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UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

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# WHOLESALE DISTRIBUTION

## VOLUME 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

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## 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, 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.

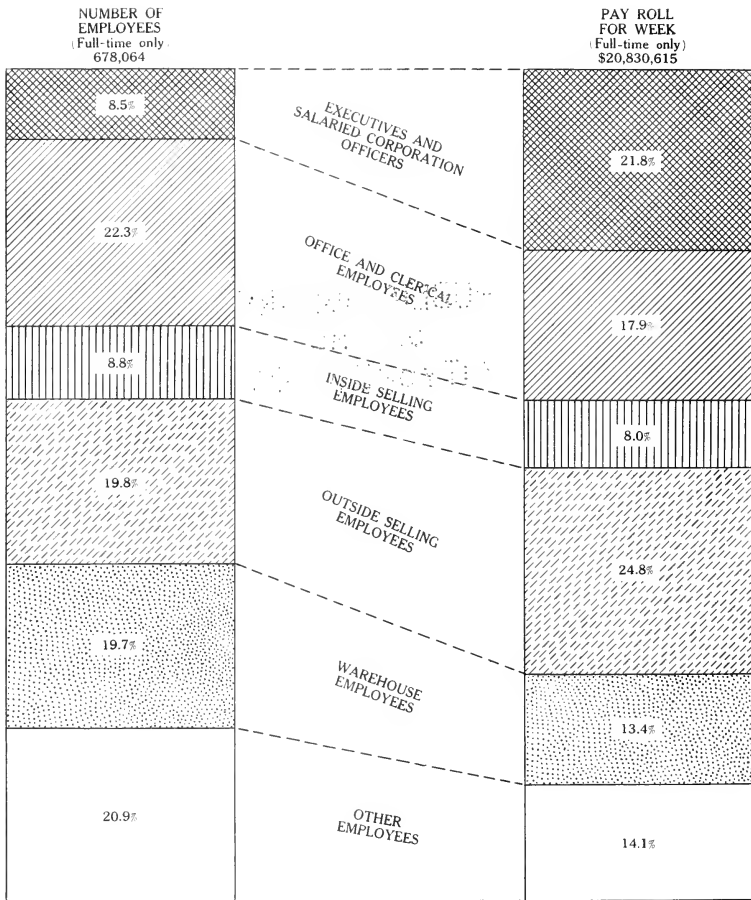
Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

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# WHOLESALE DISTRIBUTION: 1935

CHART 1 - 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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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 ONEMONTHLY 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

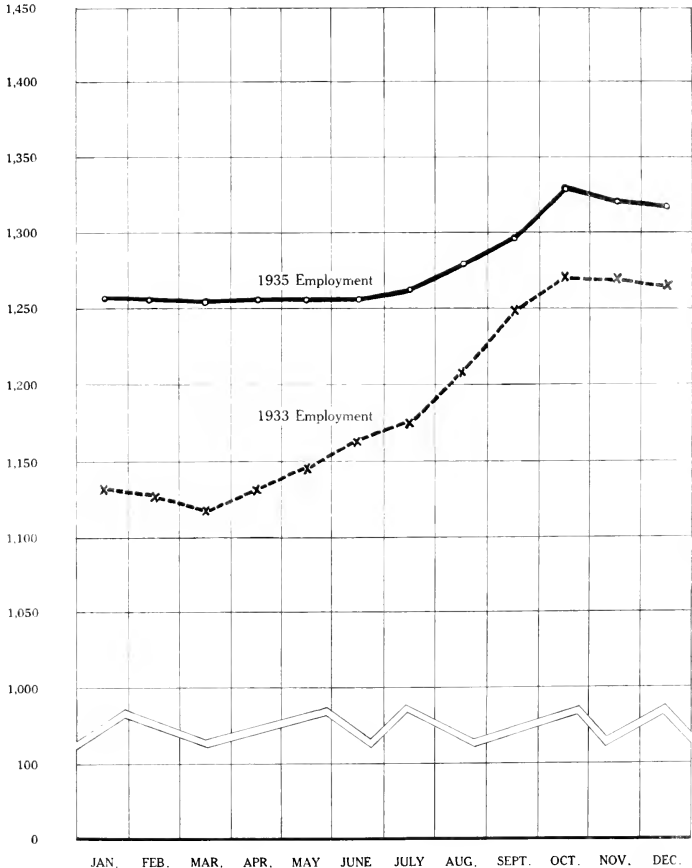
January	17,250	May	17,164	September	17,181
February	17,181	June	17,147	October	17,181
March	17,113	July	17,216	November	17,095
April	17,147	August	17,198	December	17,095

## WHOLESALE DISTRIBUTION: 1935

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

NUMBER 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.



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. firms and 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				
<b>TOTAL</b>	97,222	1,230,553 100.0	1,236,054 99.3	1,236,127 99.1	1,237,535 99.2	1,237,873 99.2	1,244,144 99.7	1,254,496 100.2	1,279,402 101.5	1,311,925 104.1	1,302,355 103.3	1,339,768 103.1				
Amusement and Sporting Goods	858	18,491	18,333	18,445	18,513	18,732	18,861	18,974	19,125	19,347	19,315	19,599				
Automotive	3,766	74,968	97,099	97,252	99,251	74,859	74,754	75,527	75,902	76,403	76,498	75,925				
Beer, Wine and Liquors	4,353	37,600	36,544	36,777	36,819	37,400	37,416	37,446	37,465	37,484	37,493	37,503				
Chemicals and Paints	930	25,253	24,478	24,515	25,068	25,365	25,446	25,410	25,545	25,762	25,743	25,844				
Clothing and Furnishings	4,444	36,668	37,893	37,457	36,203	35,431	36,103	36,160	36,295	36,418	36,497	36,574				
Coal and Coke	374	13,126	13,601	13,786	13,373	13,941	12,568	12,591	12,434	12,924	13,263	13,338				
Drugs (full line)	36	15,077	14,822	14,949	14,973	14,952	14,973	14,978	15,041	15,065	15,067	15,118				
Drugs and Drug Sundries (specialty lines)	915	15,421	15,759	15,998	15,959	16,075	15,099	15,104	15,140	15,232	15,418	15,652				
Dry Goods (full line)	175	130,000	131,472	132,145	132,145	132,145	132,145	132,145	132,145	132,145	132,145	132,145				
Dry Goods (specialty lines)	3,328	34,898	34,232	34,541	34,737	34,570	34,431	34,517	34,993	35,235	35,262	35,342				
Electrical Goods	1,592	40,796	39,949	40,050	40,242	40,515	40,864	40,803	41,015	41,006	41,227	41,585				
Farm Products - raw materials	12,335	68,765	74,535	71,077	64,006	59,761	57,422	59,522	71,333	75,822	77,966	75,902				
Farm Products - consumer goods	19,009	138,352	134,789	135,455	135,531	136,945	137,541	134,942	134,958	135,453	136,940	144,210				
Farm Supplies	1,520	15,850	15,854	15,064	15,183	15,989	15,498	14,995	14,995	14,995	14,995	14,995				
Furniture and House Furnishings	1,731	130,000	131,472	132,145	132,145	132,145	132,145	132,145	132,145	132,145	132,145	132,145				
General Merchandise	179	9,924	9,907	9,925	9,930	9,935	9,948	9,955	9,962	9,969	9,976	9,983				
Groceries (full line)	1,456	67,545	67,050	65,771	65,951	65,960	66,959	67,174	67,595	67,911	66,745	66,472				
Groceries and Feeds (specialty lines)	12,739	148,378	146,014	147,547	145,305	144,564	144,011	143,232	143,815	147,421	157,134	157,253				
Hardware	710	32,319	31,754	31,760	31,859	32,055	32,165	32,303	32,434	32,569	32,722	32,737				
(continued)			98.2	99.2	99.5	99.5	100.0	100.0	100.0	100.0	100.0	100.0				

\* Estimates for commissions bulk tank stations and included. See note. Ratio for months with higher 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- prietors and firm members	Employees (fulltime and part- time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
Jewelry and Optical Goods	1,435	14,470	14,074	14,112	14,157	14,204	14,256	14,310	14,369	14,443	14,543	14,625	15,068	15,441
		100.0	97.1	97.3	97.5	97.9	98.2	98.5	98.9	99.4	101.2	103.1	104.1	105.7
Lumber and Construction Materials	1,818	39,404	37,508	38,240	38,895	39,370	39,497	39,623	39,819	40,438	40,917	40,568	39,855	38,855
		100.0	95.7	97.0	98.7	99.9	99.9	100.2	100.6	101.3	102.6	102.8	103.0	101.1
Machinery, Equipment and Supplies	5,574	112,468	106,562	110,086	111,100	111,532	112,030	113,450	114,007	114,374	114,577	115,233	115,375	115,375
		100.0	95.6	96.5	97.9	98.8	99.3	100.3	100.8	101.4	101.7	102.7	102.8	102.8
Metals and Metal Work (except scrap)	598	24,254	23,023	23,295	23,574	23,866	24,265	24,551	24,827	24,930	25,285	25,105	24,956	24,956
		100.0	94.4	95.0	96.1	97.7	99.0	100.2	101.3	102.4	102.9	103.6	103.0	103.0
Paper and its Products	1,659	31,649	31,193	31,205	31,318	31,565	31,870	31,955	31,764	31,783	31,783	32,148	32,148	32,148
		100.0	97.8	98.0	98.5	98.9	99.4	99.6	99.4	99.4	99.4	101.4	101.4	101.4
Petroleum and its Products	3,999	97,765	97,548	97,513	97,755	97,710	98,053	98,053	98,053	97,888	97,964	97,964	97,964	97,964
		100.0	100.2	100.2	99.5	99.8	100.1	100.4	100.4	100.2	100.3	100.3	100.3	100.3
Plumbing and Heating Expt. and Spls.	950	24,765	23,768	23,935	24,100	24,356	24,353	24,353	24,353	25,093	25,454	25,461	25,941	25,941
		100.0	96.2	95.9	96.6	97.2	98.2	98.3	98.3	101.2	102.7	102.7	104.7	104.7
Tobacco and its Products (except leaf)	1,877	19,435	19,040	19,092	19,170	19,247	19,310	19,580	19,580	19,580	19,700	19,790	19,813	19,839
		100.0	98.0	98.0	98.2	98.2	98.2	99.4	99.4	100.7	101.4	101.4	101.9	102.1
Waste Materials	4,454	29,771	28,336	28,502	28,352	29,508	29,862	29,661	30,022	30,315	30,315	31,204	30,144	30,144
		100.0	95.2	95.7	97.1	98.6	99.1	100.6	100.3	101.8	101.8	104.8	103.3	103.6
All Other	4,285	37,342	36,501	36,536	36,772	37,013	37,117	37,284	37,469	37,979	38,263	38,192	38,307	38,307
		100.0	98.0	98.0	98.5	99.1	99.4	99.9	100.3	101.4	102.5	102.5	102.5	102.5

\* Estimates for commission bulk tank stations not included. See text. 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) 1/	20,897	20,178	88,735	2,903,687	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 manufacturers' 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 manufacturers' 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 manufacturers' sales branches; 40.3 percent for manufacturers' 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, manufacturers' 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:

<u>Occupational group</u>	<u>Full-service and limited-function wholesalers</u>	<u>Manufacturers' sales branches</u>	<u>Manufacturers' sales offices</u>	<u>Bulk tank stations</u>	<u>Agents and brokers</u>
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.

**CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935**  
**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
<u>UNITED STATES</u>	\$24.67	\$27.90	\$39.52	\$20.95	\$20.66		\$22.43	\$33.27	\$17.67	\$15.10
<u>NEW ENGLAND</u>	23.05	27.62	37.14	21.97	21.30		24.43	37.74	16.43	11.52
Connecticut	22.55	29.30	35.58	18.86	21.15	Florida	24.92	37.74	17.65	11.52
Maine	20.64	22.73	35.60	19.10	20.80	Georgia	21.82	35.30	17.69	17.66
Massachusetts	23.83	29.60	36.22	23.21	22.58	Maryland	23.56	35.26	16.79	13.75
New Hampshire	21.52	24.49	32.81	23.14	20.54	North Carolina	23.57	35.94	16.54	12.50
Rhode Island	20.97	24.74	35.59	19.32	20.54	South Carolina	26.21	38.44	18.64	14.49
Vermont	21.19	22.44	32.28	21.93	21.72	Virginia	25.03	33.71	20.34	19.66
						West Virginia	25.03	33.71	20.34	19.66
<u>MIDDLE ATLANTIC</u>	25.44	31.24	42.96	22.97	23.50		23.53	35.10	15.81	13.93
New Jersey	24.23	28.01	36.67	21.75	21.97	Alabama	24.79	37.14	15.57	13.38
New York	25.67	33.42	43.05	22.96	24.50	Kentucky	22.49	32.95	16.42	14.40
Pennsylvania	24.18	27.04	44.79	23.42	21.42	Mississippi	23.35	33.09	13.43	12.18
						Tennessee	23.63	35.13	16.14	14.32
<u>EAST NORTH CENTRAL</u>	24.01	26.88	36.04	20.86	23.48		24.68	34.88	17.36	13.71
Illinois	24.95	29.19	39.81	21.03	22.19	Arkansas	23.11	34.65	15.41	14.64
Indiana	20.66	23.18	32.88	18.50	19.55	Louisiana	24.00	36.62	17.01	14.61
Michigan	23.95	25.76	38.84	21.01	20.78	Oklahoma	25.58	35.19	18.20	18.88
Ohio	24.08	26.11	37.93	21.26	21.26	Texas	25.02	34.61	17.67	12.66
Wisconsin	22.46	26.12	35.27	21.20	22.38		24.35	35.56	20.75	21.91
<u>WEST NORTH CENTRAL</u>	23.76	26.24	36.22	20.21	20.43	<u>MOUNTAIN</u>				
Iowa	22.89	24.49	33.62	18.75	18.63	Arizona	26.33	33.97	20.29	22.22
Kansas	22.64	23.49	34.09	20.09	21.23	Colorado	23.12	35.99	16.90	20.41
Minnesota	24.09	26.07	36.94	22.30	21.38	Idaho	25.47	34.04	22.90	21.24
Missouri	24.21	26.65	36.95	19.66	20.35	Montana	24.53	36.64	23.55	25.61
Nebraska	23.34	25.87	36.85	19.17	20.75	Nevada	31.10	33.97	26.67	24.61
North Dakota	23.55	24.98	36.21	19.90	19.32	New Mexico	26.49	37.04	20.47	20.24
South Dakota	20.22	24.82	36.20	15.83	12.45	Utah	23.77	25.65	20.52	22.16
						Wyoming	27.29	33.67	22.73	26.36
<u>SOUTH ATLANTIC</u>	23.79	24.55	35.90	18.41	15.21	<u>PACIFIC</u>				
Delaware	20.59	24.66	36.21	18.81	18.68	California	26.56	29.52	23.35	24.86
District of Columbia	26.85	28.98	34.87	23.54	19.42	Oregon	26.08	29.82	23.45	24.21
						Washington	25.82	28.30	22.98	27.90



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)	14,838	19.5
Dry goods (specialty lines)	35,988	26.0
Electrical goods	42,209	21.2
Farm products-raw materials	98,250	18.4
Farm products-consumer goods	170,392	19.2
Farm supplies	18,208	22.0
Furniture and house furnishings	19,047	24.1
General merchandise	10,523	28.9
Groceries (full line)	69,062	13.8
Groceries and foods (specialty lines)	163,320	19.7
Hardware	32,948	17.4
Jewelry and optical goods	15,079	25.7
Lumber and construction materials	41,482	12.8
Machinery, equipment and supplies	116,726	18.2
Metals and metal work (except scrap)	25,556	17.0
Paper and its products	32,491	21.2
Petroleum and its products	98,443	5.7
Plumbing and heating equipment and supplies	26,053	16.0
Tobacco and its products (except leaf)	19,955	14.2
Waste materials	32,236	17.0
All other	39,852	23.4

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

Employment Of Women, By States

The ratio of women to the total number of employees varies considerably among the States. It was as low as 6.0 percent, or one out of 16, in North Dakota and as high as 25.6 percent, or one out of four, in the State of Washington. In the following States the number of 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
			Delaware	2,016	14.9
			District of Columbia	8,510	13.8
			Florida	23,872	16.6
NEW ENGLAND	85,164	17.4	Georgia	21,334	19.9
Connecticut	13,731	18.2	Maryland	21,317	19.4
Maine	6,970	12.4	North Carolina	23,868	21.7
Massachusetts	53,411	18.5	South Carolina	8,250	14.7
New Hampshire	2,241	13.2	Virginia	22,837	23.8
Rhode Island	6,559	16.2	West Virginia	9,467	12.0
Vermont	2,252	11.3			
			EAST SOUTH CENTRAL	63,671	14.9
MIDDLE ATLANTIC	366,664	20.7	Alabama	11,527	13.7
New Jersey	27,653	13.3	Kentucky	23,179	16.4
New York	254,505	22.8	Mississippi	6,047	12.5
Pennsylvania	84,506	16.7	Tennessee	22,918	14.7
			WEST SOUTH CENTRAL	89,081	14.3
EAST NORTH CENTRAL	277,881	17.8	Arkansas	6,371	9.0
Illinois	109,614	19.2	Louisiana	18,756	14.9
Indiana	24,434	13.2	Oklahoma	14,263	11.0
Michigan	44,945	19.5	Texas	49,691	15.7
Ohio	72,526	16.7			
Wisconsin	26,362	15.6	MOUNTAIN	31,969	13.8
			Arizona	3,074	9.2
WEST NORTH CENTRAL	153,696	15.4	Colorado	10,961	16.2
Iowa	21,654	13.8	Idaho	4,507	14.0
Kansas	13,490	10.0	Montana	4,503	12.4
Minnesota	34,495	15.8	Nevada	674	8.3
Missouri	58,868	18.7	New Mexico	1,492	9.6
Nebraska	14,435	14.3	Utah	5,816	15.1
North Dakota	5,693	6.0	Wyoming	942	9.4
South Dakota	5,061	11.5			
			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  
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 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	
<b>UNITED STATES</b>									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	176,756	42,802,913	24,163,480	97,225	1/2,260,553	1/2,022,262	1/1,976,337	1/345,925	2/53,106,609
MANUFACTURERS' SALES BRANCHES (With stocks)	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
MANUFACTURERS' SALES OFFICES (Without stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
BULK TANK STATIONS (PETROLEUM)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
AGENTS AND BROKERS	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
ASSEMBLERS	16,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
ASSSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
<b>BY KINDS OF BUSINESS:</b>									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALE	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	3,563	49,514	75,276	74,539	737	107,830
Beer, wines and liquors	5,496	698,511	91,814	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	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and drug sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	209	13,206
Dry goods (full line)	3,306	265,754	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	2,438	576,542	39,460	1,051	30,088	52,496	51,924	571	75,454
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	892	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	4,334	79,646	108,429	105,838	2,591	132,011
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	40,839	1,974	63,652
Machinery, equipment and supplies	7,139	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Metals and metal work (except scrap)	810	281,996	37,315	307	10,623	19,394	19,026	298	39,959
Paper and its products	2,549	408,935	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 expl.	1,743	243,173	48,202	636	16,919	26,851	26,296	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	506,233	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	1,261,865	90,159	6	23,611	45,242	44,867	375	68,653
Beer, wines and liquors	377	265,812	37,390	6	5,284	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	38,915
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	17,570	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	2,679
Furniture and house furnishings	250	78,959	10,888	17	2,478	4,980	4,921	59	8,739
Groceries and foods (specialty lines)	3,102	2,256,166	202,190	33	51,576	87,265	86,224	1,041	82,245
Hardware	62	16,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and optical goods	249	31,458	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	43,085	83,199	82,282	917	112,269
Metals and metal work (except scrap)	271	243,350	23,986	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 UNITED STATES SUMMARY. Continued.							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- lishments	Net sales (add 000)	Operating expenses including pay roll <sup>*</sup> (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg for year	Pay Roll <sup>*</sup> (add 000)			Stocks on hand, end of year (add 000)		
							Total	Full-time	Part-time			
<b>MANUFACTURERS' SALES BRANCHES</b> (WITH STOCKS) (continued)												
Paper and its products												
Petroleum and its products												
Plumbing and heating eqpt. and spls.												
Tobacco and its products (except leaf)												
All other												
<b>MANUFACTURERS' SALES OFFICES</b> (WITHOUT STOCKS)												
Amusement and sporting goods												
Automotive												
Beer, wines and liquors												
Chemicals and paints												
Clothing and furnishings												
Coal and coke												
Drugs and drug sundries (specialty lines)												
Dry goods (specialty lines)												
Electrical goods												
Farm products - consumer goods												
Farm supplies												
Furniture and house furnishings												
Groceries and foods (specialty lines)												
Hardware												
Jewelry and optical goods												
Lumber and construction materials												
Machinery, equipment and supplies												
Metals and metal work (except scrap)												
Paper and its products												
Petroleum and its products												
Plumbing and heating eqpt. and spls.												
Tobacco and its products (except leaf)												
All other												
<b>BULK TANK STATIONS</b>												
Petroleum and its products												
<b>AGENTS AND BROKERS</b>												
Amusement and sporting goods												
Automotive												
Beer, wines and liquors												
Chemicals and paints												
Clothing and furnishings												
Coal and coke												
Drugs and drug sundries (specialty lines)												
Dry goods (full line)												
Dry goods (specialty lines)												
Electrical goods												
Farm products - raw materials												
Farm products - consumer goods												
Farm supplies												
Furniture and house furnishings												
General merchandise												
Groceries (full line)												
Groceries and foods (specialty lines)												
Hardware												
Jewelry and optical goods												
Lumber and construction materials												
Machinery, equipment and supplies												
Metals and metal work (except scrap)												
Paper and its products												
Petroleum and its products												
Plumbing and heating eqpt. and spls.												
Tobacco and its products (except leaf)												
Waste materials												
All other												
<b>ASSEMBLERS</b>												
Farm products - raw materials												
Farm products - consumer goods												
Farm supplies												
Groceries and foods (specialty lines)												
All other												

\* Includes no compensation for proprietors and firm members of unincorporated businesses. <sup>1/</sup> Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included.

