.0	1.1
West South Central	547	246,732	8.2	323	168,872	8.0	1.9	2.0	1.1	1.1	.9	1.0

(continued)

**CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935**
TABLE 5--ANALYSIS OF OPERATING EXPENSES
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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	Admin-istrative	Selling	Delivery	Ware-house	Occu-pancy	Other
GROCERIES (full-line) (continued)												
Mountain Pacific	135	\$77,379	8.7	83	\$51,361	8.2	2.1	2.2	.7	1.2	.9	1.1
	131	128,555	8.5	108	186,911	8.1	2.1	2.3	.8	1.3	.7	.9
TOTAL, 13 CITIES	277	\$63,994	11.2	210	\$02,566	11.1	2.9	3.5	1.5	1.5	.9	.8
Boston	17	24,591	14.3	13	10,096	9.9	2.6	2.3	1.5	1.5	1.1	.9
Chicago	36	62,733	14.3	27	53,320	15.4	4.3	5.4	1.6	1.7	1.5	.9
Cleveland	13	14,065	14.4	11	13,339	15.0	4.0	3.7	2.2	2.8	1.0	1.6
Detroit	24	14,962	7.1	16	11,866	7.5	1.3	1.5	1.1	1.0	.8	.9
Los Angeles	30	33,504	7.1	22	37,326	7.7	2.0	2.3	.9	1.3	.6	.7
Milwaukee	12	11,085	11.0	10	10,735	11.1	3.3	3.2	1.2	1.8	1.0	.6
New York	55	120,872	11.1	40	102,638	10.5	2.4	3.3	1.9	1.5	.7	.7
Philadelphia	26	19,135	9.2	21	11,896	11.2	2.7	2.7	1.6	1.6	1.1	1.5
Pittsburgh	14	12,472	9.3	13	12,139	9.1	2.1	2.1	1.7	1.4	.9	.9
St. Louis	16	13,889	13.1	10	12,120	13.3	4.1	4.5	1.1	1.8	1.1	.7
GROCERIES AND FOODS (specialty lines)												
CANNED GOODS												
UNITED STATES TOTAL	107	57,076	12.5	53	30,507	13.6	5.9	4.1	1.7	1.6	1.1	1.2
Middle Atlantic	39	22,075	12.3	11	6,370	14.8	4.6	4.4	2.4	1.2	1.2	1.0
East North Central	23	9,100	11.9	13	8,816	11.2	4.4	2.7	.8	1.3	1.3	.7
Pacific	16	12,891	13.6	11	9,219	15.3	4.0	5.6	1.2	1.9	.8	1.8
TOTAL, 13 CITIES	50	29,029	12.2	13	8,405	14.2	4.5	4.1	2.3	1.2	1.2	.9
COFFEE, TEA AND SPICES												
UNITED STATES TOTAL	208	86,896	22.0	138	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
New England	14	6,337	27.4	10	2,306	23.9	3.3	8.0	1.9	2.9	4.7	3.1
Middle Atlantic	47	13,733	13.3	33	10,875	24.6	5.3	9.3	2.8	3.4	1.9	2.4
East North Central	25	11,420	23.0	22	10,238	23.4	5.2	9.1	2.8	2.5	2.7	1.1
West North Central	24	13,377	26.6	15	10,681	23.8	4.8	10.7	2.7	1.8	1.9	1.9
West South Central	26	5,674	23.9	12	2,797	30.1	6.7	13.7	2.5	3.3	2.4	1.5
Pacific	34	17,481	25.1	25	12,226	32.1	7.7	15.4	2.7	3.9	3.0	1.4
TOTAL, 13 CITIES	93	43,489	21.5	63	30,028	27.0	5.4	10.2	2.5	3.1	3.1	1.7
Boston	13	6,279	17.0	10	2,306	23.9	3.3	8.0	1.9	2.9	4.7	3.1
New York	25	15,971	17.5	16	7,705	23.6	5.9	7.5	2.9	3.3	1.8	2.2
CONFECTIONERY												
UNITED STATES TOTAL	278	57,011	11.4	152	32,282	12.0	3.2	3.8	1.5	.9	1.3	1.3
New England	22	5,438	12.7	17	2,821	14.0	4.1	4.0	1.9	.9	1.4	1.7
Middle Atlantic	34	20,113	12.1	25	12,475	12.4	3.3	4.1	1.5	.8	1.4	1.3
East North Central	51	9,263	11.6	36	7,075	12.0	3.6	3.4	1.3	1.4	1.2	1.1
South Atlantic	23	7,868	12.6	20	4,126	12.8	2.7	4.2	1.5	1.3	1.6	1.5
TOTAL, 13 CITIES	79	19,361	10.3	47	11,424	10.7	3.2	3.3	1.1	1.1	1.1	.9
New York	34	7,249	10.6	23	5,759	8.9	2.4	2.8	1.1	.5	.9	1.2
FISH AND SEA FOODS												
UNITED STATES TOTAL	319	85,649	18.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
New England	54	17,064	19.0	38	11,903	20.3	4.6	3.4	3.2	3.2	2.2	3.7
Middle Atlantic	104	30,069	16.4	71	22,321	16.5	4.3	2.9	3.5	2.0	1.9	1.9
East North Central	49	13,419	21.1	32	10,497	22.2	5.1	5.9	3.8	3.0	2.4	2.0
West North Central	23	5,312	21.0	17	3,452	18.3	5.1	3.9	2.6	4.1	2.0	.6
Pacific	41	10,515	19.1	30	7,670	21.1	4.2	1.8	4.3	5.9	1.7	3.2
TOTAL, 13 CITIES	211	62,422	16.0	135	44,323	18.8	4.5	3.3	3.4	3.1	1.9	2.6
Boston	37	13,137	18.4	27	9,731	19.5	4.5	2.5	3.1	3.7	1.8	3.9
Chicago	24	9,037	19.8	18	7,719	20.6	4.6	5.8	3.5	2.6	1.9	2.2
New York	70	23,642	16.3	49	17,624	16.5	4.3	2.8	3.5	2.1	1.5	2.3
Philadelphia	21	4,074	13.1	13	3,077	11.7	5.1	3.4	1.2	.2	1.6	.2