## 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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UNITED STATES SUMMARY

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

Division and State	Active pro- priators and firm members	Employers (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	1,280,553	1,236,733	1,236,054	1,236,127	1,236,252	1,237,635	1,237,673	1,244,144	1,262,498	1,279,402	1,311,925	1,302,255	1,299,768
NEW ENGLAND														
Connecticut	766	12,727	12,865	12,795	12,982	12,374	12,376	12,376	12,416	12,464	12,624	13,278	13,338	13,359
Maine	504	6,271	6,369	6,395	6,265	6,203	6,267	6,267	6,267	6,267	6,369	6,721	6,515	6,381
Massachusetts	3,215	51,686	51,185	50,879	51,331	51,353	51,360	51,360	51,360	51,360	52,135	52,866	52,485	52,618
New Hampshire	172	2,149	2,111	2,102	2,110	2,130	2,131	2,131	2,131	2,139	2,229	2,428	2,137	2,113
Rhode Island	369	6,328	6,284	6,319	6,294	6,282	6,230	6,295	6,315	6,256	6,366	6,428	6,447	6,447
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	2,131
MIDDLE ATLANTIC														
New Jersey	1,570	26,386	25,719	25,690	25,945	26,193	26,394	26,730	26,730	26,771	26,865	27,057	26,815	26,724
New York	16,626	243,120	237,932	236,510	239,699	240,204	240,267	240,953	242,227	243,521	245,645	249,444	249,354	247,696
Pennsylvania	7,240	82,049	81,073	81,258	81,346	81,798	81,695	81,914	82,118	82,191	82,441	83,044	82,742	82,947
EAST NORTH CENTRAL														
Illinois	6,611	104,740	102,242	102,430	102,965	104,043	104,242	104,574	104,574	105,284	105,939	107,313	107,430	106,861
Indiana	2,183	23,263	22,537	22,509	22,659	23,128	23,456	23,545	23,545	23,794	23,656	23,866	23,866	23,866
Michigan	3,580	41,697	40,391	40,348	40,224	40,445	40,507	40,874	41,120	41,433	42,939	43,539	43,539	43,539
Ohio	5,323	68,394	66,931	66,430	67,629	68,069	68,344	68,613	69,656	69,656	70,726	70,160	69,605	69,487
Wisconsin	2,035	24,526	24,270	24,413	24,702	24,749	24,868	24,981	25,060	25,273	25,605	25,539	25,539	25,359
WEST NORTH CENTRAL														
Iowa	2,619	19,953	18,701	18,691	18,825	19,229	19,866	20,165	20,354	20,268	20,660	20,626	20,626	20,186
Kansas	2,076	12,772	12,275	12,252	12,479	12,549	12,902	13,092	12,948	12,955	12,968	12,617	12,720	12,720
Minnesota	2,585	32,079	30,678	30,678	31,497	31,549	32,287	32,661	33,128	33,128	33,712	33,273	32,884	32,884
Missouri	3,740	56,576	55,325	55,645	55,482	55,378	55,482	55,482	55,482	55,482	57,161	57,862	57,990	57,419
Nebraska	1,603	13,972	13,166	13,166	13,268	13,374	13,451	13,625	13,625	13,625	14,446	14,446	13,319	13,319
North Dakota	588	4,925	4,621	4,621	4,636	4,733	4,967	5,164	5,164	5,164	5,164	5,164	5,164	5,164
South Dakota	554	4,478	4,170	4,169	4,294	4,490	4,553	4,474	4,513	4,571	4,644	4,655	4,613	4,560

(Continued)

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 2.-MONTHLY EMPLOYMENT, BY STATES\*

Division and State	Active pro- prietors and partners in members	Employees (fulltime and part- time) Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
<b>SOUTH ATLANTIC</b>														
Delaware	148	1,699	1,613	1,641	1,656	1,693	1,917	1,961	1,955	1,960	1,962	1,923	1,900	
District of Columbia	337	8,274	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,454	8,459	
Florida	1,005	18,573	22,158	21,796	20,697	17,724	14,606	13,746	13,978	14,774	16,415	20,621	25,165	
Georgia	1,371	18,444	17,975	18,110	17,566	17,573	17,544	18,475	18,210	20,107	19,717	20,114	20,066	
Maryland	1,744	19,164	19,139	18,992	18,306	18,289	18,485	19,011	16,791	19,554	20,333	20,144	20,086	
North Carolina	1,460	16,980	14,904	13,988	13,789	13,265	13,265	13,673	13,682	22,436	22,155	22,009	19,175	
South Carolina	809	5,128	5,362	5,551	5,587	5,574	5,574	5,633	5,476	5,411	5,463	5,411	5,411	
South Virginia	1,065	18,646	19,360	17,366	17,135	17,527	17,527	19,147	19,147	20,463	21,141	20,479	20,479	
West Virginia	517	8,855	8,602	8,548	8,588	8,721	8,768	8,683	8,940	9,055	9,229	9,039	9,041	
<b>EAST SOUTH CENTRAL</b>														
Alabama	920	10,675	10,563	10,511	10,405	10,420	10,420	10,406	10,536	10,788	11,165	11,295	11,033	
Kentucky	1,240	15,765	21,607	20,568	14,313	13,961	13,632	13,067	13,955	14,242	13,843	14,026	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	
Tennessee	1,536	19,929	20,742	20,510	20,222	19,344	18,983	19,149	16,955	19,542	19,765	19,767	21,390	
<b>WEST SOUTH CENTRAL</b>														
Arkansas	747	6,006	5,749	5,602	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110	
Louisiana	938	17,372	17,019	17,142	17,136	17,136	17,176	17,212	17,434	17,434	17,874	17,622	17,803	
Oklahoma	1,792	12,609	12,670	12,670	12,933	12,933	12,583	12,905	12,976	13,027	13,503	13,696	13,598	
Texas	4,141	44,050	44,451	44,369	43,784	43,391	43,766	41,197	41,724	42,390	46,356	46,762	47,045	
<b>MOUNTAIN</b>														
Arizona	239	2,670	2,556	2,766	2,677	2,561	2,584	2,582	2,481	2,503	2,656	2,679	3,035	
Colorado	830	10,102	9,758	9,679	9,750	9,680	9,976	10,145	10,298	10,545	10,541	10,579	10,566	
Idaho	360	3,303	3,232	3,231	3,079	2,911	2,626	2,626	3,071	3,267	4,117	4,154	3,886	
Montana	225	2,040	3,799	3,610	3,677	3,957	4,036	4,115	4,195	4,257	4,284	4,166	4,204	
Nevada	48	649	631	619	631	646	662	668	670	664	659	662	653	
New Mexico	141	1,433	1,383	1,398	1,411	1,420	1,439	1,454	1,458	1,455	1,455	1,455	1,455	
Utah	357	5,154	5,213	5,254	5,349	5,397	5,469	5,689	5,612	5,700	5,700	5,668	5,615	
Wyoming	123	874	825	820	847	860	867	860	877	946	940	907	895	
<b>PACIFIC</b>														
California	8,450	108,637	105,231	106,229	106,789	109,515	109,023	109,357	109,694	109,839	114,703	112,002	107,607	
Oreago	674	11,316	10,449	10,512	10,645	10,798	11,019	11,242	12,750	12,404	12,404	11,566	11,376	
Washington	1,206	22,725	20,632	20,350	20,519	21,024	21,656	22,635	23,538	26,209	27,660	25,018	22,878	

\* Includes no employees of common carriers, bulk tank stations. See next.







CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

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

TYPE OF OPERATION KIND OF BUSINESS	Active pro- prietors and man- agers members	Employees (fulltime and part- time) (thous- ands) 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	Nov- ember		
AGENTS AND BROKERS	14,960	69,997	67,368	64,761	64,335	64,031	65,656	64,244	69,504	71,325	72,971	73,114	74,739	861	
Amusement and sporting goods	216	944	974	974	979	979	987	1,001	867	857	854	866	866		
Automotive	397	995	939	918	916	912	967	1,001	1,014	1,027	1,046	1,048	1,045		
Beer, wine and liquors	49	230	217	213	216	212	236	256	256	257	245	244	246		
Chemicals and paints	290	1,063	1,032	1,045	1,058	1,073	1,095	1,124	1,124	1,116	1,143	1,124	1,113		
Clothing and furnishings	1,133	3,794	3,665	3,699	3,715	3,697	3,717	3,728	3,769	3,746	3,810	3,784	3,886		
Coal and coke	82	3,983	3,978	3,930	3,870	3,925	3,648	3,983	3,648	3,645	3,635	3,694	3,686		
Drugs and drug sundries (specialty lines)	123	643	619	635	642	640	640	668	632	652	659	670	673		
Dry goods (full line)	11	78	76	76	76	76	79	79	79	79	79	79	79		
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	1,197	1,160	1,177	1,166	1,205	1,207	1,243	1,264	1,300	1,289	1,286		
Farm products - raw materials	2,976	16,987	19,336	14,635	13,727	13,090	12,500	12,726	16,206	19,879	19,989	20,459	22,351		
Farm products - consumer goods	1,682	8,123	7,965	7,939	8,089	8,264	8,188	8,265	8,156	8,149	8,575	8,318	8,177		
Farm supplies	4,444	23,101	25,151	19,485	18,565	18,354	18,565	18,565	20,062	22,458	22,560	23,777	25,128		
Furniture and house furnishings	368	1,164	1,144	1,142	1,127	1,168	1,170	1,180	1,193	1,203	1,220	1,222	1,220		
General merchandise	57	659	649	652	652	652	661	661	665	665	662	660	658		
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	6,924	6,979	6,983	7,021	7,084	7,184	7,184	7,184	7,184		
Hardware	254	648	633	635	636	640	642	644	657	653	653	653	653		
Jewelry and optical goods	119	117	115	114	117	116	117	116	117	116	117	116	121		
Lumber and construction materials	553	2,228	2,129	2,123	2,147	2,187	2,215	2,256	2,286	2,310	2,343	2,354	2,300		
Machinery, equipment and supplies	1,922	5,529	5,246	5,296	5,302	5,435	5,472	5,568	5,607	5,679	5,608	5,784	5,775		
Metals and metal work (except scrap)	282	1,068	1,033	1,047	1,045	1,056	1,073	1,071	1,081	1,050	1,094	1,098	1,105		
Paper and its products	233	542	528	530	536	535	539	547	547	546	553	551	545		
Pharmaceuticals	63	327	313	314	319	324	328	337	337	340	333	336	333		
Refrigeration, heating, a. p. and electric	313	698	610	617	622	633	666	666	666	666	666	666	666		
Tobacco and its products (except leaf)	59	312	311	311	312	312	312	312	312	312	312	312	312		
Waste materials	59	312	311	311	312	312	312	312	312	312	312	312	312		
All other	907	3,389	3,409	3,417	3,443	3,468	3,505	3,532	3,507	3,532	3,560	3,560	3,564		
ASSAULTERS	16,695	87,378	89,014	87,143	86,545	83,400	80,947	77,489	78,543	80,947	81,306	81,666	83,751		
Farm products - raw materials	7,802	30,048	30,448	29,127	26,459	26,459	26,575	28,568	31,855	32,911	34,559	33,268	33,657		
Farm products - consumer goods	3,974	48,553	48,643	49,114	49,333	50,185	47,979	44,338	43,482	44,280	47,904	55,835	52,772		
Farm supplies	7,696	1,176	1,227	1,251	1,286	1,334	1,350	1,377	1,370	1,357	1,407	1,370	1,363		
Groceries and foods (specialty lines)	584	6,869	7,230	6,913	6,223	4,913	4,854	4,560	4,966	7,077	10,921	10,696	9,204		
All other	299	549	520	580	532	541	576	549	543	566	564	560	561		

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

STATE OF CONNECTICUT

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
<b>TOTAL</b>	766	19,727	12,856	12,795	12,566	12,262	12,374	12,376	12,416	12,464	12,624	13,276	13,323	13,359
Amusement and Sporting Goods	14	172	170	172	171	172	171	172	174	172	172	171	171	170
Automotive	43	785	746	775	763	798	791	794	794	766	780	822	800	799
Beer, Wines and Liquors	40	649	591	578	589	602	654	664	632	682	694	698	704	715
Chemicals and Paints	13	292	294	285	295	294	300	291	297	290	295	286	286	282
Clothing and Furnishings	25	124	123	123	123	124	124	124	123	124	126	126	127	127
Coal and Coke	6	219	219	206	230	236	212	189	195	226	222	222	224	230
Drugs (full line)	---	211	207	208	208	208	210	211	213	214	214	216	215	216
Drugs and Drug Sundries (specialty lines)	10	135	137	134	135	134	135	135	135	135	135	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	398	402	404	403	403	403	402	414	415	415	422
Farm Products - raw materials	21	552	909	900	631	284	261	283	272	306	307	722	900	893
Farm Products - consumer goods	126	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	111	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	458	455	455	460	460	470	471	464	466
Groceries and Foods (specialty lines)	132	1,823	1,863	1,856	1,945	1,792	1,758	1,767	1,788	1,767	1,847	1,870	1,867	1,860
Hardware	5	200	200	196	198	196	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	386	374	367	365	379	360	366	391	395	397	420	392	396
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	339	335	331	332
Petroleum and its Products	28	1,652	1,692	1,662	1,662	1,655	1,640	1,655	1,632	1,629	1,629	1,654	1,634	1,654
Plumbing and Heating Epl. and Spis	20	494	483	483	478	483	485	485	488	492	502	504	512	515
Tobacco and its Products (except leaf)	35	256	250	251	250	251	253	253	268	278	277	278	277	280
Waste Materials	62	587	581	614	632	636	642	639	621	633	645	647	647	642
All Other Products	42	253	250	236	237	243	248	249	253	257	260	259	259	272

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

STATE OF MAINE

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				
<b>TOTAL</b>	504	6,271	6,309	6,395	6,313	6,246	6,093	5,998	5,927	5,905	6,369	6,721	6,515	6,361		
Amusement and Sporting Goods	2	67	66	66	67	67	68	68	69	71	69	67	67	66		
Automotive	10	302	295	286	294	305	303	302	302	302	302	321	300	300		
Beer, Wines and Liquors	11	179	160	162	172	186	191	197	197	197	189	186	180	175		
Chemicals and Paints	2	25	24	27	24	25	26	26	26	23	27	25	22	21		
Clothing and Furnishings	6	75	74	74	74	73	73	73	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 time)	--	67	68	67	68	68	68	68	66	66	66	67	66	66		
Drugs and Drug Sundries (specialty lines)	2	40	48	48	42	41	42	41	37	32	32	33	33	33		
Dry Goods (full time)	--	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	122	123	128	125	124	124	124	121	122	118	120	119		
Farm Products - raw materials	30	73	66	68	70	67	70	73	82	77	78	75	76	71		
Farm Products - consumer goods	203	1,180	1,415	1,442	1,368	1,256	808	685	666	666	1,142	1,530	1,435	1,347		
Farm Supplies	7	78	79	79	80	77	77	75	75	76	80	79	79	79		
Furniture and House Furnishings	2	25	23	23	23	26	26	26	25	25	26	26	26	26		
General Merchandise	--	511	504	510	511	514	517	521	519	519	519	519	512	484		
Groceries (full time)	2	1,085	1,016	1,011	1,043	1,059	1,102	1,159	1,168	1,141	1,141	1,126	1,093	1,071		
Groceries and Foods (specialty lines)	101	376	375	374	373	373	379	379	379	376	378	381	377	375		
Hardware	1	37	37	37	36	36	36	38	38	38	38	38	38	38		
Jewelry and Optical Goods	3	37	37	37	36	36	36	38	38	38	38	38	38	38		
Lumber and Construction Materials	12	82	75	76	74	85	87	85	80	80	89	88	86	75		
Machinery, Equipment and Supplies	17	273	273	275	270	277	279	281	280	277	287	268	266	262		
Metals and Metal Work (except scrap)	--	6	6	6	6	6	6	6	6	6	6	6	6	6		
Paper and its Products	7	179	184	184	183	180	178	174	174	174	175	175	176	186		
Petroleum and its Products	20	890	891	871	864	870	885	891	908	917	909	905	890	884		
Plumbing and Heating Eqpt. and Spis	1	36	35	36	35	35	35	35	36	36	39	39	39	37		
Tobacco and its Products (except leaf)	11	79	76	76	76	77	78	81	82	81	80	80	80	80		
Waste Materials	22	63	74	76	77	84	90	96	85	84	83	83	80	80		
All Other Products	30	128	143	117	117	121	129	137	134	134	135	122	123	146		

\* 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		
<b>TOTAL:</b>	3,215	51,868	51,185	50,879	51,151	51,331	51,651	51,940	52,203	52,253	52,135	52,958	52,455	52,615	
Amusement and Sporting Goods	39	643	621	3,088	3,127	3,147	3,198	3,177	3,194	3,222	3,178	3,207	3,170	3,181	
Automotive	82	3,166	3,102	1,845	1,849	1,909	1,977	1,977	2,007	1,992	1,977	2,003	1,968	1,916	
Beer, Wines and Liquors	65	1,931	1,841	1,845	1,874	1,875	1,875	1,866	1,895	1,895	1,895	1,895	1,891	1,883	
Chemicals and Paints	44	1,979	1,853	1,853	1,853	1,853	1,853	1,853	1,853	1,853	1,853	1,853	1,853	1,853	
Clothing and Furnishings	272	1,693	1,651	1,667	1,676	1,695	1,698	1,690	1,680	1,692	1,712	1,759	1,712	1,716	
Coal and Coke	15	806	928	865	894	835	747	725	728	753	744	852	806	860	
Drugs (full line)	--	625	650	650	630	631	631	631	631	622	622	622	614	617	
Drugs and Drug Sundries (specialty lines)	18	211	202	204	210	209	208	207	206	207	216	216	220	221	
Dry Goods (full line)	4	111	111	111	111	111	111	111	111	111	111	111	111	111	
Dry Goods (specialty lines)	192	868	853	854	867	862	864	855	850	865	860	891	883	891	
Electrical Goods	78	2,058	2,015	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	1,282	1,344	1,378	1,425	1,500	1,500	1,531	1,531	1,534	1,558	1,512	1,433	
Farm Products - consumer goods	359	4,176	3,975	3,975	4,011	4,099	4,261	4,322	4,402	4,501	4,263	4,276	4,145	4,115	
Farm Supplies	7	276	273	270	273	275	278	278	280	281	277	283	278	277	
Furniture and House Furnishings	88	1,016	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	40	34	34	38	37	40	45	40	46	43	45	44	
Groceries (full line)	22	3,392	2,562	2,355	2,354	2,350	2,342	2,336	2,350	2,358	2,361	2,380	2,375	2,588	
Groceries and Foods (specialty lines)	489	8,065	7,848	7,898	8,001	7,963	8,056	8,074	8,077	8,176	8,075	8,258	8,195	8,159	
Hardware	26	974	456	464	464	465	472	475	476	473	477	487	485	484	
Jewelry and Optical Goods	56	529	520	523	523	523	526	528	533	529	534	536	537	539	
Lumber and Construction Materials	1,414	1,385	1,377	1,386	1,386	1,386	1,400	1,415	1,435	1,423	1,423	1,443	1,444	1,439	
Machinery, Equipment and Supplies	253	5,235	5,114	5,112	5,188	5,214	5,267	5,281	5,281	5,249	5,257	5,308	5,300	5,293	
Metals and Metal Work (except scrap)	15	1,083	1,053	1,057	1,060	1,085	1,076	1,096	1,092	1,099	1,099	1,090	1,098	1,100	
Paper and its Products	123	1,954	1,921	1,897	1,883	1,889	1,892	1,908	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	3,724	3,696	3,706	3,674	3,658	3,723	3,711	3,748	
Plumbing and Heating Epl and Spis	41	1,212	1,164	1,159	1,197	1,198	1,192	1,188	1,188	1,190	1,239	1,310	1,279	1,296	
Tobacco and its Products (except leaf)	69	708	688	691	701	716	705	713	708	711	724	726	719	719	
Waste Materials	232	1,863	1,805	1,828	1,853	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	2,668	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	2,108	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113		
<b>TOTAL</b>	172	2,149	2,111	2,108	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113	--	--
Amusement and Sporting Goods	--	78	77	77	77	77	77	79	81	80	78	79	78	77	--	--
Automotive	14	95	88	90	89	94	96	96	100	98	96	99	92	96	--	--
Chemicals and Paints	2	3	10	8	5	2	1	1	--	--	--	--	--	--	--	--
Clothing and Furnishings	2	41	38	40	42	40	40	41	40	41	41	42	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	8	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	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	236	227	190	184	--	--
Farm Supplies	1	6	5	5	5	5	5	5	7	6	7	7	7	7	7	7
Furniture and Hous. Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	1	2	--	--	--	--	--	--	2	2	--	--	--	--	--	--
Groceries (full line)	268	268	268	266	266	266	266	270	273	273	269	271	267	266	266	266
Groceries and Foods (specialty lines)	29	390	386	397	381	377	379	387	403	407	397	397	369	394	394	394
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	2	15	15	15	15	16	16	16	16	16	15	15	15	15	15	15
Petroleum and its Products	6	369	367	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	97	98	102	102	99	117	119	119	119	119
Waste Materials	10	24	18	18	19	19	19	21	21	21	21	29	27	27	27	27
All Other Products	8	51	43	46	42	42	52	52	57	56	56	55	55	55	55	55

\* Includes no employees of commonwealth bank stations. See text.

## CENSUS OF BUSINESS

## STATE OF RHODE ISLAND

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 Nearst The 15th Of Each Month												De- cember
			January	February	March	April	May	June	July	August	September	October	No- vember		
<b>TOTAL</b>	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	55	49	
Automotive	13	302	277	284	291	304	295	304	311	315	313	312	304	308	
Beer, Wines and Liquors	15	275	265	267	273	276	282	282	281	272	280	278	278	280	
Chemicals and Paints	7	259	255	258	258	241	259	259	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	257	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 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	58	55	56	55	56	59	56	
Electrical Goods	6	135	131	131	131	134	135	138	159	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	107	107	107	109	108	108	107	110	107	110	109	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	5	214	216	216	215	214	212	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	176	
Jewelry and Optical Goods	18	287	288	287	286	287	285	280	281	282	284	292	299	297	
Lumber and Construction Materials	5	245	238	229	231	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	72	73	73	
Paper and its Products	10	250	225	224	224	224	229	227	232	235	235	254	235	243	
Petroleum and its Products	12	736	771	777	766	756	753	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	234	224	223	229	239	236	231	231	242	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.

STATE OF VERMONT

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			
			2,113	2,100	2,093	2,121	2,140	2,184	2,208	2,227	2,226	2,193	2,147	2,151		
<b>TOTAL</b>	140	2,158	134	134	134	134	135	135	135	135	137	137	138	137	137	135
Amusement and Sporting Goods																
Automotive	3	185	53	54	54	54	54	55	55	55	56	56	56	56	56	56
Beer, Wines and Liquors	14	66	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Chemicals and Paints	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Clothing and Furnishings		60	60	60	60	60	60	60	60	60	60	60	60	60	60	60
Coal and Coke	1	21	25	25	25	20	20	20	20	15	15	17	18	19	23	33
Drugs (full line)	2	35	35	35	35	35	35	35	35	35	35	35	35	35	35	35
Drugs and Drug Sundries (specialty lines)																
Dry Goods (full line)																
Dry Goods (specialty lines)																
Electrical Goods	1	18	18	14	18	18	18	18	18	17	18	18	18	18	18	17
Farm Products - raw materials	28	88	84	84	85	89	89	89	89	89	92	92	90	90	88	87
Farm Products - farm supplies	23	544	531	527	535	538	538	538	538	556	561	561	563	545	588	537
Farm Supplies	1	19	18	18	18	17	17	17	17	18	17	19	20	22	21	22
Fertilizer and Agricultural Chemicals																
Food and Beverages																
Furniture and Miscellaneous																
Hardware	3	171	171	171	176	178	181	181	181	181	181	181	181	177	176	174
Hardware - Tools	3	171	171	171	176	178	181	181	181	181	181	181	181	177	176	174
Hardware - Miscellaneous	1	5	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Hardware - Agricultural	1	147	145	145	147	147	147	147	147	146	149	149	149	147	146	146
Hardware - Miscellaneous	1	15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
Hardware - Miscellaneous																
Hardware - Miscellaneous	7	51	49	49	49	49	49	49	49	52	52	55	55	52	50	49
Hardware - Miscellaneous	3	71	70	72	71	75	75	75	75	75	75	75	75	76	75	73
Machinery, Equipment and Supplies	1	22	22	22	22	22	22	22	22	22	22	22	22	22	22	22
Metals and Metal Work (except scrap)	2	38	39	38	37	37	37	37	38	38	38	38	40	41	39	39
Paper and its Products	6	275	280	272	262	265	278	278	278	272	278	284	290	271	274	274
Petroleum and its Products																
Plumbing and Heating Ept and Spls	2	52	51	50	49	51	50	50	50	50	50	55	55	57	53	53
Tobacco and its Products (except leaf)	8	57	58	58	58	57	57	57	57	57	57	57	57	57	54	54
Waste Materials	17	18	16	16	16	16	16	16	16	20	20	20	20	20	18	18
All Other Products	2	4	3	3	3	5	5	5	5	5	5	5	5	5	6	6

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## STATE OF NEW JERSEY

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	Sep- tember	October				
<b>TOTAL</b>	1,570	26,366	25,719	25,690	25,729	25,945	26,193	26,394	26,750	26,771	26,865	27,057	26,815	26,724		
Amusement and Sporting Goods	15	119	105	107	115	125	118	130	130	130	131	126	121	115		
Automotive	54	1,567	1,540	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564	1,564		
Beer, Wines and Liquors	86	1,665	1,569	1,555	1,552	1,556	1,694	1,709	1,792	1,791	1,751	1,757	1,754	1,756		
Chemicals and Paints	21	516	503	502	510	516	519	523	517	519	523	519	518	517		
Clothing and Furnishings	20	150	142	146	151	142	147	146	144	146	152	158	161	162		
Coal and Coke	9	242	270	280	261	244	221	218	213	211	225	247	251	268		
Drugs (full line)	--	267	253	278	279	268	268	268	265	261	260	257	256	256		
Drugs and Drug Sundries (specialty lines)	8	338	345	338	342	355	366	365	328	328	319	319	319	322		
Dry Goods (full line)	1	22	21	22	22	23	21	21	21	21	22	22	22	22		
Dry Goods (specialty lines)	20	129	130	126	128	122	122	127	126	128	136	132	133	132		
Electrical Goods	21	996	944	958	969	985	992	1,012	1,016	1,016	1,013	1,029	1,019	1,004		
Farm Products - raw materials	28	169	186	185	168	169	175	175	170	168	172	167	158	162		
Farm Products - consumer goods	343	3,000	2,909	2,821	2,847	2,898	2,956	3,095	3,167	3,197	3,155	3,067	3,006	2,976		
Farm Supplies	11	307	300	300	305	339	314	306	300	309	307	305	301	303		
Furniture and House Furnishings	9	199	175	175	175	178	204	201	201	202	217	224	222	219		
General Merchandise	1	658	668	648	646	657	649	627	635	652	679	701	693	646		
Groceries (full line)	11	725	715	710	717	719	716	724	729	736	739	735	727	728		
Groceries and Foods (specialty lines)	267	3,977	3,995	3,951	3,943	3,919	3,933	3,954	3,958	3,933	4,017	4,072	4,050	4,054		
Hardware	14	329	326	327	326	328	330	331	331	331	331	332	330	330		
Jewelry and Optical Goods	3	100	97	100	103	106	104	102	109	108	100	86	95	93		
Lumber and Construction Materials	17	973	929	927	916	962	939	964	972	967	1,006	1,036	1,017	1,036		
Machinery, Equipment and Supplies	111	1,598	1,369	1,374	1,373	1,388	1,366	1,363	1,400	1,404	1,415	1,440	1,420	1,429		
Metals and Metal Work (except scrap)	12	941	845	837	854	898	904	888	1,002	1,020	987	971	966	1,027		
Paper and its Products	64	633	624	624	627	627	635	631	650	682	635	638	641	648		
Petroleum and its Products	32	2,951	3,000	2,995	2,954	2,951	2,953	2,946	2,956	2,956	2,925	2,927	2,939	2,935		
Plumbing and Heating Eqpt and Spls	37	1,158	1,139	1,152	1,151	1,151	1,147	1,044	1,157	1,176	1,174	1,221	1,241	1,087		
Tobacco and its Products (except leaf)	65	792	778	776	776	770	793	794	808	805	803	795	802	798		
Waste Materials	197	957	955	957	978	978	995	995	1,022	986	1,025	1,035	1,050	1,028		
All Other Products	95	1,028	988	1,000	990	1,009	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 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	Sep- tember	October				
<b>TOTAL</b>	16,626	243,120	237,932	238,510	239,688	240,204	240,267	240,953	242,227	243,521	245,645	249,444	249,354	249,696	249,696	
Amusement and Sporting Goods	280	6,131	5,951	5,949	5,983	6,017	6,052	6,076	6,113	6,168	6,240	6,283	6,318	6,318	6,416	
Automotive	289	8,373	8,956	8,974	9,035	9,008	9,015	9,008	9,008	9,008	9,008	9,008	9,008	9,008	9,008	
Beer, Wines and Liquors	251	7,597	6,970	6,897	6,990	7,090	7,256	7,340	7,405	7,450	7,450	7,450	7,450	7,450	7,450	
Chemicals and Paints	200	7,365	7,215	7,285	7,355	7,388	7,413	7,363	7,363	7,444	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	19,593	19,732	19,572	19,511		
Coal and Coke	58	2,444	2,501	2,514	2,475	2,406	2,390	2,333	2,314	2,299	2,252	2,252	2,252	2,252		
Drugs (full line)	3	1,196	1,178	1,184	1,183	1,169	1,174	1,177	1,173	1,180	1,169	1,219	1,272	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	7,363	7,428	7,500	7,548	7,568		
Dry Goods (full line)	30	1,373	1,384	1,389	1,409	1,398	1,383	1,369	1,321	1,318	1,360	1,391	1,391	1,347		
Dry Goods (specialty lines)	2,159	28,511	28,016	28,246	28,404	28,391	28,237	28,148	28,309	28,376	28,815	29,145	28,907	28,938		
Electrical Goods	319	7,739	7,692	7,611	7,590	7,643	7,571	7,702	7,770	7,862	7,849	7,889	7,878	7,811		
Farm Products raw materials	867	4,463	4,535	4,564	4,545	4,085	4,222	4,436	4,394	4,457	4,441	4,562	4,684	4,684		
Farm Products consumer goods	1,742	16,511	15,756	15,823	16,083	16,312	16,417	16,632	16,893	16,992	16,992	16,999	16,756	16,589		
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		
Furniture and House Furnishings	702	6,822	6,608	6,629	6,647	6,670	6,696	6,685	6,719	6,947	6,981	7,145	7,112	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	2,048	2,103	2,081		
Groceries (full line)	103	6,090	6,097	6,081	6,076	6,054	6,064	6,046	6,043	6,043	6,112	6,168	6,166	6,146		
Groceries and Foods (specialty lines)	1,702	23,006	22,625	22,560	22,673	22,570	22,571	22,687	22,688	22,943	23,132	23,862	23,868	23,887		
Hardware	160	4,212	4,174	4,177	4,198	4,200	4,204	4,194	4,213	4,203	4,232	4,239	4,233	4,255		
Jewelry and Optical Goods	884	4,743	4,560	4,577	4,588	4,577	4,602	4,626	4,631	4,678	4,806	5,013	5,033	5,209		
Lumber and Construction Materials	182	6,366	5,977	6,038	6,118	6,263	6,391	6,451	6,352	6,393	6,555	6,770	6,734	6,526		
Machinery Equipment and Supplies	1,076	22,677	22,212	22,180	22,446	22,300	22,361	22,343	22,475	22,683	22,756	23,072	23,433	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	4,765	4,748		
Paper and Its Products	552	8,264	8,203	8,233	8,230	8,235	8,237	8,271	8,283	8,237	8,285	8,394	8,377	8,428		
Petroleum and Its Products	145	9,439	9,205	9,624	9,427	9,383	9,368	9,403	9,409	9,382	9,384	9,459	9,445	9,403		
Plumbing and Heating Eqpt and Spls	182	4,980	4,948	4,832	4,860	4,880	4,902	4,934	4,977	5,007	5,079	5,166	5,145	5,103		
Tobacco and Its Products (except leaf)	266	4,452	4,398	4,410	4,405	4,407	4,430	4,450	4,454	4,478	4,489	4,506	4,508	4,518		
Waste Materials	802	4,388	4,210	4,175	4,207	4,299	4,320	4,378	4,420	4,460	4,400	4,400	4,608	4,634		
All Other Products	1,070	11,213	10,937	10,974	10,971	11,082	11,144	11,133	11,082	11,166	11,352	11,566	11,561	11,593		

\* 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				
<b>TOTAL</b>	7,240	82,049	81,093	81,258	81,346	81,798	81,595	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	1,284	1,290	1,292	1,292	1,298	1,290	1,295	1,296	1,314		
Automotive	231	5,424	5,294	5,325	5,354	5,392	5,426	5,407	5,479	5,568	5,454	5,487	5,451	5,451		
Beer, Wines and Liquors	881	2,324	2,184	2,180	2,257	2,290	2,290	2,367	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	2,002	1,974	2,004	2,083	2,127	2,127	2,157		
Coal and Coke	52	1,076	1,095	1,097	1,090	1,086	1,052	1,060	1,043	1,044	1,056	1,088	1,099	1,118		
Drugs (full time)	5	804	797	796	794	796	794	796	807	809	805	821	814	817		
Drugs and Drug Sundries (specialty lines)	55	571	552	556	559	555	559	574	578	577	580	594	580	582		
Dry Goods (full time)	21	570	664	671	669	667	667	671	668	674	678	684	658	665		
Dry Goods (specialty lines)	140	1,020	1,015	1,016	1,017	1,020	1,029	1,021	1,018	1,017	1,018	1,024	1,051	1,018		
Electrical Goods	145	4,059	4,475	4,474	4,445	4,440	3,910	3,938	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	1,243	1,255	1,269	1,286	1,286	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	7,261	7,301		
Farm Supplies	88	442	433	441	444	452	446	429	434	435	446	462	443	445		
Furniture and House Furnishings	145	1,544	1,322	1,323	1,334	1,354	1,345	1,328	1,328	1,340	1,358	1,383	1,373	1,357		
General Merchandise	15	100	100	99	101	98	101	98	94	95	99	99	101	111		
Groceries (full time)	119	3,987	3,940	3,945	3,945	3,951	3,940	3,962	3,962	3,986	4,039	4,062	4,067	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	11,785		
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	1,863		
Jewelry and Optical Goods	103	949	921	940	945	946	946	947	946	946	952	945	960	984		
Lumber and Construction Materials	180	3,490	3,353	3,328	3,400	3,453	3,556	3,516	3,540	3,545	3,577	3,545	3,571	3,514		
Machinery, Equipment and Supplies	499	8,354	8,034	8,091	8,218	8,390	8,399	8,462	8,510	8,451	8,448	8,506	8,451	8,454		
Metals and Metal Work (except scrap)	66	2,497	2,410	2,434	2,433	2,452	2,466	2,465	2,508	2,503	2,546	2,582	2,562	2,554		
Paper and its Products	148	2,310	2,288	2,271	2,278	2,300	2,298	2,294	2,294	2,306	2,325	2,343	2,354	2,375		
Petroleum and its Products	124	6,557	6,729	6,635	6,520	6,480	6,542	6,549	6,537	6,556	6,515	6,350	6,531	6,575		
Plumbing and Heating Ept. and Spis.	106	2,312	2,201	2,191	2,226	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	1,527	1,568	1,613	1,637	1,651	1,660	1,664	1,661		
Waste Materials	487	2,382	2,268	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	331	2,720	2,564	2,807	2,698	2,680	2,691	2,702	2,713	2,732	2,755	2,734	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											
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember	De- cember
<b>TOTAL</b>	6,611	104,740	102,242	102,430	102,565	103,588	104,043	104,242	104,574	105,254	105,939	107,313	107,430	106,861
Amusement and Sporting Goods	56	1,300	1,249	1,274	1,272	1,262	1,289	1,322	1,313	1,293	1,304	1,324	1,317	1,362
Automotive	274	5,208	4,989	4,975	5,044	5,172	5,197	5,273	5,313	5,293	5,324	5,292	5,324	5,294
Beer, Wines and Liquors	473	3,879	3,666	3,756	3,802	3,831	3,872	3,886	3,863	3,894	3,927	3,996	3,973	3,964
Chemicals and Paints	55	2,565	2,511	2,513	2,540	2,553	2,561	2,560	2,560	2,574	2,598	2,603	2,603	2,606
Clothing and Furnishings	304	2,716	2,638	2,648	2,655	2,691	2,692	2,696	2,673	2,745	2,757	2,799	2,768	2,805
Coal and Coke	21	1,125	1,177	1,168	1,097	1,072	1,078	1,079	1,079	1,091	1,124	1,189	1,109	1,115
Drugs (full line)	--	930	929	933	935	920	917	921	930	936	936	931	937	938
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	3,970	3,464	3,971	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	1,258	1,243	1,243	1,239	1,231	1,223	1,225	1,239	1,254	1,251	1,251
Electrical Goods	136	3,767	3,564	3,602	3,657	3,694	3,765	3,763	3,781	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	4,999
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	8,996	8,929	8,917
Farm Supplies	104	1,025	1,039	1,195	1,146	1,062	951	897	928	951	1,002	1,001	978	978
Furniture and House Furnishings	143	1,720	1,595	1,600	1,616	1,667	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	1,366	1,329	1,353	1,353	1,360	1,412	1,442	1,484	1,542	1,599
Groceries (full line)	50	5,983	5,249	5,195	5,213	5,225	5,183	5,180	5,323	5,409	5,333	5,398	5,351	5,337
Groceries and Foods (specialty lines)	777	11,968	11,408	11,367	11,362	11,352	11,324	11,360	11,444	11,474	11,713	11,951	11,935	11,896
Hardware	51	1,990	1,923	1,929	1,949	1,951	1,965	1,965	1,965	2,020	2,037	2,047	2,047	2,055
Jewelry and Optical Goods	67	1,811	1,746	1,729	1,765	1,770	1,784	1,784	1,782	1,792	1,833	1,856	1,856	1,856
Lumber and Construction Materials	109	4,166	4,017	4,056	4,105	4,193	4,198	4,181	4,159	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	11,727	11,732
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	3,997	4,008	4,003	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	5,590	5,581	5,602	5,564	5,595	5,564	5,597	5,536	5,669	5,649	5,676	5,691	5,635
Plumbing and Heating Eqpt and Spls	65	2,071	1,996	2,008	2,021	2,022	2,053	2,051	2,072	2,067	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	1,245	1,261	1,263	1,263
Waste Materials	282	3,075	2,914	2,888	2,943	3,021	3,069	3,108	3,065	3,114	3,113	3,247	3,256	3,196
All Other Products	289	3,962	3,951	3,946	3,913	3,920	3,936	3,927	3,927	3,941	3,988	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 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	2,193	23,263	22,537	22,509	22,859	22,907	23,128	23,456	23,645	23,794	23,606	23,866	23,472	23,571
Amusement and Sporting Goods	5	266	245	248	245	253	266	273	265	263	273	295	265	269
Automotive	97	1,894	1,787	1,766	1,800	1,897	1,887	1,916	2,000	2,096	1,919	1,926	1,996	1,901
Beer, Wines and Liquors	47	714	562	561	562	612	717	764	769	803	799	797	797	807
Chemicals and Paints	18	247	241	256	240	254	265	263	255	250	243	248	233	231
Clothing and Furnishings	26	125	121	124	126	126	126	122	124	125	125	126	131	131
Coal and Coke	20	262	260	256	262	256	251	245	261	261	272	276	272	289
Drugs (full line)	4	420	410	410	414	414	415	418	417	418	424	434	432	437
Drugs and Drug Sundries (specialty lines)	10	142	140	141	141	141	141	142	142	142	142	142	143	143
Dry Goods (full line)	3	237	235	235	235	236	235	234	232	232	236	246	243	245
Dry Goods (specialty lines)	4	14	14	14	14	14	14	14	14	14	14	14	14	14
Electrical Goods	38	610	610	616	616	628	633	634	650	665	656	712	665	656
Farm Products raw materials	376	1,915	1,972	1,865	1,849	1,835	1,831	1,867	1,946	1,950	1,941	1,971	1,979	2,050
Farm Products consumer goods	562	2,504	2,429	2,430	2,448	2,470	2,506	2,520	2,549	2,560	2,531	2,567	2,535	2,527
Farm Supplies	44	588	594	573	581	582	586	588	612	624	599	600	581	574
Furniture and House Furnishings	16	239	236	235	236	237	236	239	239	241	239	241	241	242
General Merchandise	3	30	30	30	30	30	31	31	31	31	31	31	30	30
Groceries (full line)	31	1,897	1,885	1,889	1,887	1,890	1,843	1,911	1,957	1,946	1,953	1,906	1,877	1,866
Groceries and Foods (specialty lines)	239	1,585	1,547	1,548	1,543	1,543	1,582	1,578	1,579	1,579	1,595	1,663	1,542	1,643
Hardware	17	794	788	789	787	795	793	793	794	794	797	800	798	801
Jewelry and Optical Goods	7	156	153	153	153	154	155	155	156	156	156	161	161	160
Lumber and Construction Materials	56	649	660	662	662	677	693	697	707	716	716	719	707	699
Machinery, Equipment and Supplies	124	2,039	1,971	2,155	2,163	2,152	2,163	2,219	2,219	2,064	2,067	2,074	2,060	2,042
Metals and Metal Work (except scrap)	10	232	207	208	215	212	224	234	241	239	236	259	249	239
Paper and Its Products	20	586	583	519	520	532	550	531	530	529	536	533	525	523
Petroleum and Its Products	93	2,787	2,803	2,787	2,785	2,791	2,796	2,797	2,807	2,803	2,793	2,786	2,749	2,740
Plumbing and Heating Eqt and Spis	16	487	485	456	456	478	492	477	492	510	507	513	496	508
Tobacco and Its Products (except leaf)	57	418	411	410	411	412	412	417	416	417	429	428	428	430
Waste Materials	161	908	840	841	874	905	915	924	919	959	956	965	912	907
All Other Products	79	645	616	626	641	650	650	661	660	665	659	652	647	645