(continued)

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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	Warehouses	Occupancy	Other
GROCERIES AND FOODS (specialty lines) (continued)												
FLOUR												
<u>UNITED STATES TOTAL</u>	197	\$55,235	9.1	94	\$37,784	9.4	8.5	8.3	1.1	1.1	1.0	1.3
Middle Atlantic	52	19,562	9.3	28	9,407	10.5	8.8	2.4	1.8	.8	.7	1.9
East North Central	43	12,186	9.8	19	7,240	9.9	8.8	1.7	1.4	1.7	1.2	1.1
West North Central	26	10,335	7.3	17	8,495	6.6	1.9	1.5	.5	.9	1.2	.8
TOTAL, 13 CITIES	74	27,690	8.9	37	15,383	9.3	2.6	2.1	1.2	1.2	.8	1.4
MEATS AND MEAT PRODUCTS												
<u>UNITED STATES TOTAL</u>	959	395,874	10.2	643	278,714	11.3	2.8	2.3	1.5	1.4	1.6	1.9
New England	139	63,053	9.0	92	45,602	10.1	2.7	2.2	1.0	1.2	1.3	1.7
Middle Atlantic	323	145,816	9.3	223	110,597	10.7	2.7	2.0	1.1	1.0	1.4	2.5
East North Central	215	89,758	11.3	144	62,850	12.1	3.0	2.7	1.4	1.9	2.0	1.1
West North Central	98	11,528	12.6	27	9,022	12.6	3.1	2.6	1.8	1.4	1.8	2.0
South Atlantic	51	31,121	10.4	47	19,744	11.5	2.5	3.1	1.7	1.5	1.7	1.3
East South Central	15	4,540	9.9	10	3,157	9.7	2.0	2.1	1.0	1.0	1.9	1.7
West South Central	30	8,801	12.2	18	5,255	12.4	2.9	2.9	1.6	1.6	1.9	1.5
Mountain	15	3,600	13.1	6	2,547	13.5	3.0	2.5	1.6	2.1	2.4	2.0
Pacific	103	28,447	12.6	76	17,939	11.6	2.9	2.4	1.2	1.4	1.5	2.2
TOTAL, 13 CITIES	514	242,135	10.2	354	179,390	11.6	2.9	2.4	1.2	1.4	2.4	2.2
Boston	52	29,966	10.5	43	22,703	11.8	3.2	2.5	1.2	1.4	1.3	2.2
Chicago	75	43,697	10.9	47	27,926	12.4	3.3	3.0	1.7	1.6	1.6	1.2
Cleveland	24	11,807	11.8	17	8,887	12.7	2.8	2.6	1.6	2.5	2.4	.8
Detroit	38	12,227	10.4	26	9,425	11.4	3.3	2.4	1.1	2.1	1.6	.9
Los Angeles	21	5,399	16.1	15	5,385	16.8	3.5	3.6	1.6	3.0	2.1	3.0
New York	202	104,131	8.8	147	81,245	11.0	2.8	2.1	1.0	.9	1.3	3.1
Philadelphia	32	13,051	12.5	22	10,227	10.8	3.2	2.5	1.5	1.0	1.6	1.0
San Francisco	17	7,856	10.6	14	6,733	11.2	2.1	1.7	1.2	2.0	1.8	2.4
SOFT DRINKS												
<u>UNITED STATES TOTAL</u>	43	10,596	16.2	7	1,769	26.7	6.5	7.2	5.9	4.3	2.2	2.6
TOTAL, 13 CITIES	9	2,969	25.4	2	998	32.6	8.1	6.6	7.7	6.1	2.2	1.9
SUGAR												
<u>UNITED STATES TOTAL</u>	89	54,969	5.2	30	27,308	6.1	1.2	1.1	.5	.4	.4	.4
East North Central	24	24,223	4.0	10	17,203	3.5	1.2	1.1	.4	.4	.1	.4
TOTAL, 13 CITIES	28	27,831	4.8	14	18,212	3.6	1.1	1.1	.5	.3	.2	.4
HARDWARE												
HARDWARE (specialty lines)												
<u>UNITED STATES TOTAL</u>	512	372,424	17.9	326	257,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
New England	31	12,487	22.2	19	8,787	22.7	6.9	7.7	1.7	1.6	3.0	1.8
Middle Atlantic	112	49,629	21.0	57	32,077	21.2	6.4	5.6	1.6	1.8	2.8	2.0
East North Central	74	78,387	17.2	47	60,099	17.0	6.2	5.7	.6	2.3	1.6	.7
West North Central	40	61,255	19.4	22	31,241	19.4	6.2	6.4	.6	2.3	2.9	1.1
South Atlantic	96	41,515	16.4	68	28,875	15.0	4.7	5.7	.7	1.6	2.0	1.5
East South Central	47	32,553	15.9	33	25,740	15.7	4.7	4.6	.8	2.2	2.0	1.2
(continued)												