\* Includes no employees of common-law bank 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		
<b>TOTAL</b>	3,580	41,587	40,391	40,348	40,224	40,445	40,507	40,674	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	433	
Automotive	231	4,455	4,264	4,302	4,348	4,450	4,451	4,460	4,472	4,489	4,517	4,567	4,594	4,551	
Beer, Wines and Liquors	194	1,147	990	997	1,023	1,052	1,132	1,191	1,251	1,287	1,247	1,223	1,172	1,194	
Chemicals and Paints	26	840	808	824	829	830	848	840	840	842	849	867	854	854	
Clothing and Furnishings	60	384	373	374	375	384	383	384	381	378	385	390	397	399	
Coal and Coke	18	540	547	551	537	538	535	535	524	526	545	555	554	546	
Drugs (full line)	2	334	332	334	338	332	333	331	332	333	331	334	338	339	
Drugs and Drug Sundries (specialty lines)	28	674	659	673	665	673	677	670	669	680	676	690	682	679	
Dry Goods (full line)	2	319	308	308	311	315	317	320	315	316	318	334	329	333	
Dry Goods (specialty lines)	22	115	113	111	114	115	114	114	114	115	115	117	117	116	
Electrical Goods	61	1,498	1,383	1,405	1,422	1,457	1,507	1,508	1,499	1,515	1,526	1,575	1,579	1,595	
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	2,800	
Farm Products - consumer goods	763	4,127	3,665	3,873	3,919	3,933	3,922	3,975	4,123	4,111	4,354	4,655	4,405	4,189	
Farm Supplies	47	1,033	1,439	1,218	976	785	737	648	692	769	930	1,399	1,293	1,508	
Furniture and House Furnishings	34	371	343	356	364	375	371	371	371	370	377	385	380	387	
General Merchandise	6	52	51	52	52	52	53	53	53	53	53	52	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	1,895	
Groceries and Foods (specialty lines)	541	4,164	3,949	3,955	3,992	4,084	4,108	4,196	4,255	4,258	4,278	4,328	4,289	4,275	
Hardware	21	1,036	991	998	997	1,008	1,025	1,035	1,044	1,041	1,061	1,072	1,080	1,083	
Jewelry and Optical Goods	22	512	506	503	508	510	510	508	506	511	519	521	515	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	1,124	1,103	
Machinery, Equipment and Supplies	285	3,804	3,607	3,646	3,714	3,746	3,797	3,830	3,816	3,830	3,853	3,898	3,969	4,073	
Metals and Metal Work (except scrap)	23	1,217	1,177	1,174	1,172	1,187	1,192	1,175	1,209	1,245	1,246	1,287	1,271	1,267	
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	1,196	
Petroleum and its Products	190	3,437	3,379	3,356	3,365	3,379	3,425	3,448	3,472	3,491	3,496	3,499	3,462	3,460	
Plumbing and Heating Eqpt. and Spls.	33	948	925	922	925	937	936	947	955	959	957	970	969	966	
Tobacco and its Products (except leaf)	93	751	735	734	732	735	740	744	746	749	759	774	772	776	
Waste Materials	241	1,934	1,794	1,694	1,680	1,924	1,908	1,959	1,925	1,956	1,960	1,999	2,004	1,990	
All Other Products	154	827	893	898	900	915	916	928	948	964	947	948	928	935	

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

CENSUS 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		
<b>TOTAL</b>	5,323	68,394	65,993	66,430	66,798	67,689	68,069	68,344	68,813	69,668	69,726	70,160	69,605	69,487	
Amusement and Sporting Goods	40	1,081	1,072	1,059	1,057	1,055	1,065	1,067	1,061	1,075	1,091	1,116	1,107	1,127	
Automotive	285	5,264	5,127	5,152	5,197	5,242	5,282	5,242	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	1,262	1,268	1,292	
Chemicals and Paints	70	1,353	1,305	1,313	1,371	1,368	1,368	1,368	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	1,459	1,440	1,409	1,416	1,394	1,445	1,369	1,369	1,372	1,375	
Drugs (full line)	--	824	819	820	810	815	820	823	827	868	829	833	831	833	
Drugs and Drug Sundries (specialty lines)	62	547	550	553	553	552	548	545	537	542	538	536	550	550	
Dry Goods (full line)	10	436	437	432	434	432	433	432	437	440	435	439	439	442	
Dry Goods (specialty lines)	70	254	249	248	249	250	255	253	251	254	256	258	259	256	
Electrical Goods	95	3,392	3,228	3,273	3,342	3,414	3,489	3,421	3,413	3,434	3,396	3,433	3,409	3,452	
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	703	705	709	703	696	695	717	717	712	
General Merchandise	7	224	213	212	209	214	217	224	230	230	234	231	230	241	
Groceries (full line)	46	3,564	3,557	3,528	3,519	3,526	3,526	3,548	3,571	3,564	3,594	3,624	3,597	3,595	
Groceries and Foods (specialty lines)	793	7,189	7,019	7,087	7,044	7,154	7,130	7,123	7,195	7,226	7,350	7,391	7,331	7,212	
Hardware	29	1,377	1,357	1,344	1,353	1,369	1,368	1,374	1,386	1,388	2,002	2,006	1,996	1,991	
Jewelry and Optical Goods	34	816	797	798	798	797	794	798	805	805	826	848	842	868	
Lumber and Construction Materials	110	2,993	2,780	2,821	2,847	2,921	2,997	3,049	3,039	3,088	3,102	3,148	3,103	3,041	
Machinery, Equipment and Supplies	394	7,647	7,195	7,338	7,544	7,622	7,622	7,682	7,710	7,681	7,874	7,910	7,865	7,721	
Metals and Metal Work	53	1,894	1,787	1,813	1,854	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	4,764	4,946	4,852	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	1,209	1,212	1,234	1,252	1,257	1,278	1,301	1,318	1,368	1,357	1,357	
Tobacco and its Products (except leaf)	86	1,199	1,107	1,107	1,129	1,124	1,124	1,124	1,124	1,136	1,141	1,145	1,145	1,151	
Waste Materials	560	2,911	2,802	2,821	2,841	2,834	2,823	2,846	2,884	2,969	3,022	3,072	3,017	3,001	
All Other Products	195	2,008	1,925	1,954	1,960	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.

STATE OF WISCONSIN

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	September	October	No- vember		
<b>TOTAL</b>	2,085	24,413	24,702	24,749	24,868	24,881	25,060	25,273	25,605	25,539	25,539	25,539	25,539	25,539	
Amusement and Sporting Goods	9	292	292	294	295	306	300	299	299	301	303	303	303		
Automotive	1,435	1,364	1,364	1,421	1,417	1,426	1,442	1,442	1,484	1,484	1,484	1,484	1,511		
Beer, Wines and Liquors	295	1,210	1,207	1,230	1,252	1,281	1,334	1,334	1,395	1,431	1,431	1,431	1,511		
Chemicals and Paints	13	322	306	314	311	332	332	327	340	331	329	329	329		
Clothing and Furnishings	28	724	727	730	741	739	720	711	729	725	716	716	716		
Coal and Coke	2	1,549	1,622	1,574	1,488	1,515	1,542	1,479	1,566	1,545	1,538	1,563	1,563		
Drugs (full line)	--	297	294	291	294	295	294	294	300	307	300	301	301		
Drugs and Drug Sundries (specialty lines)	7	76	75	77	72	75	75	77	75	79	73	77	77		
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Dry Goods (specialty lines)	8	82	81	81	81	82	81	81	82	85	86	86	86		
Electrical Goods	17	686	703	722	717	712	711	718	720	712	718	720	720		
Farm Products raw materials	309	1,363	1,362	1,400	1,345	1,323	1,085	1,095	1,138	1,240	1,234	1,239	1,239		
Farm Products consumer goods	371	2,695	2,639	2,573	2,697	2,748	2,762	2,751	2,768	2,801	2,775	2,718	2,656		
Farm Supplies	29	454	457	459	466	454	456	424	447	466	482	456	456		
Furniture and House Furnishings	11	120	115	116	120	124	123	122	124	127	120	117	117		
General Merchandise	2	23	23	23	23	23	23	23	24	24	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	1,626		
Groceries and Foods (specialty lines)	275	2,320	2,282	2,289	2,286	2,280	2,284	2,350	2,319	2,362	2,460	2,368	2,368		
Hardware	6	818	789	792	801	811	821	832	831	832	843	839	836		
Jewelry and Optical Goods	6	188	187	185	185	185	182	183	191	192	194	196	196		
Lumber and Construction Materials	35	401	397	391	398	401	409	396	403	406	402	407	407		
Machinery, Equipment and Supplies	111	2,016	1,909	1,924	1,959	2,016	2,037	2,057	2,041	2,050	2,068	2,070	2,085		
Metals and Metal Work (except scrap)	12	839	822	822	819	823	829	839	842	851	857	858	869		
Paper and its Products	26	607	572	571	572	574	573	591	604	645	601	599	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	2,766		
Plumbing and Heating Ept. and Spls	19	602	570	569	582	584	597	600	614	634	643	642	637		
Tobacco and its Products (except leaf)	69	397	364	364	387	392	394	404	404	406	407	411	410		
Waste Materials	124	617	560	584	611	627	644	629	627	643	649	642	632		
All Other Products	80	444	453	457	446	442	444	446	444	459	441	441	441		

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

## GENSUS OF BUSINESS

## STATE OF IOWA

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
<b>TOTAL</b>	2,619	19,753	18,701	19,691	18,885	19,229	19,426	19,366	20,185	20,334	20,268	20,800	20,526	20,186
Amusement and Sporting Goods	5	211	196	203	205	207	215	224	227	232	237	237	136	200
Automotive	95	1,667	1,596	1,643	1,647	1,643	1,651	1,670	1,672	1,684	1,711	1,740	1,740	1,762
Beverages and Liquors	95	1,697	1,558	1,470	1,477	1,502	1,525	1,535	1,546	1,560	1,577	1,607	1,622	1,658
Chemicals and Paints	16	315	307	311	316	313	315	319	320	319	322	316	316	313
Clothing and Furnishings	15	178	164	174	175	178	170	177	183	189	190	194	194	184
Coal and Coke	6	93	97	93	81	51	45	45	67	101	112	112	96	107
Drugs (full line)	--	286	287	288	285	284	285	286	288	287	284	283	283	283
Drugs and Drug Sundries (specialty lines)	11	111	104	102	103	104	104	104	103	103	107	104	104	105
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	365	370	374	379	369	364	394	394	392	392	398	395	392
Farm Products - raw materials	735	2,696	2,612	2,614	2,584	2,600	2,627	2,705	2,705	2,716	2,769	2,875	2,820	2,816
Farm Products - consumer goods	955	3,402	3,007	2,946	3,213	3,330	3,378	3,643	3,663	3,668	3,608	3,698	3,702	3,580
Farm Supplies	55	562	488	487	516	497	552	560	705	705	472	717	715	534
Furniture and House Furnishings	8	200	198	200	199	198	199	201	203	203	201	202	202	202
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	10	1,660	1,571	1,570	1,584	1,598	1,644	1,703	1,725	1,758	1,774	1,728	1,728	1,698
Groceries and Foods (specialty lines)	134	1,220	1,178	1,182	1,195	1,229	1,256	1,242	1,230	1,242	1,258	1,238	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	146	145	144	150	152	152	153	153	153	152
Lumber and Construction Materials	23	402	376	382	394	413	417	420	450	450	418	419	407	394
Machinery, Equipment and Supplies	69	1,197	1,132	1,174	1,182	1,183	1,205	1,230	1,228	1,228	1,224	1,200	1,200	1,205
Metals and Metal Work (except scrap)	7	149	106	143	151	146	157	159	156	156	168	162	158	138
Paper and its Products	11	277	274	276	276	276	277	277	277	277	278	278	278	279
Petroleum and its Products	171	2,661	2,637	2,644	2,664	2,674	2,677	2,685	2,678	2,678	2,661	2,647	2,647	2,644
Plumbing and Heating Eqpt and Spits	5	306	289	294	302	306	302	310	307	313	319	320	320	322
Tobacco and its Products (except leaf)	28	130	176	177	180	181	181	181	180	182	184	184	184	184
Waste Materials	117	425	366	394	442	438	448	415	434	438	457	450	450	456
All Other Products	33	220	229	214	220	222	220	214	214	214	223	224	222	218

\* Includes no employees of non-resident help bank stores.



STATE OF KANSAS

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		
<b>TOTAL</b>	2,076	12,726	12,270	12,325	12,457	12,549	12,699	12,902	13,092	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	
Automotive	80	616	764	794	798	803	808	817	819	819	839	846	837	831	
Beer, Wines and Liquors	55	256	208	208	217	223	241	252	258	259	255	248	232	227	
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	187	185	186	186	184	185	186	184	186	187	191	192	182	
Drugs and Drug Sundries (Specialty Lines)	6	22	20	21	22	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	208	208	208	211	213	214	214	214	
Farm Products - raw materials	823	2,061	1,988	1,960	1,968	1,959	2,002	2,066	2,262	2,187	2,126	2,117	2,054	2,044	
Farm Products - consumer goods	862	1,685	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	188	189	182	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	14	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	1,264	1,263	1,262	1,289	1,288	1,314	1,324	1,313	1,292	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	75	75	75	74	76	75	76	77	76	
Lumber and Construction Materials	13	274	268	267	271	272	274	279	276	276	278	278	277	274	
Machinery, Equipment and Supplies	42	859	786	818	845	848	856	912	907	866	872	878	849	857	
Metals and Metal Work (except scrap)	1	45	45	44	44	44	44	45	44	46	45	45	46	45	
Paper and its Products	5	97	97	97	97	97	97	97	97	96	96	96	96	96	
Petroleum and its Products	178	2,150	2,113	2,117	2,140	2,162	2,178	2,177	2,177	2,170	2,170	2,160	2,151	2,142	
Plumbing and Heating Equip. and Spis	10	224	220	217	221	225	226	221	221	221	226	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	81	79	80	83	81	80	82	81	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 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				
<b>TOTAL</b>	2,595	32,079	30,878	30,876	30,948	31,259	31,378	31,695	32,287	32,661	33,188	33,712	33,273	32,884		
Amusement and Sporting Goods	19	453	456	456	457	450	456	456	453	453	461	461	453	458		
Automotive	85	2,186	2,092	2,103	2,112	2,137	2,140	2,182	2,210	2,186	2,207	2,197	2,155	2,171		
Beer, Wines and Liquors	191	1,003	906	911	948	952	970	1,046	1,072	1,069	1,062	1,064	1,030	1,022		
Chemicals and Paints	21	315	302	300	306	309	315	322	323	323	318	318	321	311		
Clothing and Furnishings	66	397	368	384	382	384	376	373	387	409	436	459	424	406		
Coal and Coke	4	914	1,043	1,001	909	879	878	866	840	839	895	930	943	939		
Drugs (full line)	--	390	390	390	390	389	389	389	389	389	389	390	390	390		
Drugs and Drug Sundries (specialty lines)	21	161	168	168	160	156	156	156	157	158	162	175	171	167		
Dry Goods (full line)	2	564	534	523	509	525	532	563	563	581	593	619	596	610		
Dry Goods (specialty lines)	19	89	64	64	65	94	93	94	84	83	84	86	96	96		
Electrical Goods	50	754	713	712	726	730	737	742	748	761	779	800	796	807		
Farm Products - raw materials	503	3,800	3,650	3,624	3,619	3,568	3,619	3,670	3,822	3,956	4,057	4,111	4,004	3,905		
Farm Products - consumer goods	68	2,659	2,348	2,459	2,561	2,608	2,811	2,482	2,469	2,516	2,705	3,074	3,076	2,665		
Farm Supplies	33	761	844	822	747	741	713	643	731	755	762	803	767	798		
Furniture and House Furnishings	22	240	228	230	230	231	239	240	237	246	252	257	249	249		
General Merchandise	3	600	574	567	561	564	550	556	566	597	630	642	679	729		
Groceries (full line)	10	1,666	1,615	1,612	1,623	1,631	1,631	1,658	1,673	1,691	1,906	1,925	1,903	1,895		
Groceries and Foods (specialty lines)	207	2,676	2,636	2,637	2,787	2,816	2,889	2,921	2,943	2,909	2,869	2,917	2,897	2,877		
Hardware	14	1,937	1,890	1,895	1,910	1,932	1,932	1,955	1,959	1,968	1,963	1,943	1,947	1,944		
Jewelry and Optical Goods	9	259	259	259	259	259	258	258	257	259	259	259	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	2,665	2,384	2,415	2,505	2,581	2,605	2,673	2,825	2,911	2,644	2,797	2,747	2,688		
Metals and Metal Work (except Scrap)	13	214	204	195	201	211	209	220	226	220	226	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	581	576	581	589	594	620	631	643	661	651	642		
Tobacco and its Products (except leaf)	36	263	250	252	256	259	256	263	287	270	272	270	270	269		
Waste Materials	91	708	658	653	672	684	681	713	719	731	764	764	727	754		
All Other Products	68	463	503	475	458	449	448	452	445	452	461	457	481	481		

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

STATE OF 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												No- vember	De- cember
			January	February	March	April	May	June	July	August	September	October				
			3,740	55,335	55,545	55,982	56,032	56,081	56,309	56,771	56,840	57,181	57,852	57,590		
<b>TOTAL:</b>	24	819	730	794	811	823	856	880	828	821	824	836	858			
Amusement and Sporting Goods	203	3,366	3,194	3,235	3,271	3,273	3,300	3,360	3,399	3,465	3,506	3,562	3,592			
Automotive	138	1,051	977	975	1,019	1,057	1,057	1,076	1,102	1,107	1,119	1,093	1,092			
Beer, Wines and Liquors	41	1,046	1,026	1,048	1,053	1,060	1,057	1,059	1,068	1,040	1,035	1,053	1,051			
Chemicals and Paints	134	4,332	4,349	4,453	4,433	4,351	4,423	4,362	4,407	4,448	4,435	4,384	4,314			
Clothing and Furnishings	19	410	422	419	418	399	362	387	408	422	435	439	443			
Coal and Coke	--	1,018	1,027	1,031	1,034	1,023	1,015	1,015	1,011	1,007	1,010	1,010	1,016			
Drugs (full time)	25	854	845	832	839	839	844	845	856	862	864	878	886			
Drugs and Drug Sundries (specialty lines)	5	2,437	2,430	2,477	2,494	2,412	2,403	2,413	2,409	2,443	2,457	2,481	2,377			
Dry Goods (full time)	67	385	386	385	384	379	368	369	375	376	386	381	378			
Dry Goods (specialty lines)	62	1,793	1,714	1,742	1,779	1,804	1,821	1,827	1,813	1,780	1,811	1,801	1,811			
Electrical Goods	535	2,928	3,131	3,063	2,864	2,788	2,801	2,797	2,983	2,912	2,863	2,942	2,977			
Farm Products - raw materials	970	5,040	4,766	4,812	4,991	5,061	5,097	5,153	5,175	5,052	5,071	5,133	5,141			
Farm Products - consumer goods	113	800	769	792	815	840	811	793	774	778	795	803	819			
Farm Supplies	46	948	935	940	945	940	936	932	941	952	961	963	967			
Furniture and House Furnishings	7	892	900	887	856	840	843	851	847	891	955	973	903			
General Merchandise	32	2,309	2,295	2,287	2,296	2,284	2,271	2,281	2,314	2,308	2,348	2,342	2,339			
Groceries (full time)	345	5,597	5,497	5,535	5,532	5,510	5,507	5,516	5,510	5,522	5,570	5,741	5,636			
Groceries and Foods (specialty lines)	17	2,758	2,679	2,639	2,705	2,730	2,746	2,740	2,759	2,761	2,799	2,763	2,758			
Hardware	17	574	566	568	571	570	561	571	574	574	582	591	580			
Hardware and Optical Goods	67	1,867	1,800	1,819	1,857	1,855	1,869	1,866	1,857	1,874	1,886	1,908	1,906			
Lumber and Construction Materials	220	3,159	4,921	4,965	5,061	5,084	5,145	5,280	5,238	5,246	5,212	5,252	5,199			
Machinery, Equipment and Supplies	13	1,066	954	952	989	1,010	1,043	1,069	1,075	1,097	1,128	1,146	1,133			
Metals and Metal Work (except scrap)	44	1,405	1,393	1,391	1,398	1,400	1,400	1,400	1,396	1,404	1,420	1,454	1,437			
Paper and its Products	206	3,021	3,023	3,021	3,036	3,048	3,068	3,117	3,112	3,103	3,112	3,101	3,091			
Petroleum and its Products	38	892	864	863	867	868	878	877	869	893	919	939	933			
Plumbing and Heating Ept and Sps	182	1,049	1,036	1,033	1,039	1,052	1,047	1,047	1,061	1,065	1,059	1,049	1,052			
Tobacco and its Products (except leaf)	132	988	944	959	972	983	967	976	989	992	1,001	1,043	1,012			
Waste Materials	135	1,732	1,719	1,733	1,757	1,742	1,727	1,715	1,722	1,711	1,717	1,763	1,758			
All Other Products																

\* 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 (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
			1,603	13,672	13,157	13,186	13,288	13,374	13,450	13,625	13,987	13,975	14,026	14,108
7	267	264	263	265	266	264	264	270	265	270	270	270	273	
Amusement and Sporting Goods	41	1,103	1,035	1,044	1,042	1,055	1,074	1,123	1,143	1,168	1,152	1,159	1,172	
Automotive	70	428	372	373	378	387	404	451	468	475	466	451	447	
Beer, Wines and Liquors	3	114	105	108	117	117	118	121	118	111	113	112	110	
Chemicals and Paints	40	40	39	41	41	41	40	39	39	41	41	40	40	
Clothing and Furnishings	5	75	78	78	74	70	69	71	72	77	81	79	78	
Coal and Coke	--	163	144	144	144	144	144	144	160	181	181	184	180	
Drugs (full line)	6	41	36	39	43	40	33	45	57	51	44	43	37	
Drugs and Drug Sundries (specialty lines)	--	22	22	22	22	22	22	22	22	22	22	22	22	
Dry Goods (full line)	1	5	5	5	5	5	5	5	5	5	5	5	5	
Dry Goods (specialty lines)	331	320	353	326	329	333	334	334	335	335	331	333	337	
Electrical Goods	16	2,280	2,212	2,178	2,202	2,199	2,213	2,345	2,355	2,376	2,409	2,338	2,320	
Farm Products - raw materials	606	1,831	1,807	1,814	1,804	1,806	1,818	1,812	1,817	1,820	1,820	1,899	1,894	
Farm Products - consumer goods	25	212	205	219	215	205	199	217	223	210	208	213	207	
Farm Supplies	8	147	139	142	141	144	147	147	149	153	149	152	149	
Furniture and House Furnishings	--	1,370	1,335	1,341	1,344	1,354	1,362	1,374	1,382	1,401	1,396	1,395	1,398	
General Merchandise	48	852	841	854	831	862	884	861	842	837	839	840	845	
Groceries (full line)	1	250	249	250	250	251	250	250	250	252	250	251	250	
Groceries and Foods (specialty lines)	1	122	124	125	122	122	122	120	120	123	123	121	121	
Hardware	10	186	170	172	169	178	184	198	195	193	203	200	201	
Jewelry and Optical Goods	36	1,390	1,271	1,304	1,348	1,368	1,444	1,483	1,443	1,418	1,437	1,391	1,385	
Lumber and Construction Materials	3	110	94	94	101	101	107	116	121	121	119	117	112	
Machinery, Equipment and Supplies	9	313	310	304	296	296	298	316	326	355	326	315	320	
Metals and Metal Work (except scrap)	116	1,460	1,456	1,451	1,455	1,465	1,464	1,468	1,470	1,468	1,462	1,448	1,449	
Paper and its Products	2	175	158	160	162	163	169	179	184	192	185	189	175	
Petroleum and its Products	10	90	89	89	89	89	90	91	91	91	91	91	91	
Plumbing and Heating Epl and Spls	26	155	151	144	147	148	152	149	153	152	152	168	167	
Tobacco and its Products (except leaf)	13	140	139	139	139	139	139	139	139	139	143	141	141	
Waste Materials														
All Other Products														

\* 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 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		
			4,935	4,621	4,696	4,733	4,698	4,754	4,961	5,164	5,446	5,519	5,150	4,914	
<b>TOTAL:</b>	588	4,935	4,621	4,696	4,733	4,698	4,754	4,961	5,164	5,446	5,519	5,150	4,914		
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Automotive	18	463	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	65	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	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)	25	25	26	26	26	26	26	26	26	26	26	26	26		
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Electrical Goods	2	35	33	33	33	33	33	33	33	33	33	33	33		
Farm Products raw materials	207	1,462	1,360	1,364	1,373	1,373	1,368	1,463	1,561	1,618	1,668	1,518	1,490		
Farm Products consumer goods	234	426	373	411	446	397	351	358	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	451	462	462	470	467	467	465	462	457	450		
Groceries and Foods (specialty lines)	15	297	267	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	29	33	37	37	32	33	31	28		
Machinery, Equipment and Supplies	14	477	372	367	396	427	467	578	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	728	721		
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	36	36	35		
Waste Materials	11	85	89	92	94	95	94	97	97	95	100	98	97		
All Other Products	5	46	46	46	46	46	46	46	49	49	50	50	50		

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935STATE 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	4,580	
Amusement and Sporting Goods	--	34	35	35	35	35	35	35	35	35	35	35	35	27	
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	19	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	724	730	780	783	789	780	
Farm Supplies	9	213	204	204	280	409	355	205	158	143	139	143	155	155	
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	--	455	449	449	449	452	457	456	458	458	464	464	458	452	
Groceries and Foods (specialty lines)	5	136	134	135	135	135	136	136	136	137	136	137	135	134	
Hardware	1	65	65	65	65	65	65	65	65	65	65	65	65	65	
Jewelry and Optical Goods	1	21	21	21	21	21	21	21	20	20	20	22	20	21	
Lumber and Construction Materials	5	101	86	86	90	90	95	106	115	116	113	110	104	102	
Machinery, Equipment and Supplies	8	302	283	243	259	268	279	305	352	376	358	334	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.

STATE OF DELAWARE

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
			1,808	1,813	1,841	1,856	1,893	1,917	1,961	1,955	1,960	1,962	1,923	1,900
<b>TOTAL</b>	148	1,899	1,813	1,841	1,856	1,893	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	
Automotive	2	95	94	94	95	95	96	98	96	96	96	96	96	
Beer, Wines and Liquors	5	112	103	103	108	114	118	118	117	118	116	114	115	
Chemicals and Paints	2	293	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	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full time)	55	52	52	52	52	52	57	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	
Dry Goods (full time)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	1	50	47	48	49	51	49	49	50	50	51	51	51	
Farm Products raw materials	21	55	53	55	49	49	50	56	53	60	61	64	60	
Farm Products consumer goods	59	182	144	146	159	172	186	216	226	229	211	180	180	
Farm Supplies	4	6	3	5	7	7	6	6	7	7	7	6	4	
Furniture and House Furnishings	1	5	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	
Groceries (full time)	1	80	80	80	80	80	80	79	79	80	79	78	79	
Groceries and Foods (specialty lines)	23	307	298	302	302	307	304	306	308	307	315	315	323	
Hardware	--	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	
Lumber and Construction Materials	2	115	112	113	113	115	122	126	117	109	113	111	111	
Machinery Equipment and Supplies	2	47	45	46	46	46	46	47	47	46	49	48	46	
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Paper and its Products	1	19	18	19	21	21	21	19	19	18	19	19	17	
Petroleum and its Products	1	151	148	149	152	152	151	154	152	149	150	149	149	
Plumbing and Heating Equip. and Spits	2	68	68	68	68	68	68	68	68	68	68	68	68	
Tobacco and its Products (except leaf)	3	38	38	37	38	38	38	39	39	39	39	39	39	
Waste Materials	5	48	40	40	45	47	53	54	51	47	52	53	46	
All Other Products	5	84	85	85	85	83	82	86	86	86	86	82	84	

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

## CENSUS OF BUSINESS

## DISTRICT OF COLUMBIA

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											
			January	February	March	April	May	June	July	August	Sep-tember	October	No- vember	De- cember
<b>TOTAL</b>	327	8,274	8,048	8,065	8,123	8,184	8,260	8,268	8,285	8,304	8,337	8,461	8,464	8,459
Amusement and Sporting Goods	5	373	354	359	356	359	371	366	374	379	361	350	375	381
Automotive	26	643	637	641	643	647	654	648	652	648	641	652	656	654
Beer, Wines and Liquors	4	401	349	355	360	360	390	411	416	417	424	429	430	431
Chemicals and Paints	9	99	96	96	96	96	96	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	28	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	696	673	677	680	691	693	694	699	706	709	711	712	711
Farm Products - raw materials	1	27	26	26	28	26	26	26	26	26	26	26	26	26
Farm Products - consumer goods	61	979	957	948	961	961	964	975	984	983	988	999	1,016	1,007
Farm Supplies	2	22	22	22	22	22	22	22	22	22	22	22	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	1,412	1,402	1,398	1,428	1,421	1,428
Hardware	4	143	141	141	142	142	142	142	143	144	144	144	144	144
Jewelry and Optical Goods	5	76	74	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	593	598	604	612	610	607
Metals and Metal Work (except scrap)	3	138	108	103	116	126	163	156	136	136	146	162	150	157
Paper and its Products	21	293	300	286	290	265	286	293	293	291	291	295	299	302
Petroleum and its Products	4	292	309	312	305	300	290	281	261	262	265	266	262	291
Plumbing and Heating Eqpt. and Spls.	4	354	325	317	327	324	342	328	326	332	344	352	347	349
Tobacco and its Products (except leaf)	14	177	181	172	172	175	175	175	176	177	179	182	183	184
Waste Materials	28	305	261	276	286	298	313	335	327	326	311	313	317	289
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												December
			January	February	March	April	May	June	July	August	September	October	No- vember		
<b>TOTAL</b>	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	66	58	64	64	64	
Automotive	95	853	810	837	845	835	824	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	210	217	224	235	235	223	215	
Clothing and Furnishings	15	55	54	60	57	53	51	50	48	48	55	60	60	64	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full-time)	11	26	26	25	25	25	25	26	26	26	26	28	29	26	
Drugs and Drug Sundries (specialty lines)	4	71	71	71	72	71	70	70	71	71	71	71	71	71	
Dry Goods (full-time)	3	6	6	6	6	6	6	6	6	6	6	6	6	6	
Dry Goods (specialty lines)	3	6	6	6	6	6	6	6	6	6	6	6	6	6	
Electrical Goods	10	356	331	334	336	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	292	6,778	10,206	10,477	10,112	9,132	6,892	3,366	2,187	2,199	2,964	6,362	8,307	9,737	
Farm Supplies	28	417	425	421	420	407	407	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-time)	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	2,233	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	43	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 Spis.	3	196	188	183	188	188	190	178	197	189	189	206	220	221	
Tobacco and its Products (except leaf)	26	380	366	384	383	380	376	375	374	373	375	384	386	389	
Waste Materials	25	195	192	216	203	198	194	192	190	187	187	197	190	189	
All Other Products	46	314	320	321	313	309	313	313	307	305	303	322	322	325	

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

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
<b>TOTAL</b>	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	413	411	413	415	422	404	407	412	416
Automotive	29	1,521	1,470	1,491	1,506	1,507	1,513	1,526	1,516	1,513	1,505	1,544	1,587	1,581
Beer, Wines and Liquors	24	293	219	225	240	256	263	266	309	329	341	353	347	332
Chemicals and Paints	9	408	399	395	394	410	410	413	413	416	412	424	408	408
Clothing and Furnishings	21	233	211	230	237	238	234	234	234	235	233	238	242	238
Coal and Coke	4	26	26	26	26	26	25	25	25	25	25	26	26	26
Drugs (full line)	2	332	334	333	335	332	331	331	331	329	329	332	333	332
Drugs and Drug Sundries (specialty lines)	10	272	282	254	240	248	255	265	265	280	287	304	291	300
Dry Goods (full line)	17	278	272	273	274	275	276	277	276	277	282	279	287	281
Dry Goods (specialty lines)	9	55	54	54	53	53	47	50	52	54	54	63	63	63
Electrical Goods	29	722	709	697	709	720	717	716	716	728	740	733	735	726
Farm Products raw materials	382	1,326	1,250	1,155	1,202	1,199	1,070	1,077	1,077	1,122	1,704	1,513	1,607	1,610
Farm Products consumer goods	116	879	853	859	869	860	878	880	878	876	871	864	884	936
Farm Supplies	76	284	286	298	317	317	300	281	281	269	261	262	270	277
Furniture and House Furnishings	6	193	189	189	191	195	192	192	192	188	186	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	1,471	1,476	1,473	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	405	416	416	416	416	417
Jewelry and Optical Goods	2	153	145	148	148	148	155	155	155	158	155	154	156	160
Lumber and Construction Materials	36	449	366	418	424	427	435	438	438	447	467	494	496	483
Machinery, Equipment and Supplies	67	1,401	1,328	1,352	1,376	1,430	1,392	1,391	1,391	1,395	1,417	1,420	1,422	1,424
Metals and Metal Work (except scrap)	5	208	198	202	204	206	203	205	205	208	213	218	219	209
Paper and its Products	14	212	211	214	212	212	212	209	209	200	201	221	219	219
Petroleum and its Products	64	1,355	1,340	1,326	1,330	1,332	1,338	1,323	1,323	1,335	1,336	1,348	1,337	1,344
Plumbing and Heating Equip. and Spis	17	294	294	282	281	279	280	289	289	290	298	303	308	303
Tobacco and its Products (except leaf)	14	293	291	290	290	289	289	289	289	293	294	299	299	303
Waste Materials	50	408	403	403	401	407	406	405	405	410	405	422	415	421
All Other Products	24	570	576	563	560	558	553	553	555	560	565	581	577	579

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

STATE OF MARYLAND

TABLE 2. MONTHLY EMPLOYMENT BY KINDS OF BUSINESS\*

Kind of Business	Active proprietors and firm members	Employees (fulltime 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		
<b>TOTAL</b>			19,154	18,992	18,306	18,289	18,485	19,011	18,771	19,554	20,233	20,144	20,066		
Amusement and Sporting Goods	1,744	156	156	156	156	156	156	157	156	156	164	163	170		
Automotive	14	721	715	720	739	743	753	753	764	768	782	765	773		
Beer, Wines and Liquors	63	833	764	765	789	855	884	859	868	897	870	852	849		
Chemicals and Paints	22	200	194	194	197	199	197	205	203	201	205	203	202		
Clothing and Furnishings	119	446	447	453	453	443	446	441	449	456	454	456	453		
Cool and Coke	22	178	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		
Drugs and Drug Sundries (specialty lines)	19	350	314	316	311	309	309	318	325	326	335	331	333		
Dry Goods (full line)	1	202	197	197	197	197	197	197	206	206	206	206	206		
Dry Goods (specialty lines)	58	239	234	235	238	237	237	243	243	241	244	244	244		
Electrical Goods	19	495	480	484	487	500	503	500	495	496	500	500	504		
Farm Products - raw materials	124	362	397	327	345	350	355	387	396	400	406	369	351		
Farm Products - consumer goods	271	1,330	1,218	1,232	1,235	1,281	1,304	1,284	1,448	1,343	1,330	1,284	1,292		
Farm Supplies	29	959	975	962	984	975	978	978	978	985	982	979	939		
Furniture and House Furnishings	26	168	169	163	167	168	166	166	167	166	168	177	174		
General Merchandise	3	772	840	787	776	754	743	745	756	749	770	775	780		
Groceries (full line)	26	661	677	681	684	667	685	684	680	682	687	674	673		
Groceries and Foods (specialty lines)	443	4,638	5,085	4,933	4,763	4,014	3,851	3,922	3,789	4,008	4,775	5,404	5,416		
Hardware	24	187	187	187	187	187	187	187	188	188	188	188	189		
Jewelry and Optical Goods	26	161	156	155	158	161	161	159	163	162	163	169	167		
Lumber and Construction Materials	37	797	646	663	685	695	714	706	711	737	723	728	724		
Machinery, Equipment and Supplies	86	1,911	1,707	1,747	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	362	366	380	398	383	359	370	369	385	389	366		
Paper and its Products	32	391	369	367	391	367	388	390	390	393	394	395	395		
Petroleum and its Products	25	1,359	1,430	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	511	514	509	507	498	512	518	524	525	511		
Tobacco and its Products (except leaf)	37	332	330	328	329	331	335	332	332	332	335	331	331		
Waste Materials	76	640	606	604	627	639	634	649	655	648	643	637	656		
All Other Products	57	285	278	284	284	282	285	285	283	283	284	292	293		