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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
HARDWARE (continued)												
HARDWARE full line (continued)												
West South Central	48	\$34,373	25.1	37	\$29,245	16.4	5.2	5.4	.6	2.0	1.8	1.4
Mountain	24	17,087	16.0	18	13,570	15.7	4.9	4.6	.6	2.0	2.3	1.1
Pacific	40	45,027	17.2	25	27,284	17.6	4.7	5.7	1.1	2.8	1.6	1.7
TOTAL, 13 CITIES	90	110,835	18.8	66	76,700	18.3	5.7	6.2	1.0	2.4	1.8	1.2
New York	36	13,489	21.3	23	6,800	21.2	7.0	4.8	2.3	1.7	2.9	2.5
HARDWARE (specialty lines)												
UNITED STATES TOTAL	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
Middle Atlantic	44	11,405	19.4	21	6,120	19.1	7.0	4.8	2.0	1.9	2.0	1.4
East North Central	21	5,343	16.5	11	2,642	21.0	8.1	8.8	.7	1.9	.9	.6
TOTAL, 13 CITIES	65	17,225	18.4	31	8,793	19.3	7.1	5.8	1.6	1.9	1.7	1.2
New York	30	9,446	18.0	16	5,219	17.9	6.5	4.5	2.1	1.6	1.9	1.3
JEWELRY AND OPTICAL GOODS												
JEWELRY (full line)												
UNITED STATES TOTAL	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Middle Atlantic	37	10,897	16.7	28	8,466	18.2	6.2	6.8	.5	.5	2.2	2.0
East North Central	22	9,424	21.0	17	7,608	21.2	8.0	7.6	.5	.5	1.8	2.8
TOTAL, 13 CITIES	65	24,300	17.3	47	18,700	18.4	6.4	7.1	.4	.4	1.9	2.2
New York	19	6,044	16.3	16	5,478	17.3	5.4	7.1	.4	.4	2.4	1.6
CLOCKS AND WATCHES												
UNITED STATES TOTAL	28	13,507	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Middle Atlantic	18	9,780	13.9	11	6,542	13.9	5.6	4.3	.7	.1	1.0	2.2
TOTAL, 13 CITIES	26	13,200	13.7	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
DIAMONDS AND OTHER PRECIOUS STONES												
UNITED STATES TOTAL	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Middle Atlantic	29	5,299	11.7	10	2,134	15.8	5.7	5.9	.1	--	2.1	2.0
TOTAL, 13 CITIES	34	6,139	11.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
New York	28	5,197	11.7	10	2,134	15.8	5.7	5.9	.1	--	2.1	2.0
OPTICAL GOODS												
UNITED STATES TOTAL	70	15,876	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
TOTAL, 13 CITIES	39	10,486	35.0	19	5,142	34.9	12.1	11.3	1.7	4.7	2.6	2.5