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935STATE 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		
<b>TOTAL</b>	1,460	16,980	14,904	13,988	13,692	13,789	13,205	13,873	18,862	22,496	22,161	22,009	19,173		
Amusement and Sporting Goods	7	269	270	267	273	271	268	279	259	261	261	267	282		
Automotive	2	1,154	1,124	1,140	1,151	1,134	1,127	1,135	1,167	1,136	1,171	1,200	1,213		
Beer, Wines and Liquors	20	145	130	135	136	144	149	154	155	156	153	149	152		
Chemicals and Paints	14	263	252	250	254	258	263	262	268	272	273	273	276		
Clothing and Furnishings	21	86	88	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	36	37	37	35	35	36	38	37	40	44	43	43		
Dry Goods (full line)	10	167	165	166	166	166	164	164	169	171	170	172	169		
Dry Goods (specialty lines)	9	84	82	82	83	83	83	83	85	85	85	85	86		
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	855	900	943	1,010	904	904	834	846	831	831		
Farm Supplies	88	405	397	419	428	433	422	384	376	389	402	468	395		
Furniture and House Furnishings	8	55	53	54	54	54	54	54	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	1,226	1,249	1,247	1,249	1,253	1,253	1,258	1,263	1,263	1,267	1,269		
Groceries and Foods (specialty lines)	290	2,414	2,431	2,326	2,258	2,304	2,118	2,341	2,267	2,476	2,336	2,873	2,663		
Hardware	9	364	374	377	378	378	379	381	382	389	396	396	400		
Jewelry and Optical Goods	4	56	55	54	54	55	56	57	58	57	55	56	56		
Lumber and Construction Materials	55	465	437	440	445	455	461	459	478	479	497	477	483		
Machinery, Equipment and Supplies	44	747	711	716	727	735	742	756	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	173	174		
Petroleum and its Products	68	1,079	1,073	1,076	1,076	1,068	1,077	1,089	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												De- cember
			January	February	March	April	May	June	July	August	September	October	No- vember		
<b>TOTAL</b>	809	6,128	5,734	5,633	5,582	5,551	5,587	5,607	5,633	7,276	7,468	6,963	6,141	6,155	
Amusement and Sporting Goods	9	243	237	236	234	236	237	236	239	243	245	245	249	276	
Automotive	11	212	180	119	119	119	161	229	273	270	261	279	264	284	
Beer, Wines and Liquors	2	56	54	54	54	55	55	55	54	56	58	58	58	41	
Chemicals and Paints	6	13	11	11	13	13	13	13	13	13	13	13	14	14	
Clothing and Furnishings	3	25	25	25	25	25	25	25	25	25	24	25	25	26	
Coal and Coke	--	123	115	115	115	115	123	125	128	128	127	129	127	127	
Drugs (full line)	4	7	9	8	6	6	6	6	6	6	6	6	8	8	
Drugs and Drug Sundries (specialty lines)	4	25	27	25	24	25	25	23	26	26	26	26	26	24	
Dry Goods (full line)	3	60	60	60	60	60	60	60	60	60	60	60	60	60	
Dry Goods (specialty lines)	5	78	77	77	77	77	77	79	79	79	80	80	80	80	
Electrical Goods	408	1,037	638	606	586	596	557	535	672	2,193	2,366	1,841	964	894	
Farm Products - raw materials	54	357	329	325	332	365	396	414	459	344	356	359	341	338	
Farm Products - consumer goods	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	963	999	1,070	
Hardware	2	268	276	265	264	265	264	266	265	262	269	267	274	277	
Jewelry and Optical Goods	--	22	21	21	22	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	8	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	35	575	564	545	563	581	577	587	568	584	596	574	579	568	
Plumbing and Heating Eqt and Spls.	2	86	87	82	85	86	87	85	84	86	85	85	86	86	
Tobacco and its Products (except leaf)	20	162	163	162	163	163	163	161	163	165	163	163	163	163	
Waste Materials	15	125	104	117	130	123	126	125	132	147	128	125	136	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.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

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	September	October	No- vember		
<b>TOTAL</b>	1,065	18,792	17,996	17,135	17,257	17,224	17,106	19,660	19,147	20,681	21,125	20,679			
Amusement and Sporting Goods	2	3	3	3	3	3	3	3	3	3	3	3			
Automotive	19	564	553	569	685	665	689	689	682	681	719	732			
Beer, Wines and Liquors	42	252	240	237	240	242	246	255	266	270	271	247			
Chemicals and Paints	7	174	174	175	181	183	180	180	179	179	179	180			
Clothing and Furnishings	20	237	235	233	233	235	235	237	235	242	242	239			
Coal and Coke	4	143	142	140	141	142	141	142	143	143	142	142			
Drugs (full line)	--	170	170	170	170	170	170	170	170	171	171	171			
Drugs and Drug Sundries (specialty lines)	4	82	82	81	81	81	81	82	82	82	83	83			
Dry Goods (full line)	1	353	350	349	349	347	356	355	353	357	357	356			
Dry Goods (specialty lines)	5	15	15	15	15	15	15	15	15	15	15	15			
Electrical Goods	9	480	467	471	472	481	478	481	484	489	481	489			
Farm Products - raw materials	179	4,119	4,010	3,417	2,506	2,717	2,725	2,627	5,077	4,463	5,729	5,477			
Farm Products - consumer goods	221	1,134	1,008	1,014	1,048	1,234	1,241	1,206	1,158	1,182	1,245	1,129			
Farm Supplies	18	841	846	865	854	841	832	817	811	822	808	849			
Furniture and House Furnishings	5	42	40	40	40	42	40	40	39	44	45	44			
General Merchandise	1	84	85	85	85	85	85	85	85	84	83	83			
Groceries (full line)	55	1,025	1,017	1,018	1,023	1,019	1,022	1,027	1,019	1,026	1,035	1,044			
Groceries and Foods (specialty lines)	246	3,679	3,963	4,058	3,613	3,416	3,371	3,261	3,977	3,480	3,619	4,031			
Hardware	5	464	471	464	467	466	469	472	475	478	434	474			
Jewelry and Optical Goods	--	59	57	58	58	59	59	59	60	60	59	59			
Lumber and Construction Materials	34	573	501	508	559	576	597	591	600	613	613	578			
Machinery, Equipment and Supplies	9	856	839	848	841	854	855	862	862	861	865	873			
Metals and Metal Work (except scrap)	50	173	161	160	163	172	169	173	176	182	177	182			
Paper and its Products	11	370	370	370	370	369	367	367	366	371	372	374			
Petroleum and its Products	43	1,767	1,761	1,716	1,626	1,623	1,774	1,807	1,796	1,767	1,736	1,673			
Plumbing and Heating Eqpt and Spils	5	358	294	292	299	297	301	350	356	360	367	366			
Tobacco and its Products (except leaf)	10	280	274	276	282	282	282	281	282	284	284	284			
Waste Materials	35	303	302	303	292	292	292	298	323	293	351	320			
All Other Products	25	355	331	337	345	357	374	361	385	370	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 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		
<b>TOTAL</b>	637	8,835	8,602	8,548	8,588	8,721	8,768	8,863	8,940	9,055	9,229	9,059	9,041		
Amusement and Sporting Goods	2	6	6	6	6	6	6	6	6	6	6	6	6		
Automotive	40	444	423	423	439	444	447	448	444	443	451	473	478		
Beer, Wines and Liquors	35	300	265	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	113	113	111	111	112	111	110	112	111	110	110	111		
Coal and Coke	8	226	223	222	223	218	223	227	226	228	235	235	237		
Drugs (full line)	--	154	153	153	153	153	154	154	154	153	154	154	155		
Drugs and Drug Sundries (specialty lines)	5	36	34	33	33	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	268	256	257	270	283	320		
Farm Products consumer Goods	134	906	830	858	844	876	866	880	890	1,015	1,103	970	899		
Farm Supplies	28	156	152	152	154	159	159	156	156	156	158	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	945	940	939	947	937	937	935	948	945	947		
Groceries and Foods (specialty lines)	96	928	922	924	922	921	921	926	936	940	940	936	932		
Hardware	3	534	538	537	538	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	316	327	331	346	355	371	366	393	370	345		
Machinery, Equipment and Supplies	34	792	759	765	777	774	789	782	784	810	801	819	816		
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	869	868	869	873	880	889	872	859	874	843		
Plumbing and Heating Eqt and Spis	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	221	222	222		
Waste Materials	36	241	233	233	232	232	237	236	247	243	257	237	235		
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	December
<b>TOTAL</b>	920	10,675	10,558	10,511	10,405	10,420	10,420	10,406	10,536	10,768	11,165	11,295	11,033	
Amusement and Sporting Goods	4	19	18	18	17	18	18	18	18	23	24	23	19	
Automotive	33	419	406	404	398	399	401	404	428	455	464	458	454	
Beer, Wines and Liquors	2	27	27	27	27	27	27	27	27	27	27	27	27	
Chemicals and Paints	5	191	177	178	185	193	197	198	204	199	194	193	196	
Clothing and Furnishings	9	47	47	47	47	47	47	47	47	47	47	47	47	
Coal and Coke	7	90	91	91	90	90	90	90	91	90	90	89	89	
Drugs (full line)	1	276	277	275	277	276	276	271	272	274	279	281	280	
Drugs and Drug Sundries (specialty lines)	4	19	18	19	19	19	19	19	19	19	20	19	19	
Dry Goods (Full line)	5	201	198	197	198	199	199	198	202	205	207	208	207	
Dry Goods (specialty lines)	8	26	25	25	25	24	24	24	29	29	29	29	29	
Electrical Goods	7	163	163	162	161	160	159	160	163	164	165	166	165	
Farm Products - raw materials	205	619	600	587	585	585	585	581	581	581	581	581	581	
Farm Products - consumer goods	121	576	578	580	585	625	614	595	612	612	617	610	611	
Farm Supplies	14	141	136	140	152	153	154	144	137	134	135	133	132	
Furniture and House Furnishings	5	57	54	55	55	55	58	58	58	55	58	58	59	
General Merchandise	8	13	12	12	12	12	12	12	12	12	14	14	14	
Groceries (Full line)	81	1,193	1,175	1,184	1,188	1,190	1,189	1,191	1,192	1,195	1,200	1,217	1,222	
Groceries and Foods (specialty lines)	194	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	963	974	974	972	970	962	977	987	978	991	
Jewelry and Optical Goods	1	54	53	53	53	53	53	53	54	55	56	55	55	
Lumber and Construction Materials	38	629	615	619	623	626	630	627	639	644	644	636	636	
Machinery, Equipment and Supplies	38	886	847	866	878	883	887	887	890	894	912	916	916	
Metals and Metal Work (except scrap)	4	75	66	68	71	77	74	77	77	78	77	81	80	
Paper and its Products	5	124	122	124	124	124	123	124	124	124	124	124	125	
Petroleum and its Products	57	1,177	1,146	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 Spits	3	129	128	127	125	125	126	129	127	133	133	133	135	
Tobacco and its Products (except leaf)	7	171	170	172	172	172	171	171	170	170	170	170	170	
Waste Materials	28	366	361	361	365	379	375	374	361	369	402	398	390	
All Other Products	23	199	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 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		
<b>TOTAL</b>	1,240	15,765	21,607	20,568	16,098	14,313	13,961	13,692	13,067	13,955	14,242	13,849	14,086	19,607	
Amusement and Sporting Goods	4	34	35	36	35	34	34	34	32	32	33	35	36	36	
Automotive	45	568	541	545	547	547	555	555	563	562	566	614	603	587	
Beer, Wines and Liquors	78	905	840	865	873	887	891	902	912	921	920	941	946	959	
Chemicals and Paints	4	123	118	119	123	124	125	125	125	125	122	127	124	124	
Clothing and Furnishings	25	252	256	252	252	250	253	251	249	253	254	253	252	255	
Coal and Coke	4	45	51	50	51	51	51	51	41	41	40	41	41	41	
Drugs (Full line)	--	118	116	116	117	118	118	118	119	119	119	123	120	121	
Drugs and Drug Sundries (Specialty lines)	9	98	96	95	96	100	100	100	100	100	100	100	96	96	
Dry Goods (Full line)	4	226	227	227	227	227	227	227	226	226	226	226	226	226	
Dry Goods (Specialty lines)	4	8	8	7	7	7	7	8	8	8	8	8	8	8	
Electrical Goods	7	188	179	179	180	180	180	189	190	192	191	193	194	194	
Farm Products - raw materials	228	4,453	10,683	9,614	5,114	3,238	2,764	2,210	1,721	2,525	2,755	2,158	2,413	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	1,368	
Farm Supplies	20	547	384	271	273	271	283	547	263	332	362	377	362	363	
Furniture and House Furnishings	13	104	100	101	101	105	105	105	105	105	105	105	105	105	
General Merchandise	3	387	391	395	378	380	390	361	384	390	386	397	386	394	
Groceries (Full line)	67	1,425	1,415	1,411	1,417	1,422	1,424	1,415	1,423	1,425	1,428	1,449	1,431	1,448	
Groceries and Foods (Specialty lines)	138	1,068	1,057	1,061	1,054	1,049	1,042	1,052	1,052	1,060	1,069	1,110	1,106	1,102	
Hardware	6	460	478	476	477	480	480	476	475	476	482	489	483	483	
Jewelry and Optical Goods	1	58	55	55	59	59	59	59	57	57	58	60	60	58	
Lumber and Construction Materials	33	546	500	519	515	551	551	552	566	579	559	582	554	498	
Machinery, Equipment and Supplies	47	724	719	728	717	718	717	733	719	727	725	739	727	727	
Metals and Metal Work (except scrap)	6	67	57	54	54	54	55	56	56	58	62	62	64	64	
Paper and its Products	7	145	145	152	146	146	145	139	140	141	142	145	146	146	
Petroleum and its Products	40	1,174	1,175	1,181	1,214	1,208	1,244	1,244	1,241	1,237	1,243	1,226	1,234	1,237	
Plumbing and Heating Eqpt and Spls	7	172	161	165	168	171	172	172	179	175	174	177	176	179	
Tobacco and its Products (except leaf)	21	172	171	171	171	171	173	171	173	172	174	171	171	175	
Waste Materials	54	359	352	369	355	353	360	358	358	358	378	394	386	400	
All Other Products	29	182	173	172	178	179	184	184	195	193	183	180	185	183	

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

CENSUS OF BUSINESS  
WHOLESALE-DISTRIBUTION: 1935STATE 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		
<b>TOTAL</b>	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	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Automotive	19	209	208	208	208	208	208	208	210	210	210	211	211	206	
Beer, Wines and Liquors	16	100	96	97	96	98	98	100	104	103	102	102	104	104	
Chemicals and Paints	--	11	8	8	8	8	8	9	12	13	14	14	12	13	
Clothing and Furnishings	6	25	23	24	25	24	24	24	25	22	25	27	27	27	
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Drugs (full line)	--	74	75	75	75	75	75	74	74	74	74	74	74	74	
Drugs and Drug Sundries (specialty lines)	1	17	17	17	17	17	17	17	17	17	17	17	17	17	
Dry Goods (full line)	5	93	93	92	93	94	94	92	90	91	92	95	96	95	
Dry Goods (specialty lines)	1	5	6	6	6	6	6	5	5	5	5	5	5	5	
Electrical Goods	1	12	8	9	9	9	9	10	11	14	14	15	15	15	
Farm Products - raw materials	249	539	477	459	446	401	425	416	430	545	691	725	734	713	
Farm Products - consumer Goods	64	382	246	234	266	513	683	824	419	380	236	255	265	263	
Farm Supplies	10	86	82	86	88	91	97	97	86	86	79	81	82	82	
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
General Merchandise	2	118	106	112	114	113	111	112	119	116	125	126	131	131	
Groceries (full line)	39	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 and Foods (specialty lines)	88	665	641	637	621	617	621	621	668	666	684	709	719	718	
Hardware	2	162	161	160	163	162	164	157	161	164	165	162	164	166	
Jewelry and Optical Goods	--	9	10	9	9	9	9	9	9	9	10	9	9	9	
Lumber and Construction Materials	20	162	158	165	162	162	160	158	157	162	165	165	163	161	
Machinery, Equipment and Supplies	10	131	124	118	124	130	134	135	140	137	139	137	132	127	
Metals and Metal Work (except scrap)	--	17	15	15	15	15	15	15	17	18	18	19	22	25	
Paper and its Products	55	655	646	644	654	658	658	658	655	659	657	667	655	653	
Petroleum and its Products	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Plumbing and Heating Eqpt and Spl's	2	36	35	35	35	35	37	36	36	37	37	37	37	36	
Tobacco and its Products (except leaf)	6	81	81	81	82	82	82	80	82	81	81	80	81	80	
Waste Materials	22	102	104	109	108	102	104	108	90	93	93	103	102	102	
All Other Products	13	34	20	25	26	26	26	35	38	37	42	40	39	40	

\* Includes no employees of common haul 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 (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		
<b>TOTAL</b>	1,536	19,929	20,929	20,742	20,510	20,222	19,544	18,993	19,149	18,955	19,542	19,785	19,787	21,390	
Amusement and Sporting Goods	6	142	141	144	143	140	143	140	139	141	142	147	143	145	
Automotive	38	939	925	939	932	924	939	932	939	939	944	966	954	966	
Beer, Wines and Liquors	24	247	228	228	229	233	240	247	267	268	265	259	255	248	
Chemicals and Paints	8	314	308	310	309	312	315	319	319	320	313	316	317	321	
Clothing and Furnishings	44	581	571	580	584	574	572	574	581	598	598	591	569	580	
Coal and Coke	15	233	235	235	234	233	233	229	230	229	231	233	236	236	
Drugs (full line)	2	480	482	482	483	486	485	486	492	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	566	559	563	563	563	563	563	566	568	568	567	568	568	
Dry Goods (specialty lines)	4	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	3,430	3,026	2,142	1,600	1,578	1,572	1,510	2,029	2,093	3,685	
Farm Products - consumer goods	284	1,767	1,651	1,666	1,685	1,711	1,763	1,863	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	152	151	151	151	151	151	151	151	151	151	152	154	164	
Groceries (full line)	30	1,759	1,715	1,711	1,721	1,723	1,727	1,725	1,780	1,796	1,827	1,839	1,828	1,850	
Groceries and Foods (specialty lines)	203	2,326	2,400	2,361	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	706	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	863	890	899	904	908	867	
Machinery, Equipment and Supplies	9	1,562	1,503	1,531	1,546	1,567	1,585	1,597	1,579	1,592	1,619	1,613	1,626	1,641	
Metals and Metal Work (except scrap)	70	2,197	1,897	2,000	1,999	1,989	1,962	1,932	2,115	2,289	2,411	2,551	2,524	2,552	
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	423	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	166	165	165	166	167	
Waste Materials	42	371	340	351	354	359	354	368	359	375	390	397	397	403	
All Other Products	47	429	410	413	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		
			6,006	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110	
<b>TOTAL</b>	747	5,688	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110		
Amusement and Sporting Goods	1	36	36	36	36	36	36	36	36	36	36	36	36		
Automotive	22	253	251	254	253	253	252	249	254	253	253	256	256		
Beer, Wines and Liquors	31	183	114	113	129	183	190	194	206	210	206	218	230		
Chemicals and Paints	3	65	65	66	62	62	63	62	66	69	70	66	65		
Clothing and Furnishings	7	28	28	28	28	28	28	28	28	28	28	28	28		
Coal and Coke	1	7	7	7	7	7	7	7	7	7	7	7	7		
Drugs (full time)	--	163	152	152	165	164	165	166	165	167	171	171	171		
Drugs and Drug Sundries (specialty lines)	6	48	47	48	48	47	48	53	53	47	46	48	48		
Dry Goods (full line)	4	148	148	147	148	148	148	150	150	150	147	149	148		
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--		
Electrical Goods	6	73	66	71	72	72	72	73	73	74	73	78	75		
Farm Products - raw materials	187	211	213	206	194	200	198	189	194	253	267	269	258		
Farm Products - consumer goods	147	483	447	466	482	558	633	626	659	533	531	506	480		
Farm Supplies	18	101	87	126	127	130	124	79	79	80	84	86	89		
Furniture and House Furnishings	2	44	44	44	44	44	44	44	44	44	44	44	44		
General Merchandise	--	15	14	14	14	14	14	14	15	15	15	15	15		
Groceries (full line)	60	1,436	1,427	1,435	1,437	1,429	1,429	1,428	1,425	1,443	1,454	1,447	1,447		
Groceries and Foods (specialty lines)	120	785	785	786	784	782	782	790	802	812	828	821	803		
Hardware	1	251	250	250	250	251	251	251	251	251	253	252	252		
Jewelry and Optical Goods	--	17	17	17	17	17	17	18	17	17	17	17	17		
Lumber and Construction Materials	18	235	230	228	230	238	239	238	243	237	238	239	230		
Machinery, Equipment and Supplies	18	353	315	325	337	347	353	354	383	367	371	363	360		
Metals and Metal Work (except scrap)	--	13	12	13	12	12	13	13	13	13	13	12	12		
Paper and its Products	2	50	50	50	50	50	50	50	50	50	50	50	50		
Petroleum and its Products	42	589	589	595	613	620	618	626	614	642	564	644	627		
Plumbing and Heating Eqpt and Spils	2	58	55	55	54	55	55	59	60	63	61	58	59		
Tobacco and its Products (except leaf)	7	58	55	57	57	58	59	59	59	59	60	59	58		
Waste Materials	16	150	146	151	141	137	131	153	148	151	159	164	162		
All Other Products	26	83	62	72	80	86	74	85	89	101	102	95	83		

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

STATE OF LOUISIANA

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	Sep- tember	October				
<b>TOTAL</b>	936	17,372	17,088	17,019	17,142	17,198	17,448	17,243	17,172	17,216	17,434	17,874	17,822	17,609		
Amusement and Sporting Goods	3	223	224	222	224	225	229	229	228	218	219	220	220	224		
Automotive	27	1,112	1,060	1,077	1,069	1,100	1,108	1,108	1,118	1,148	1,156	1,171	1,127	1,127		
Beer, Wines and Liquors	29	616	590	586	592	590	616	616	617	620	640	644	644	667		
Chemicals and Paints	8	202	192	195	202	203	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	8	7	6	6	6	6	6	6	6	10	10		
Drugs (full line)	2	369	359	391	392	368	385	386	368	369	387	391	392	395		
Drugs and Drug Sundries (specialty lines)	5	146	144	144	146	147	149	147	146	147	146	145	146	139		
Dry Goods (full line)	6	293	294	294	296	296	293	294	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	1,098	1,029	998	948	920	895	915	905	1,168	1,293	1,260	1,366	1,360		
Farm Products consumer goods	150	1,190	1,192	1,227	1,315	1,330	1,232	1,232	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	166	168	166	166	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	1,867	1,868	1,879	1,879	1,866	1,893	1,911		
Groceries and Foods (specialty lines)	274	3,417	3,421	3,441	3,384	3,608	3,558	3,537	3,241	3,253	3,390	3,402	3,416	3,416		
Hardware	5	433	426	424	454	429	430	433	421	456	437	446	440	437		
Jewelry and Optical Goods	5	103	104	106	106	106	106	107	107	106	110	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	1,684	1,796	1,734	1,842	1,838	1,811	1,802	1,796	1,796	1,834	1,848	1,870	1,866		
Metals and Metal Work (except scrap)	70	370	357	359	327	345	350	378	386	411	411	439	389	374		
Paper and its Products	8	293	289	289	289	288	288	288	293	294	296	301	302	302		
Petroleum and its Products	50	977	1,020	976	986	992	973	967	967	980	959	972	962	962		
Plumbing and Heating Equip. and Spls.	11	192	184	188	185	194	194	194	189	192	204	204	193	195		
Tobacco and its Products (except leaf)	19	277	277	276	278	276	279	279	274	276	274	278	283	278		
Waste Materials	30	398	401	386	388	408	399	391	390	393	393	416	404	405		
All Other Products	18	214	204	214	224	227	222	222	216	218	197	227	201	203		

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

STATE 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
<b>TOTAL</b>	1,792	12,269	12,270	12,307	12,349	12,299	12,629	12,905	12,876	13,027	13,503	13,696	13,598	
Amusement and Sporting Goods	7	197	189	193	198	197	197	200	200	204	207	195	197	
Automotive	77	1,001	964	985	993	1,004	1,006	1,008	1,013	998	1,025	999	1,002	
Beer, Wines and Liquors	31	160	142	142	144	149	156	167	164	182	174	168	168	
Chemicals and Paints	6	102	95	95	97	97	100	102	104	106	109	113	105	
Clothing and Furnishings	2	29	29	30	31	31	29	29	28	29	30	28	28	
Coal and Coke	--	25	25	24	23	23	24	26	25	26	26	29	30	
Drugs (full time)	--	140	138	141	139	138	138	138	144	142	139	142	142	
Drugs and Drug Sundries (specialty lines)	8	32	29	29	29	30	30	30	32	32	32	36	37	
Dry Goods (full line)	1	60	60	60	60	59	58	57	60	61	61	61	62	
Dry Goods (Specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Electrical Goods	8	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	1,354	1,505	1,409	1,456	1,668	1,565	1,513	
Farm Products consumer goods	641	1,175	1,068	1,079	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	
Furniture and House Furnishings	7	34	34	34	34	34	34	34	34	34	35	35	35	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	11	1,426	1,395	1,397	1,397	1,402	1,400	1,407	1,422	1,463	1,488	1,491	1,456	
Groceries and Foods (specialty lines)	159	1,238	1,295	1,302	1,235	1,180	1,169	1,157	1,153	1,172	1,255	1,347	1,391	
Hardware	1	234	226	230	227	229	233	233	243	240	244	241	233	
Jewelry and Optical Goods	1	52	48	46	49	52	52	53	54	54	53	54	55	
Lumber and Construction Materials	21	284	260	262	281	283	276	271	276	299	309	310	296	
Machinery, Equipment and Supplies	86	2,046	1,944	1,966	1,991	2,018	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	147	145	144	
Paper and its Products	2	169	169	169	169	169	169	169	170	169	169	169	169	
Petroleum and its Products	201	1,807	1,777	1,777	1,768	1,790	1,796	1,814	1,832	1,832	1,831	1,822	1,808	
Plumbing and Heating Expt. and Spits	3	219	210	211	212	217	222	222	219	221	223	224	225	
Tobacco and its Products (except leaf)	20	150	147	147	146	148	149	150	151	152	156	157	156	
Waste Materials	59	149	132	133	140	139	136	148	159	161	166	158	154	
All Other Products	21	148	140	140	139	144	144	146	136	158	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		
			4,141	44,050	44,376	44,431	44,389	43,754	43,391	42,786	41,197	41,724	42,390	46,356	
<b>TOTAL</b>	29	663	661	666	677	673	673	673	680	694	700	707	700	702	
Amusement and Sporting Goods	184	3,426	3,290	3,312	3,339	3,360	3,355	3,421	3,975	3,976	3,477	3,522	3,483	3,499	
Automotive	154	717	606	601	617	649	668	662	696	741	765	860	845	894	
Beer, Wines and Liquors	17	552	543	548	549	542	543	546	551	562	562	565	561	565	
Chemicals and Paints	61	347	335	352	347	339	334	330	329	362	363	364	351	352	
Clothing and Furnishings	4	47	44	45	46	46	46	46	47	48	48	48	48	48	
Coal and Coke	7	542	525	528	530	535	536	535	536	540	550	557	560	566	
Drugs (full-time)	36	311	276	302	305	311	310	310	319	321	321	320	318	319	
Drugs and Drug Sundries (specialty lines)	5	564	565	565	564	563	559	556	559	565	566	569	569	564	
Dry Goods (full-time)	26	79	77	80	79	81	80	81	79	80	80	80	78	78	
Dry Goods (specialty lines)	35	1,077	1,049	1,057	1,065	1,065	1,077	1,064	1,086	1,096	1,089	1,086	1,082	1,093	
Electrical Goods	1,089	2,850	2,505	2,425	2,363	2,451	2,468	2,598	2,735	3,011	3,392	3,561	3,329	3,118	
Farm Products - raw materials	664	4,757	5,339	5,431	5,283	4,970	4,537	4,062	3,845	3,855	3,960	4,859	5,549	5,687	
Farm Products - consumer goods	76	461	468	466	468	471	462	469	419	405	419	454	476	505	
Farm Supplies	21	322	312	313	312	317	319	323	320	322	325	329	348	330	
Furniture and House-Furnishings	8	622	628	614	610	604	602	601	593	620	651	655	661	619	
General Merchandise	95	3,868	3,826	3,843	3,854	3,848	3,847	3,856	3,867	3,876	3,886	3,867	3,879	3,972	
Groceries (full-time)	547	7,638	8,486	8,376	8,434	8,226	7,801	7,354	5,707	5,973	5,858	8,356	8,450	8,738	
Groceries and Foods (specialty lines)	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	
Hardware	14	276	271	272	271	272	271	272	276	276	279	278	281	297	
Jewelry and Optical Goods	59	1,166	1,135	1,140	1,154	1,163	1,175	1,165	1,185	1,167	1,182	1,196	1,185	1,170	
Lumber and Construction Materials	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	5,890	
Machinery, Equipment and Supplies	8	349	328	346	341	346	337	341	355	359	359	357	358	357	
Metals and Metal Work (except scrap)	26	727	730	728	734	739	740	735	698	704	709	754	754	737	
Paper and its Products	445	3,728	3,704	3,708	3,717	3,739	3,739	3,758	3,749	3,748	3,735	3,731	3,721	3,698	
Petroleum and its Products	34	554	529	519	527	535	529	537	571	560	571	562	563	579	
Plumbing and Heating Eqpt. and Spls	65	492	485	489	493	489	491	491	498	497	503	489	488	489	
Tobacco and its Products (except leaf)	64	631	634	637	619	627	635	645	629	614	618	667	641	620	
Waste Materials	71	707	664	662	674	669	716	732	728	707	740	759	740	688	
All Other Products															

\* 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 proprie- tors 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
<b>TOTAL</b>	289	2,670	2,556	2,786	2,877	2,561	2,564	2,582	2,481	2,503	2,656	2,679	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	146	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)	1	45	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	125	125	125	125	129	130	134	135	136	
Farm Products - consumer goods	71	558	703	459	681	773	497	463	485	368	362	496	516	
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	139	140	141	142	146	144	143	146	
Groceries and Foods (specialty lines)	40	312	316	318	318	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	16	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	130	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	489	487	487	457	466	473	477	474	477	472	471	
Plumbing and Heating Eapl. and Spils	2	48	46	44	42	46	46	46	48	55	53	50	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	14	11	13	14	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 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												December
			January	February	March	April	May	June	July	August	September	October	November		
<b>TOTAL</b>	850	10,102	9,758	9,667	9,679	9,750	9,850	9,876	10,145	10,298	10,545	10,541	10,579	10,566	299
Amusement and Sporting Goods	8	290	284	284	282	286	294	293	291	289	282	295	294	299	
Automotive	54	930	869	891	900	908	913	919	946	972	965	972	940	941	
Beer, Wines and Liquors	20	295	284	270	257	272	288	301	302	308	316	326	315	315	
Chemicals and Paints	10	61	59	58	61	60	64	60	60	59	63	63	64	64	
Clothing and Furnishings	22	129	124	124	128	126	126	129	130	133	133	131	130	128	
Coal and Coke	5	73	79	79	76	72	68	64	65	69	74	76	77	77	
Drugs (full time)	--	288	286	286	286	282	282	283	288	288	288	296	295	295	
Drugs and Drug Sundries (specialty lines)	9	61	61	61	60	61	62	62	63	62	62	62	62	59	
Dry Goods (full time)	--	53	54	54	54	55	54	54	52	53	53	53	52	53	
Dry Goods (specialty lines)	6	12	13	13	13	13	13	12	12	12	12	12	12	12	
Electrical Goods	16	316	309	314	316	319	314	317	318	320	317	320	315	318	
Farm Products raw materials	77	685	685	650	654	637	627	624	669	676	735	766	779	755	
Farm Products consumer goods	240	1,160	1,057	1,000	987	1,007	1,029	1,064	1,130	1,285	1,372	1,277	1,365	1,552	
Farm Supplies	18	161	156	171	171	161	152	152	158	133	154	158	175	171	
Furniture and House Furnishings	11	185	179	182	183	180	180	177	184	180	187	192	190	211	
General Merchandise	1	9	7	7	7	7	9	12	11	11	8	8	10	10	
Groceries (full time)	9	774	737	742	745	757	762	767	789	790	810	803	797	795	
Groceries and Foods (specialty lines)	88	1,035	1,005	1,017	1,031	1,027	1,054	1,030	1,037	1,041	1,045	1,052	1,054	1,048	
Hardware	4	75	69	71	71	71	73	74	76	77	77	78	78	79	
Jewelry and Optical Goods	3	105	99	100	101	101	100	105	107	108	110	110	109	109	
Lumber and Construction Materials	10	253	228	231	231	240	244	250	252	256	258	273	268	301	
Machinery, Equipment and Supplies	64	1,005	955	978	960	985	994	1,002	1,013	1,023	1,028	1,035	1,032	1,024	
Metals and Metal Work (except scrap)	4	102	102	100	101	100	100	102	101	101	103	103	101	103	
Paper and its Products	7	238	247	237	237	237	237	238	238	237	237	238	238	237	
Petroleum and its Products	74	1,085	1,067	1,068	1,067	1,078	1,081	1,084	1,100	1,099	1,095	1,095	1,093	1,087	
Plumbing and Heating Eqpt and Spils	5	213	207	199	200	200	207	199	212	212	216	234	243	231	
Tobacco and its Products (except leaf)	12	139	136	138	139	139	140	140	138	141	140	141	141	141	
Waste Materials	27	89	84	84	85	86	90	87	91	88	91	95	91	83	
All Other Products	26	281	347	254	251	264	274	275	292	304	306	274	259	288	

\* 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 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
<b>TOTAL</b>	360	3,372	3,232	3,221	3,079	2,911	2,626	2,721	3,071	3,767	4,417	4,154	3,886	
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)	--	--	--	--	--	--	--	--	--	--	--	--	--	
Dry Goods (full line)	--	8	8	8	8	8	8	8	8	8	8	8	8	
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	237	237	304	420	485	432	378	355	
Farm Products - consumer goods	140	1,228	1,192	1,190	1,072	893	641	739	870	1,404	2,063	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	239	325	290	290	
Hardware	--	150	176	172	176	178	177	152	181	180	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	65	64	68	67	66	81	83	91	81	
Metals and Metal Work (except scrap)	1	10	10	9	13	15	14	10	9	9	9	9	7	
Paper and its Products	2	12	12	12	12	12	11	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 Eqpt 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	38	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 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- cem- ber
			January	February	March	April	May	June	July	August	September	October	No- vem- ber		
<b>TOTAL</b>	225	4,040	3,796	3,779	3,810	3,877	3,957	4,038	4,115	4,195	4,257	4,284	4,166	4,204	
Amusement and Sporting Goods	--	16	15	15	16	17	17	21	17	15	15	15	15	15	
Automotive	2	298	248	255	269	274	287	303	301	309	306	348	324	322	
Beer, Wines and Liquors	20	23	24	24	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	60	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	153	
Furniture and House Furnishings	--	22	22	22	22	22	22	22	22	22	22	22	22	22	
General Merchandise	--	240	247	242	240	241	241	239	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	173	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	36	43	47	45	44	44	46	48	48	48	
Machinery, Equipment and Supplies	7	272	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	45	45	45	46	46	47	46	45	
Petroleum and its Products	53	810	796	791	797	805	821	827	884	813	810	814	809	804	
Plumbing and Heating Eght. and Spls	--	40	38	38	38	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	12	22	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
<b>TOTAL</b>	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	15	16	16	16	16	19	19
Beer, Wines and Liquors	18	66	57	55	58	60	71	72	71	74	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	25	25	27	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	35	35	35	36	37	38	40	40	39	39	37	34
Groceries (full line)	6	56	55	55	56	56	56	58	58	60	56	54	54	54
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	5	5	5	5	6	6	6	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	227	228	228	227	226	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 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												December
			January	February	March	April	May	June	July	August	September	October	November		
<b>TOTAL</b>	141	1,433	1,388	1,383	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	2	1	3	2	1	1	2	2	
Automotive	12	86	81	80	81	88	86	88	88	91	92	91	92	92	
Beer, Wines and Liquors	7	71	66	66	66	66	66	66	73	75	75	75	76	78	
Chemicals and Paints	4	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	3	
Coal and Coke	--	5	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	4	
Farm Products - raw materials	15	67	64	63	65	66	67	68	68	64	71	71	70	65	
Farm Products - consumer goods	35	62	58	58	57	57	58	60	69	69	64	63	66	66	
Farm Supplies	3	17	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	24	
General Merchandise	5	82	82	82	82	82	82	82	82	82	82	82	82	82	
Groceries (full line)	8	428	428	428	428	428	427	429	428	426	427	430	428	428	
Groceries and Foods (specialty lines)	20	80	79	80	79	82	83	83	81	82	79	79	81	81	
Hardware	--	11	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	13	
Lumber and Construction Materials	3	4	4	4	4	4	5	5	4	4	4	6	5	5	
Machinery, Equipment and Supplies	5	70	64	64	65	65	64	70	72	72	74	78	78	80	
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
Paper and its Products	--	2	--	--	--	--	--	--	--	--	--	--	8	8	
Petroleum and its Products	19	323	319	320	321	321	326	326	325	325	328	321	319	319	
Plumbing and Heating Expt and Spls	--	65	56	50	62	66	66	66	69	74	68	68	70	68	
Tobacco and its Products (except leaf)	4	5	3	3	4	4	6	6	6	6	6	6	6	5	
Waste Materials	--	--	--	--	--	--	--	--	--	--	--	--	--	--	
All Other Products	2	3	2	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: 1935

STATE OF UTAH

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											
			January	February	March	April	May	June	July	August	September	October	November	December
<b>TOTAL</b>	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	613	627	626	632	636	668	646	615	620	619	628	
Beer, Wines and Liquors	22	91	94	91	91	91	90	90	93	92	91	88	91	
Chemicals and Paints	8	143	143	142	151	150	160	157	152	146	154	148	145	
Clothing and Furnishings	3	46	46	46	47	46	46	46	47	46	46	46	44	
Coal and Coke	1	93	96	96	95	93	99	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	9	10	10	10	10	10	10	10	10	
Dry Goods (full line)	--	93	85	87	96	96	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	6	229	221	222	225	224	227	231	234	231	233	234	239	
Farm Products - raw materials	55	211	167	165	168	171	206	227	244	263	241	236	226	
Farm Products - consumer goods	69	597	596	563	573	569	577	654	670	679	684	589	571	
Farm Supplies	5	84	83	81	73	85	87	83	77	88	87	88	83	
Furniture and House Furnishings	3	65	58	61	63	62	63	70	63	65	72	74	71	
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	
Groceries (full line)	2	291	289	291	291	291	291	291	291	293	293	293	293	
Groceries and Foods (specialty lines)	53	414	404	402	405	404	402	403	416	416	420	424	433	
Hardware	1	473	441	443	432	458	460	474	492	480	479	506	490	
Jewelry and Optical Goods	--	39	39	39	39	38	38	38	39	41	41	41	39	
Lumber and Construction Materials	11	206	171	177	185	194	202	219	220	225	228	213	219	
Machinery, Equipment and Supplies	22	456	428	427	440	442	446	443	466	470	468	477	478	
Metals and Metal Work (except scrap)	3	51	49	50	49	48	49	50	51	52	51	53	52	
Paper and its Products	--	77	76	78	78	78	77	76	78	78	78	77	82	
Petroleum and its Products	14	535	517	517	519	533	536	547	549	544	540	537	532	
Plumbing and Heating Eqpt. and Spls	1	117	110	111	112	113	113	113	117	121	122	126	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	46	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											
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember	De- cember
			825	822	820	847	860	867	860	877	946	940	907	895
<u>TOTAL</u>	123	874	825	822	820	847	860	867	860	877	946	940	907	895
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	5	56	54	54	54	53	54	57	59	59	58	57	57	57
Beer, Wines and Liquors	10	39	13	14	14	45	47	50	50	48	49	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
Farm Products - consumer goods	22	133	128	129	130	127	131	133	132	135	134	139	136	136
Farm Supplies	2	1	2	2	2	1	1	1	1	1	1	1	1	1
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	--	168	167	167	164	167	168	168	169	169	169	172	166	164
Groceries and Foods (specialty lines)	20	37	35	35	34	36	37	38	38	39	39	38	37	39
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Lumber and Construction Materials	1	9	9	9	9	9	9	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
Metals and Metal Work (except scrap)	2	8	8	8	6	6	6	6	6	6	9	9	9	9
Paper and its Products	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Petroleum and its Products	10	237	236	234	234	235	235	239	238	237	237	238	238	238
Plumbing and Heating Eqpt. and Spis	--	5	5	7	3	4	6	3	8	3	8	6	7	4
Tobacco and its Products (except leaf)	5	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
All Other Products	1	3	3	3	3	3	3	3	3	3	4	4	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	No- vember		
<b>TOTAL</b>	8,450	1,081,857	1,044,894	1,055,231	1,065,229	1,065,789	1,069,515	1,090,023	1,093,357	1,094,694	1,098,639	1,114,703	1,120,002	1,107,607	
Amusement and Sporting Goods	114	1,603	1,547	1,533	1,551	1,568	1,560	1,571	1,570	1,602	1,628	1,678	1,705	1,736	
Automotive	572	6,703	6,323	6,044	6,479	6,577	6,644	6,709	6,814	6,821	6,794	6,954	6,972	6,977	
Beer, Wines and Liquors	305	4,122	3,821	3,843	3,946	4,027	4,180	4,227	4,193	4,227	4,271	4,374	4,381	4,380	
Chemicals and Paints	135	2,235	2,159	2,154	2,195	2,229	2,229	2,250	2,264	2,282	2,271	2,237	2,285	2,282	
Clothing and Furnishings	392	1,671	1,792	1,808	1,827	1,838	1,834	1,851	1,877	1,903	1,914	1,917	2,015	1,901	
Coal and Coke	14	99	114	98	96	89	80	83	83	90	100	110	125	114	
Drugs (full line)	2	1,626	1,775	1,789	1,800	1,809	1,815	1,803	1,820	1,812	1,823	1,911	1,870	1,890	
Drugs and Drug Sundries (specialty lines)	126	1,154	1,071	1,103	1,117	1,128	1,128	1,128	1,136	1,154	1,176	1,226	1,232	1,228	
Dry Goods (full line)	8	305	295	302	300	298	296	312	306	311	298	306	321	307	
Dry Goods (specialty lines)	256	1,252	1,205	1,211	1,227	1,234	1,231	1,241	1,247	1,255	1,256	1,287	1,289	1,295	
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	934	878	866	866	873	870	988	917	941	956	1,018	1,085	1,035	
Farm Products - consumer goods	1,534	27,861	26,544	27,487	28,008	30,033	30,352	29,189	28,753	28,230	27,526	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	1,463	1,463	1,469	1,496	1,521	1,521	1,545	1,561	1,576	1,583	
General Merchandise	22	876	854	848	856	845	842	857	841	873	905	944	941	920	
Groceries (full line)	56	3,317	3,231	3,243	3,288	3,271	3,281	3,306	3,312	3,329	3,375	3,351	3,399	3,354	
Groceries and Foods (specialty lines)	1,359	12,448	11,653	11,529	11,517	11,604	11,599	11,620	11,612	12,186	12,751	15,385	14,768	12,957	
Hardware	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	
Jewelry and Optical Goods	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	
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	8,722	8,603	8,671	9,044	9,113	9,353	9,327	9,385	9,418	9,613	9,574	9,584	
Metals and Metal Work (except scrap)	65	1,932	1,787	1,810	1,868	1,924	1,932	1,927	1,983	1,979	1,993	2,076	1,954	1,946	
Paper and its Products	121	2,434	2,398	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 Ept and Spits	107	1,637	1,550	1,543	1,553	1,564	1,584	1,610	1,641	1,622	1,700	1,735	1,749	1,771	
Tobacco and its Products (except leaf)	96	1,198	1,154	1,148	1,156	1,177	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 no employees of commission bulk tank stations. See list.