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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
LUMBER AND CONSTRUCTION MATERIALS												
BUILDERS' SUPPLIES (full line)												
UNITED STATES TOTAL	212	\$61,405	21.4	96	\$26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Middle Atlantic	56	17,211	22.0	26	6,640	19.2	5.1	4.2	3.0	3.0	2.1	1.8
East North Central	38	14,421	24.5	14	3,313	17.7	5.9	3.7	1.3	3.2	2.4	1.2
West North Central	21	4,615	23.3	10	2,586	22.5	6.0	4.6	2.8	3.7	3.4	2.0
South Atlantic	25	6,437	20.4	10	3,270	21.0	5.7	4.6	2.7	4.1	1.6	2.3
West South Central	20	3,770	21.4	12	2,456	16.8	5.9	3.2	1.5	2.7	2.7	.8
TOTAL, 13 CITIES	47	19,938	25.8	17	4,351	19.0	5.1	5.0	2.6	2.4	1.6	2.5
LUMBER AND MILLWORK												
UNITED STATES TOTAL	506	165,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
Middle Atlantic	119	38,486	20.0	43	13,122	22.6	6.9	3.9	2.8	3.6	3.0	2.4
East North Central	117	38,138	17.1	56	22,123	16.4	4.8	3.9	1.3	2.6	2.1	1.7
West North Central	48	17,113	17.9	24	9,177	17.9	6.3	4.5	1.0	2.4	2.4	1.3
South Atlantic	63	16,694	16.9	16	5,608	20.7	3.6	3.0	1.7	6.9	2.6	2.9
East South Central	33	7,392	19.8	11	1,960	21.2	6.6	3.0	4.3	3.3	2.0	1.8
Pacific	57	22,505	22.0	30	10,914	27.0	4.5	6.0	9.5	3.8	1.3	1.9
TOTAL, 13 CITIES	183	72,034	18.9	72	27,051	19.5	5.5	4.6	1.7	3.1	2.4	2.2
Chicago	28	12,039	15.2	10	5,698	15.5	3.9	6.8	.3	1.2	1.4	1.9
New York	46	17,678	18.5	20	5,894	20.6	6.8	3.4	2.8	2.7	2.6	2.3
CEMENT, LIME AND PLASTER												
UNITED STATES TOTAL	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
TOTAL, 13 CITIES	20	7,217	16.2	6	2,724	15.9	5.8	4.0	1.6	1.8	1.7	1.0
GLASS												
UNITED STATES TOTAL	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
TOTAL, 13 CITIES	32	9,461	28.9	17	5,491	27.0	8.4	5.3	2.0	6.3	3.7	1.3
SAND, GRAVEL AND CRUSHED STONE												
UNITED STATES TOTAL	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
TOTAL, 13 CITIES	12	3,897	31.9	5	2,127	35.6	5.8	2.9	15.6	1.6	7.8	1.9
MACHINERY, EQUIPMENT AND SUPPLIES												
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES (Office (except furniture))												
UNITED STATES TOTAL	38	9,227	28.3	10	2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
TOTAL, 13 CITIES	24	6,910	28.8	8	2,425	30.4	14.5	8.4	2.1	1.6	2.5	1.3
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES Stores, Restaurant and Hotel												
UNITED STATES TOTAL	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
Middle Atlantic	37	9,044	23.4	17	4,784	24.6	8.2	8.4	1.1	1.8	2.7	2.4
East North Central	26	8,592	23.3	13	5,376	25.2	8.3	10.2	1.1	2.4	2.3	.9
TOTAL, 13 CITIES	58	18,860	23.5	26	10,059	25.0	8.4	9.5	1.0	2.1	2.3	1.7

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935												
TABLE 5--ANALYSIS OF OPERATING EXPENSES FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS For Geographic Divisions and the 13 Cities of more than 500,000 Population. (Only those establishments with sales of more than \$100,000 are included.)												
Kind of Business and Area	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	Adminis- trative	Selling	Delivery	Ware- house	Occu- pancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES (continued)												
FARM AND DAIRY MACHINERY AND EQUIPMENT												
<u>UNITED STATES TOTAL</u>	115	\$37,472	17.4	51	\$23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
West North Central	23	13,910	16.5	11	10,981	16.0	3.7	3.5	1.1	1.4	1.1	5.2
Pacific	20	6,743	17.9	15	5,077	18.0	5.3	5.7	1.3	1.3	2.4	2.0
TOTAL, 13 CITIES	21	7,216	20.1	11	3,795	20.9	6.2	7.5	.7	1.7	2.4	2.4
INDUSTRIAL EQUIPMENT AND SUPPLIES												
Industrial (full line)												
<u>UNITED STATES TOTAL</u>	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Middle Atlantic	26	8,587	21.6	16	6,359	20.9	7.1	6.5	1.5	1.8	2.6	1.4
East North Central	30	19,241	19.5	20	15,931	19.2	5.0	6.8	1.3	2.3	2.4	1.4
South Atlantic	33	13,585	16.7	23	11,418	16.5	5.4	4.9	.8	1.7	1.5	2.2
West South Central	22	12,885	19.6	16	9,332	19.8	5.5	7.0	1.0	1.8	2.4	2.1
TOTAL, 13 CITIES	32	25,284	19.3	24	19,161	19.6	5.6	6.7	1.4	2.1	2.5	1.3
Belting, hose and packing												
<u>UNITED STATES TOTAL</u>	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
TOTAL, 13 CITIES	24	4,447	25.5	15	2,531	27.3	11.7	10.2	.7	1.1	3.0	.8
Rope, cordage and twine												
<u>UNITED STATES TOTAL</u>	31	12,879	10.8	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
Middle Atlantic	16	7,398	10.8	10	5,637	9.9	3.8	3.9	.6	.4	.6	.6
TOTAL, 13 CITIES	26	11,551	11.1	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
INDUSTRIAL MACHINERY												
Construction (including road building)												
<u>UNITED STATES TOTAL</u>	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
West North Central	23	8,124	16.3	11	4,185	15.5	4.0	7.0	.5	1.4	1.7	.9
TOTAL, 13 CITIES	33	9,946	24.7	10	4,510	20.8	6.7	7.5	.6	1.2	1.4	3.4
Machine tools												
<u>UNITED STATES TOTAL</u>	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.6	1.0	1.7	1.1
East North Central	10	3,907	13.3	10	3,907	13.3	4.5	5.0	.7	.9	1.2	1.0
TOTAL, 13 CITIES	17	5,685	16.0	14	5,242	15.7	5.4	6.3	.8	1.0	1.3	.9
Mining and quarrying												
<u>UNITED STATES TOTAL</u>	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
TOTAL, 13 CITIES	9	3,383	19.2	6	2,835	19.1	4.5	5.5	1.2	1.6	2.0	3.3
Oil well and oil refining												
<u>UNITED STATES TOTAL</u>	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
West South Central	228	82,251	8.3	36	15,212	9.6	2.4	2.9	.6	1.1	1.4	1.2
TOTAL, 13 CITIES	19	13,675	17.0	2	--	--	--	--	--	--	--	--
(continued)												

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TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population

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

Kind of Business and Area	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	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES (continued)												
PROFESSIONAL EQUIPMENT AND SUPPLIES												
Dental												
UNITED STATES TOTAL	76	\$16,303	29.0	36	\$9,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
TOTAL, 13 CITIES	30	7,957	27.9	10	3,355	27.8	7.5	12.2	1.3	.9	3.6	2.3
Surgical, medical and hospital												
UNITED STATES TOTAL	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
TOTAL, 13 CITIES	34	14,807	27.5	14	6,872	33.9	12.1	14.9	1.2	2.0	2.0	1.7
SERVICE EQUIPMENT AND SUPPLIES												
Barber and beauty parlor												
UNITED STATES TOTAL	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Middle Atlantic	28	7,986	33.0	10	3,286	41.3	14.1	17.3	3.0	1.5	3.8	1.6
East North Central	17	3,185	32.7	11	1,835	34.0	11.1	10.0	1.9	2.2	5.5	3.3
TOTAL, 13 CITIES	48	13,286	33.4	22	6,040	39.1	13.3	16.4	2.3	1.4	3.8	1.9
Laundry												
UNITED STATES TOTAL	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
TOTAL, 13 CITIES	37	11,528	22.1	10	3,788	19.2	4.2	9.0	1.4	2.7	.9	1.0
Upholsterers'												
UNITED STATES TOTAL	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
Middle Atlantic	41	12,851	25.1	26	10,361	26.4	10.0	8.8	1.1	1.1	3.1	2.3
East North Central	19	4,790	22.2	13	3,712	24.9	8.7	8.4	1.9	1.3	1.9	2.7
TOTAL, 13 CITIES	65	18,371	23.8	40	14,060	26.0	9.7	8.1	1.7	1.1	2.9	2.5
New York	33	11,248	25.7	22	9,364	27.4	10.2	9.4	1.2	1.0	3.3	2.3
TRANSPORTATION EQUIPMENT AND SUPPLIES												
Boats including motor, sail and steam)												
UNITED STATES TOTAL	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
TOTAL, 13 CITIES	10	2,965	19.0	7	1,662	19.8	8.7	4.0	.8	.8	2.5	3.0
METALS AND METAL WORK (except scrap)												
IRON AND STEEL (EXCEPT STRUCTURAL)												
UNITED STATES TOTAL	178	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
New England	14	5,229	22.7	10	3,582	21.1	7.6	4.5	1.6	3.3	2.9	1.2
Middle Atlantic	52	19,538	21.1	30	9,498	21.3	7.7	5.8	2.2	2.0	2.2	1.4
East North Central	54	29,425	15.3	34	17,543	14.8	5.1	3.4	1.1	2.2	2.1	.9
Pacific	27	10,336	22.0	15	6,228	22.0	6.8	5.0	2.7	2.6	2.9	2.0
TOTAL, 13 CITIES	104	51,262	17.9	67	29,513	17.0	6.3	4.4	1.3	2.0	1.9	1.1
New York	28	9,980	21.5	21	6,259	23.0	8.3	6.3	2.3	2.2	2.5	1.4
(continued)												

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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Kind of Business and Area	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
METALS AND METAL WORK (except scrap) (continued)												
<u>STRUCTURAL IRON AND STEEL</u>												
UNITED STATES TOTAL	53	\$17,342	20.1	25	\$8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
TOTAL, 13 CITIES	19	5,829	21.1	6	2,034	23.9	5.7	5.1	2.9	6.4	2.3	1.5
<u>WIRE, WIRE FENCE AND WIRE ROPE</u>												
UNITED STATES TOTAL	18	4,894	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
TOTAL, 13 CITIES	6	1,477	18.0	3	892	11.4	4.8	2.9	.3	1.6	1.5	.3
<u>SHEET METAL PRODUCTS</u>												
UNITED STATES TOTAL	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Middle Atlantic	25	7,035	16.6	12	3,204	17.0	5.6	3.9	1.9	1.9	1.9	1.8
East North Central	34	17,394	15.4	24	14,587	14.6	5.1	3.4	1.4	2.7	1.1	.9
TOTAL, 13 CITIES	44	21,484	13.9	29	16,049	14.1	5.0	3.5	1.4	1.8	1.2	1.2
PAPER AND ITS PRODUCTS												
<u>WRAPPING OR COARSE PAPER AND PRODUCTS</u>												
UNITED STATES TOTAL	656	250,268	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
New England	71	21,944	18.6	20	15,766	18.8	6.3	6.6	1.4	1.4	1.8	1.3
Middle Atlantic	224	83,706	16.9	140	50,893	16.8	5.2	6.3	1.8	1.3	1.8	1.4
East North Central	127	62,375	17.3	86	43,797	16.8	4.6	6.3	1.5	1.8	1.4	1.2
West North Central	63	24,122	17.6	50	18,693	17.8	5.4	6.6	1.0	2.1	1.4	1.3
South Atlantic	63	20,109	14.8	36	13,362	14.6	5.1	4.8	.8	1.2	1.6	1.1
East South Central	22	7,883	17.4	14	4,645	18.4	5.6	7.0	1.5	1.3	1.2	1.8
West South Central	27	8,404	21.5	19	6,145	20.7	6.4	8.0	1.4	1.2	2.1	1.6
Mountain	14	4,084	15.9	10	2,327	15.6	4.8	5.2	.8	1.5	1.6	1.7
Pacific	45	17,961	18.2	35	15,317	18.2	6.3	6.0	1.2	1.8	1.7	1.2
TOTAL, 13 CITIES	296	133,180	16.6	193	87,994	16.9	5.1	5.6	1.7	1.6	1.7	1.2
Boston	18	7,466	18.6	12	4,815	20.3	6.9	7.8	1.4	1.7	1.5	1.0
Chicago	39	19,918	16.4	24	15,011	17.3	4.6	6.1	2.1	1.9	1.5	1.1
Detroit	18	11,360	18.2	10	5,850	14.3	4.4	5.2	1.1	1.4	1.4	.8
Los Angeles	11	6,674	17.6	10	6,068	17.8	6.1	5.5	1.5	1.8	1.7	1.2
New York	128	49,818	14.8	81	29,901	15.9	5.1	4.8	2.0	1.0	1.7	1.3
Philadelphia	32	11,712	22.2	21	6,608	19.9	6.2	6.4	1.8	2.0	1.9	1.6
<u>FINE OR PRINTING AND WRITING PAPER</u>												
UNITED STATES TOTAL	128	58,132	17.6	91	47,158	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Middle Atlantic	50	22,917	18.6	37	19,282	18.6	5.9	5.9	1.5	1.6	1.8	1.9
East North Central	30	18,730	15.6	21	15,543	16.2	4.3	5.9	1.5	1.4	1.3	1.8
TOTAL, 13 CITIES	76	41,637	17.3	57	36,003	18.1	5.4	6.2	1.4	1.6	1.7	1.8
New York	30	15,342	17.9	19	11,978	17.8	6.4	5.4	1.2	1.4	1.8	1.6
<u>STATIONERY AND STATIONERY SUPPLIES</u>												
UNITED STATES TOTAL	89	25,323	21.8	58	16,505	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Middle Atlantic	54	15,005	19.4	35	7,667	21.4	8.3	6.4	1.4	1.7	2.4	1.2
TOTAL, 13 CITIES	65	16,476	21.7	41	12,279	22.8	7.2	7.6	1.8	2.0	2.4	1.8
New York	44	10,916	19.0	27	5,947	21.2	8.2	6.7	1.3	1.8	2.2	1.0
(continued)												

Data for fewer than 10 establishments in any area are not shown but are included in the totals

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population

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

Kind of Business and Area	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (+ add 000)	Operat- ing ex- penses, percent to sales	Number	Net sales (+ add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
PAPER AND ITS PRODUCTS (continued)												
WALL PAPER												
UNITED STATES TOTAL	44	\$8,749	31.0	31	\$5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
Middle Atlantic	14	2,374	37.4	10	1,630	41.2	9.6	16.6	3.3	3.8	5.9	2.0
TOTAL, 13 CITIES	26	5,696	28.8	15	3,117	32.6	9.2	10.4	2.8	2.3	3.9	4.0
PETROLEUM AND ITS PRODUCTS												
UNITED STATES TOTAL	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3
Middle Atlantic	41	30,397	17.8	21	14,659	17.6	5.1	5.1	2.5	1.1	2.9	.9
East North Central	42	34,065	7.1	25	14,118	10.2	2.5	3.2	1.3	.9	1.4	.9
West North Central	24	21,716	11.1	13	14,956	12.3	4.0	4.1	1.5	1.4	1.0	.9
South Atlantic	16	7,394	15.1	11	5,184	14.9	5.3	2.8	1.3	.4	1.1	4.0
TOTAL, 13 CITIES	48	29,674	12.8	26	17,133	13.7	3.8	4.6	1.7	1.3	1.3	1.0
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
PLUMBING AND HEATING (full line)												
UNITED STATES TOTAL	363	110,926	18.6	206	64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
New England	32	7,238	21.7	21	4,729	22.0	7.6	4.3	2.0	2.8	2.8	2.5
Middle Atlantic	133	39,410	18.9	81	23,107	16.7	6.2	3.9	1.5	2.0	2.7	2.4
East North Central	66	20,171	20.0	33	8,610	21.0	6.9	5.1	1.0	1.8	2.7	3.5
West North Central	26	10,804	19.1	20	9,142	18.4	5.7	5.6	.7	2.0	1.9	2.5
South Atlantic	47	16,129	15.7	24	7,804	15.4	5.0	3.3	1.0	1.4	2.1	2.6
Pacific	22	6,715	19.6	17	5,824	19.9	6.5	5.8	.9	2.8	2.1	1.8
TOTAL, 13 CITIES	96	34,864	18.7	55	18,934	18.4	6.3	3.9	1.4	2.5	2.5	1.8
New York	41	14,428	15.6	25	9,813	15.0	5.9	2.6	1.3	2.0	2.0	1.2
HEATING (including stoves and ranges)												
UNITED STATES TOTAL	65	19,038	21.6	36	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Middle Atlantic	24	6,317	21.2	17	4,064	21.6	6.5	4.9	1.7	2.5	3.0	3.0
TOTAL, 13 CITIES	45	14,618	22.4	28	7,798	22.0	6.6	5.9	1.6	2.4	3.4	2.1
New York	11	3,890	22.6	10	3,070	23.0	7.0	5.3	1.7	2.9	3.1	3.0
PLUMBING FIXTURES, EQUIPMENT AND SUPPLIES												
UNITED STATES TOTAL	255	63,063	19.0	145	38,247	19.3	6.5	4.8	1.6	2.2	2.3	2.5
New England	24	6,893	21.3	19	6,201	21.7	5.7	3.6	3.0	1.3	2.7	5.4
Middle Atlantic	86	20,476	19.3	40	9,782	22.5	7.7	4.9	1.7	3.3	2.5	2.4
East North Central	59	14,858	19.7	39	10,076	21.0	7.7	5.7	1.3	2.5	2.1	1.7
West South Central	19	3,674	18.2	13	2,179	18.2	5.3	3.9	1.6	1.6	2.0	3.8
Pacific	27	7,309	17.0	20	5,608	16.9	5.4	5.1	.7	2.2	2.0	1.5
TOTAL, 13 CITIES	116	31,319	19.8	57	16,082	22.2	7.7	5.4	1.6	3.0	2.4	2.1
Chicago	15	3,206	19.7	10	2,049	21.9	8.2	6.3	1.4	2.0	1.5	2.5
New York	45	10,947	21.0	18	4,722	26.6	8.9	6.1	1.9	3.7	2.7	3.3

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CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating ex- penses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admini- strative	Selling	Delivery	Ware- house	Occu- pancy	Other
TOBACCO AND ITS PRODUCTS (except leaf)												
UNITED STATES TOTAL	1,274	\$717,927	5.4	740	\$490,244	5.2	1.5	1.6	.5	.5	.5	.6
New England	120	63,624	4.9	75	51,041	4.9	1.2	1.6	.4	.6	.5	.6
Middle Atlantic	346	216,939	4.7	190	142,512	4.7	1.4	1.5	.5	.4	.5	.4
East North Central	310	167,109	5.0	178	121,708	5.1	1.5	1.6	.5	.4	.5	.6
West North Central	96	45,454	5.3	54	32,911	5.7	1.6	2.1	.5	.4	.5	.6
South Atlantic	131	74,017	6.5	82	55,685	6.1	1.9	1.8	.6	.5	.5	.6
East South Central	41	17,188	5.7	24	10,940	6.0	1.6	1.9	.5	.5	.6	.9
West South Central	77	32,935	4.8	40	19,491	5.6	1.7	1.8	.5	.3	.5	.8
Mountain	44	15,325	7.6	21	8,816	7.2	2.2	2.3	.6	.5	.7	.9
Pacific	109	87,436	7.6	76	47,240	5.2	1.3	1.5	.6	.5	.6	.7
TOTAL, 13 CITIES	311	232,826	5.3	173	124,025	4.6	1.3	1.5	.5	.4	.4	.5
Boston	17	16,534	5.9	12	13,957	4.1	.7	1.4	.5	.4	.5	.6
Chicago	38	34,962	4.1	25	28,424	3.9	1.2	1.1	.5	.4	.2	.5
Cleveland	15	12,952	5.9	11	12,670	5.9	1.8	1.9	.8	.4	.3	.7
Detroit	35	21,434	5.5	11	13,345	4.3	1.1	1.2	.4	.4	.4	.8
Los Angeles	17	10,804	5.0	11	9,333	5.0	1.0	1.4	.6	.5	.6	.9
New York	97	93,913	4.1	46	62,347	4.3	1.3	1.5	.5	.4	.4	.2
Philadelphia	30	23,015	4.3	21	16,906	5.8	1.0	1.1	.4	.4	.5	.4
WASTE MATERIALS												
IRON AND STEEL SCRAP												
UNITED STATES TOTAL	249	139,220	10.7	102	47,521	15.6	3.6	1.6	3.3	2.4	1.9	.8
Middle Atlantic	54	40,093	8.3	19	10,189	13.8	3.2	2.0	3.6	1.4	2.4	1.2
East North Central	95	66,733	10.4	43	25,891	12.1	3.9	1.4	3.5	1.7	1.3	.5
South Atlantic	25	6,511	15.0	13	3,666	15.2	5.0	1.8	2.8	3.7	3.1	.8
TOTAL, 13 CITIES	92	58,035	8.7	38	17,426	10.9	3.3	1.4	2.2	1.9	1.5	.6
JUNK AND SCRAP (full line)												
UNITED STATES TOTAL	193	55,050	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Middle Atlantic	44	9,629	16.1	26	5,449	14.4	3.6	2.1	2.6	2.6	1.9	1.6
East North Central	57	15,955	14.8	32	9,554	13.9	3.7	1.4	2.6	2.7	2.4	1.1
West North Central	26	6,994	12.7	13	3,653	12.1	1.9	.9	3.4	2.1	3.2	.6
Pacific	25	8,414	16.7	13	4,955	16.5	4.0	1.0	1.7	5.7	2.9	1.2
TOTAL, 13 CITIES	39	13,266	15.3	23	7,743	11.2	2.8	1.1	1.6	2.9	2.4	.4
WASTE PAPER, RAGS AND RUBBER												
UNITED STATES TOTAL	237	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
New England	52	22,935	11.6	32	12,725	13.6	3.6	2.5	2.2	2.7	2.1	.7
Middle Atlantic	110	38,100	16.0	58	25,191	15.3	4.1	2.3	3.5	2.8	1.5	1.1
West North Central	52	18,237	16.8	31	13,083	16.8	4.2	1.5	3.2	4.5	2.0	1.4
TOTAL, 13 CITIES	162	69,088	15.2	91	44,217	15.1	4.1	2.0	3.1	3.1	1.8	1.0
Boston	15	10,952	9.8	10	6,218	14.6	4.0	2.9	2.2	1.8	3.0	.7
Chicago	18	8,862	18.1	12	6,232	15.0	3.6	1.2	2.0	4.4	2.0	1.8
New York	68	27,196	15.7	36	18,119	15.1	4.4	2.6	3.7	2.2	1.4	.8
Philadelphia	19	6,115	13.3	10	4,047	9.6	2.7	.8	2.5	1.9	1.0	.9

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

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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

Kind of Business and Area	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	Warehouses	Occupancy	Other
ALL OTHER PRODUCTS												
BOOKS, PERIODICALS AND NEWSPAPERS												
<u>UNITED STATES TOTAL</u>	215	\$68,305	19.0	68	\$20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Middle Atlantic	71	41,259	19.7	28	8,911	22.6	6.8	6.6	2.3	2.0	1.5	1.4
East North Central	41	15,509	20.5	18	5,465	24.6	9.0	6.9	4.3	2.0	1.4	1.0
<u>TOTAL, 13 CITIES</u>	75	44,729	21.0	30	11,262	26.7	8.9	9.5	3.1	2.3	1.5	1.4
New York	29	22,761	21.6	14	5,737	27.7	8.4	11.3	1.7	2.7	1.9	1.9
FLOWERS AND NURSERY STOCK												
<u>UNITED STATES TOTAL</u>	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Middle Atlantic	29	6,873	19.3	14	3,143	18.6	6.2	5.2	1.5	.7	2.6	2.4
<u>TOTAL, 13 CITIES</u>	48	10,709	18.7	30	6,480	18.6	6.3	5.8	1.4	.6	2.4	2.1
FOREST PRODUCTS (except lumber)												
<u>UNITED STATES TOTAL</u>	77	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Pacific	21	4,921	11.5	13	2,910	10.6	1.2	2.2	.8	2.2	2.5	1.7
<u>TOTAL, 13 CITIES</u>	31	16,363	13.8	14	10,550	11.9	5.7	.9	3.0	.6	1.1	.6
LEATHER AND LEATHER GOODS												
<u>UNITED STATES TOTAL</u>	227	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
New England	47	29,559	7.7	30	20,747	7.8	2.4	2.5	.7	.7	.8	.7
Middle Atlantic	71	18,823	12.3	35	11,523	13.6	4.8	3.1	.9	.9	2.7	1.2
East North Central	41	9,723	13.5	21	4,717	16.8	5.4	6.2	1.4	.8	1.5	1.5
West North Central	23	6,151	17.5	14	2,539	19.1	6.7	6.3	.9	1.4	2.2	1.6
Pacific	14	2,622	18.1	11	2,092	19.7	5.7	5.8	1.7	2.2	2.2	2.1
<u>TOTAL, 13 CITIES</u>	138	52,665	9.5	77	33,705	10.1	3.5	2.8	.7	.7	1.4	1.0
Boston	36	26,716	7.1	24	18,809	7.2	2.3	2.2	.5	.7	.8	.7
New York	45	10,543	10.3	18	5,228	10.4	4.3	2.3	.8	.4	1.2	1.4
OILS AND GREASES animal and vegetable:												
<u>UNITED STATES TOTAL</u>	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
<u>TOTAL, 13 CITIES</u>	25	23,891	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
TEXTILES AND MATERIALS OTHER THAN DRY GOODS												
<u>UNITED STATES TOTAL</u>	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.8	1.5	2.2	1.1
Middle Atlantic	24	9,547	14.5	12	6,078	17.8	8.7	4.4	1.7	.6	1.3	1.1
<u>TOTAL, 13 CITIES</u>	48	18,542	14.9	26	9,918	18.6	7.5	4.3	2.0	1.2	2.3	1.3
YARNS												
<u>UNITED STATES TOTAL</u>	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Middle Atlantic	49	25,796	8.1	25	16,140	8.4	3.2	2.2	.4	.3	1.6	.7
<u>TOTAL, 13 CITIES</u>	53	31,245	7.6	28	20,190	7.6	2.9	2.0	.4	.3	1.3	.7
New York	43	22,262	7.4	22	13,161	7.2	2.8	2.4	.3	.3	.7	.7

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