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	Sep- tember	October	No- vember		
<b>TOTAL</b>	674	11,316	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	181	180	182	190	191	194	186	187	187	184	187		
Automotive	29	991	940	950	964	993	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	213	219		
Chemicals and Paints	22	252	238	243	241	244	260	262	255	257	265	257	251		
Clothing and Furnishings	17	125	116	118	121	123	128	123	119	129	132	129	132		
Coal and Coke	2	17	17	17	17	17	17	17	17	17	17	17	17		
Drugs (full line)	--	243	243	243	245	244	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		
Dry Goods (full line)	2	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		
Electrical Goods	18	473	449	452	451	453	452	487	492	493	494	497	498		
Farm Products raw materials	43	473	439	427	434	454	477	468	572	592	506	465	417		
Farm Products consumer goods	97	1,625	1,259	1,224	1,282	1,256	1,426	1,405	2,746	2,267	2,361	1,596	1,446		
Farm Supplies	25	190	171	163	183	185	184	169	233	238	222	191	172		
Furniture and House Furnishings	8	95	93	95	97	96	95	96	94	96	96	94	94		
General Merchandise	--	54	53	54	54	53	53	53	53	54	54	54	54		
Groceries (full line)	11	576	575	572	580	578	577	577	584	591	577	575	568		
Groceries and Foods (specialty lines)	98	1,218	1,130	1,054	1,034	1,050	1,082	1,118	1,144	1,243	1,403	1,459	1,464		
Hardware	19	381	355	353	362	359	371	393	397	386	391	391	397		
Jewelry and Optical Goods	3	77	74	74	74	76	78	78	77	77	78	78	78		
Lumber and Construction Materials	35	412	402	403	412	406	412	409	414	417	421	419	411		
Machinery, Equipment and Supplies	71	929	875	900	900	905	922	933	956	953	955	962	947		
Metals and Metal Work (except scrap)	9	292	281	277	286	294	302	293	294	290	293	291	295		
Paper and its Products	7	228	225	227	225	226	221	227	230	227	231	233	233		
Petroleum and its Products	31	1,568	1,550	1,562	1,565	1,608	1,567	1,570	1,589	1,578	1,602	1,543	1,520		
Plumbing and Heating Ept and Spals	6	223	218	222	224	226	235	237	217	222	221	219	220		
Tobacco and its Products (except leaf)	22	101	95	95	98	95	99	99	105	104	105	106	107		
Waste Materials	11	84	81	80	78	94	89	98	77	76	85	80	79		
All Other Products	23	245	224	230	234	232	242	232	228	277	274	273	270		

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

STATE OF WASHINGTON

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												De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember		
<b>TOTAL</b>	1,206	22,725	20,652	20,361	20,360	20,519	21,024	21,656	22,635	23,538	26,209	27,680	25,018	22,878	
Amusement and Sporting Goods	16	311	302	302	310	303	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	1,593	1,599	1,594	1,601	1,612	
Beer, Wines and Liquors	62	347	335	337	345	350	374	358	344	347	340	342	351	346	
Chemicals and Paints	13	441	400	409	418	430	460	454	457	462	466	463	441	425	
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)	8	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	754	742	754	
Farm Products - raw materials	85	810	621	629	596	685	643	721	990	1,306	1,198	982	742	672	
Farm Products - consumer goods	207	5,035	3,657	3,201	3,247	3,618	4,182	4,853	5,127	7,823	9,351	7,032	4,983	4,983	
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	966	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	2,455	2,526	2,523	2,526	
Hardware	5	936	890	900	917	931	931	942	949	963	955	954	954	941	
Jewelry and Optical Goods	13	183	179	179	179	180	180	180	185	185	187	185	185	188	
Lumber and Construction Materials	40	846	803	815	820	824	842	821	868	894	881	879	860	840	
Machinery, Equipment and Supplies	94	1,738	1,665	1,659	1,722	1,716	1,750	1,717	1,759	1,737	1,768	1,795	1,775	1,797	
Metals and Metal Work (except scrap)	7	351	340	339	351	375	360	356	362	388	364	357	366	366	
Paper and its Products	16	404	395	404	402	403	401	403	413	403	404	404	404	411	
Petroleum and its Products	38	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	203	196	198	197	198	201	204	206	206	206	206	207	208	
Waste Materials	37	236	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				
			1,176	15,072	14,850	14,795	14,921	14,907	14,671	14,958	14,691	14,955	15,178	15,509		
<b>TOTAL:</b>			145	156	156	157	155	157	156	158	159	159	164	163	170	
Amusement and Sporting Goods	14	168	145	156	156	157	155	157	156	158	159	159	164	163	170	
Automotive	37	651	627	621	625	644	644	644	653	665	662	662	677	666	668	
Beer, Wines and Liquors	17	686	630	631	627	652	704	728	702	709	719	719	721	706	703	
Chemicals and Paints	21	193	187	187	190	192	190	192	190	198	195	195	198	196	195	
Clothing and Furnishings	119	450	446	447	453	449	446	446	441	449	456	456	454	456	453	
Coal and Coke	22	167	181	187	182	182	182	150	150	149	150	149	150	183	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	306	315	322	323	322	328	350	
Dry Goods (full line)	1	201	197	197	197	197	197	197	197	203	206	206	206	206	206	
Dry Goods (specialty lines)	55	211	206	206	208	211	210	210	210	214	214	213	215	215	215	
Electrical Goods	16	467	472	455	459	461	474	474	474	475	467	467	470	466	469	
Farm Products raw materials	37	157	149	149	156	156	156	156	156	161	161	161	170	156	146	
Farm Products consumer goods	183	860	860	855	864	879	883	899	883	899	897	892	879	891	889	
Farm Supplies	17	350	337	356	345	394	385	356	356	356	339	343	343	361	350	
Furniture and House Furnishings	24	166	166	160	160	163	165	163	163	164	167	166	166	175	172	
General Merchandise	3	757	825	771	760	738	732	729	741	733	756	767	761	761	766	
Groceries (full line)	12	405	405	409	410	412	408	406	406	407	402	403	403	403	401	
Groceries and Foods (specialty lines)	224	2,623	2,736	2,685	2,688	2,560	2,477	2,440	2,438	2,437	2,553	2,798	2,680	2,645	2,645	
Hardware	17	136	136	136	136	136	136	136	136	136	136	136	136	136	136	
Jewelry and Optical Goods	25	150	145	144	144	147	150	150	150	148	156	156	152	156	156	
Lumber and Construction Materials	29	640	595	614	625	642	661	645	645	641	648	642	650	673	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	1,869	
Metals and Metal Work (except scrap)	16	376	394	360	364	378	396	381	356	368	367	363	366	366	363	
Paper and its Products	32	359	357	356	359	359	356	356	357	357	357	357	363	363	363	
Petroleum and its Products	9	978	1,015	1,021	1,004	1,002	1,002	971	952	916	952	939	963	959	977	
Plumbing and Heating Eqpt and Spls	16	466	458	460	465	467	462	460	451	465	470	470	487	477	465	
Tobacco and its Products (except leaf)	29	300	298	296	296	297	299	300	300	301	301	304	302	302	302	
Waste Materials	55	591	547	545	566	575	575	590	596	589	584	597	597	597	597	
All Other Products	50	271	267	269	270	266	267	270	271	271	269	270	276	276	276	

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 and 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		
<b>TOTAL</b>			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	602	604	608	613	620	659	657	627	625	652	639	
Automotive	33	2,083	2,055	2,056	2,068	2,066	2,090	2,086	2,099	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	1,158	1,185	1,178	1,181	1,181	1,211	1,188	1,142	
Chemicals and Paints	31	1,030	1,014	1,010	1,020	1,028	1,028	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	1,602	1,636	1,624	1,628	
Coal and Coke	8	521	618	558	538	545	545	469	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	161	172	173	179	179	178	178	178	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	815	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	1,335	1,353	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	914	925	933	934	925	938	934	943	948	953	
General Merchandise	1	25	24	22	20	24	23	24	23	24	28	26	28	29	
Groceries (full line)	1	1,479	1,650	1,439	1,440	1,442	1,435	1,435	1,435	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	4,546	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	3,967	4,003	4,018	4,010	4,039	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	638	637	694	582	576	572	587	610	617	657	675	686	
Plumbing and Heating Eqpt. and Spis.	25	765	719	719	757	755	754	750	754	758	796	817	808	788	
Tobacco and its Products (except leaf)	19	309	308	309	308	314	305	313	311	311	311	307	309	309	
Waste Materials	59	553	532	538	545	550	552	556	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	1,780	

\* 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											
			January	February	March	April	May	June	July	August	September	October	November	December
<b>TOTAL</b>	428	9,080	8,848	8,842	8,980	9,040	9,013	9,167	9,027	9,065	9,234	9,390	9,284	9,300
Amusement and Sporting Goods	2	240	239	237	236	236	238	236	240	242	242	242	242	244
Automotive	20	885	872	862	876	871	888	899	890	894	901	911	860	877
Beer, Wines and Liquors	9	187	176	180	182	186	191	184	184	183	185	192	196	202
Chemicals and Paints	4	195	189	191	198	199	198	200	200	199	199	195	195	193
Clothing and Furnishings	6	115	108	90	96	105	105	108	115	119	136	137	136	124
Coal and Coke	5	259	276	273	287	264	256	242	241	242	245	259	265	267
Drugs (full line)	--	170	169	170	170	170	170	169	167	167	167	173	174	174
Drugs and Drug Sundries (specialty lines)	3	50	50	51	53	53	47	47	49	49	53	52	51	50
Dry Goods (full line)	1	14	12	12	13	13	13	13	14	14	16	16	16	16
Dry Goods (specialty lines)	10	11	11	11	11	11	11	11	11	11	11	11	11	11
Electrical Goods	10	551	558	556	551	552	546	544	545	551	550	551	555	548
Farm Products - raw materials	12	204	205	202	204	205	204	200	199	199	203	211	210	209
Farm Products - consumer goods	92	862	844	842	851	858	863	874	876	882	869	865	868	867
Farm Supplies	3	152	147	149	154	175	175	147	143	147	148	142	142	144
Furniture and House Furnishings	9	118	115	114	117	119	119	120	120	120	121	120	120	118
General Merchandise	--	13	13	13	13	13	13	13	13	13	13	13	13	13
Groceries (full line)	6	260	256	258	261	261	253	258	259	257	262	268	264	265
Groceries and Foods (specialty lines)	56	824	819	815	826	815	811	812	830	824	815	856	830	830
Hardware	1	446	458	461	461	450	442	440	440	439	439	434	430	431
Jewelry and Optical Goods	13	109	104	104	108	109	109	110	112	111	109	110	111	112
Lumber and Construction Materials	9	580	506	511	537	590	537	535	535	536	671	682	691	664
Machinery, Equipment and Supplies	36	856	810	809	818	838	845	848	846	844	841	854	841	839
Metals and Metal Work (except scrap)	5	276	259	262	265	275	273	280	279	285	287	283	281	278
Paper and its Products	11	284	284	285	282	284	284	285	285	288	291	301	304	303
Petroleum and its Products	3	434	417	425	424	429	422	416	436	445	445	448	455	452
Plumbing and Heating Eqt and Spis	5	275	270	264	267	264	265	266	278	284	281	290	284	284
Tobacco and its Products (except leaf)	27	126	125	125	125	126	126	127	128	126	125	126	126	127
Waste Materials	37	380	358	358	366	372	380	369	374	371	367	414	394	394
All Other Products	31	220	212	215	214	228	219	214	219	221	224	224	221	226

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

## CENSUS OF BUSINESS

## CITY OF CHICAGO, ILLINOIS

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		
<b>TOTAL</b>	<b>3,435</b>	<b>85,349</b>	<b>81,362</b>	<b>81,638</b>	<b>82,090</b>	<b>82,591</b>	<b>82,974</b>	<b>83,050</b>	<b>85,523</b>	<b>84,184</b>	<b>85,378</b>	<b>85,437</b>	<b>85,117</b>		
Amusement and Sporting Goods	46	1,262	1,218	1,240	1,256	1,245	1,263	1,255	1,259	1,267	1,289	1,284	1,329		
Automotive	135	3,894	3,722	3,766	3,906	3,905	3,954	3,991	3,976	3,956	3,958	3,963	3,922		
Beer, Wines and Liquors	143	2,682	2,548	2,564	2,622	2,619	2,624	2,612	2,612	2,646	2,754	2,722	2,738		
Chemicals and Paints	47	2,418	2,362	2,394	2,407	2,417	2,416	2,418	2,429	2,451	2,454	2,451	2,453		
Clothing and Furnishings	300	2,691	2,622	2,630	2,666	2,667	2,671	2,649	2,721	2,733	2,772	2,761	2,778		
Coal and Coke	11	991	1,035	1,052	965	948	951	984	964	994	1,054	977	985		
Drugs (full line)	--	763	765	770	757	755	756	760	762	762	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	1,563	1,593	1,608		
Dry Goods (full line)	--	3,564	3,448	3,556	3,552	3,531	3,557	3,459	3,499	3,575	3,754	3,737	3,450		
Dry Goods (specialty lines)	152	1,234	1,244	1,250	1,235	1,232	1,224	1,215	1,217	1,231	1,245	1,243	1,243		
Electrical Goods	3,533	3,362	3,375	3,428	3,466	3,535	3,551	3,545	3,584	3,595	3,635	3,673	3,652		
Farm Products	104	2,027	2,010	1,945	1,925	1,885	1,846	1,909	1,857	1,882	1,868	1,828	1,835		
Farm Products - raw materials	478	5,368	5,355	5,347	5,462	5,514	5,585	5,547	5,506	5,501	5,588	5,539	5,557		
Farm Supplies - consumer goods	16	670	651	713	806	765	700	680	575	605	686	686	684		
Furniture and House Furnishings	135	1,646	1,543	1,565	1,613	1,659	1,648	1,638	1,661	1,680	1,728	1,726	1,740		
General Merchandise	6	1,346	1,364	1,297	1,274	1,274	1,266	1,285	1,327	1,354	1,397	1,485	1,516		
Groceries (full line)	16	3,801	3,774	3,725	3,732	3,722	3,719	3,673	3,968	3,684	3,681	3,666	3,634		
Groceries and Foods (specialty lines)	470	9,596	9,448	9,444	9,461	9,494	9,435	9,509	9,529	9,762	9,865	9,862	9,901		
Hardware	46	1,582	1,536	1,558	1,553	1,553	1,566	1,566	1,584	1,620	1,638	1,642	1,647		
Jewelry and Optical Goods	65	1,746	1,690	1,672	1,708	1,710	1,716	1,716	1,722	1,761	1,780	1,885	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	3,687	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	10,990		
Metals and Metal Work (except scrap)	53	3,574	3,484	3,445	3,456	3,476	3,539	3,592	3,624	3,632	3,677	3,706	3,695		
Paper and its Products	109	2,587	2,493	2,543	2,559	2,577	2,561	2,582	2,596	2,608	2,644	2,688	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	2,209	2,210		
Plumbing and Heating Eqpt and Spls	58	1,749	1,688	1,704	1,708	1,734	1,733	1,756	1,760	1,782	1,846	1,784	1,784		
Tobacco and its Products (except leaf)	61	758	734	757	740	748	747	776	765	768	782	776	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	284	3,529	3,526	3,535	3,527	3,498	3,507	3,500	3,510	3,547	3,545	3,579	3,575		

\* 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												De- cember
			January	February	March	April	May	June	July	August	September	October	November		
<b>TOTAL</b>	1,030	21,502	20,960	21,053	20,973	21,267	21,232	21,398	21,468	22,058	21,831	22,056	21,874	21,873	21,407
Amusement and Sporting Goods	14	377	356	357	359	365	373	385	385	360	363	403	397	403	407
Automotive	48	2,110	2,060	2,071	2,101	2,102	2,113	2,107	2,105	2,110	2,124	2,143	2,122	2,162	2,182
Beer, Wines and Liquors	10	207	199	194	196	198	192	206	206	212	220	221	218	228	228
Chemicals and Paints	31	789	767	771	779	801	816	813	795	774	789	789	774	795	795
Clothing and Furnishings	70	506	471	479	477	479	487	486	468	508	537	580	539	539	539
Coal and Coke	11	456	463	465	460	458	465	465	448	452	451	448	450	452	452
Drugs (full-time)	--	227	225	227	219	224	226	228	227	228	227	231	230	232	232
Drugs and Drug Sundries (specialty lines)	12	146	146	147	147	149	148	148	147	147	148	146	149	149	149
Dry Goods (full line)	3	169	172	169	170	169	170	167	167	166	168	168	167	168	168
Dry Goods (specialty lines)	29	127	121	122	122	122	127	126	133	130	130	129	129	128	128
Electrical Goods	26	1,123	1,107	1,106	1,118	1,120	1,118	1,118	1,126	1,132	1,137	1,144	1,128	1,128	1,127
Farm Products (raw materials)	20	84	82	83	83	84	85	85	85	85	83	84	84	84	84
Farm Products (consumer goods)	159	1,342	1,292	1,292	1,286	1,289	1,316	1,316	1,316	1,304	1,339	1,318	1,325	1,334	1,334
Farm Supplies	3	103	103	106	107	104	104	104	103	100	100	102	101	103	103
Furniture and House Furnishings	28	294	288	291	289	297	302	297	294	291	295	295	300	294	294
General Merchandise	--	16	16	16	16	16	16	16	16	16	16	16	16	16	16
Groceries (full line)	11	833	859	856	848	830	831	828	828	831	828	819	860	860	861
Groceries and Foods (specialty lines)	170	2,188	2,147	2,163	2,135	2,174	2,128	2,127	2,226	2,242	2,275	2,262	2,209	2,145	2,145
Hardware	12	1,116	1,106	1,106	1,105	1,111	1,110	1,114	1,120	1,121	1,122	1,130	1,121	1,123	1,123
Jewelry and Optical Goods	8	202	194	191	191	192	190	194	196	198	216	221	218	216	216
Lumber and Construction Materials	27	1,975	1,273	1,288	1,291	1,334	1,362	1,399	1,408	1,419	1,450	1,456	1,428	1,397	1,397
Machinery, Equipment and Supplies	147	2,963	2,807	2,824	2,896	2,952	2,928	2,964	2,977	3,066	3,036	3,018	3,065	3,065	3,065
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	1,050	1,050
Paper and its Products	22	625	644	616	616	616	615	616	617	616	621	624	624	624	624
Petroleum and its Products	10	902	922	966	934	968	968	867	862	897	877	902	897	878	878
Plumbing and Heating Equip. and Spts	13	467	449	442	445	452	459	460	460	471	476	502	498	485	485
Tobacco and its Products (except leaf)	10	325	323	323	324	324	324	324	327	328	328	327	326	327	327
Waste Materials	54	793	735	746	737	768	775	761	761	761	837	852	833	837	837
All Other Products	36	631	615	610	614	640	642	634	626	632	620	657	642	645	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												De- cember
			January	February	March	April	May	June	July	August	Sep- tember	October	No- vember		
<b>TOTAL</b>	1,332	22,727	22,321	22,251	22,198	22,207	22,279	22,269	22,452	22,574	23,006	23,760	23,550	23,757	
Amusement and Sporting Goods	20	404	391	390	395	405	399	401	404	408	410	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	2,459	2,462	
Beer, Wines and Liquors	19	246	198	199	213	219	224	226	226	274	285	295	287	317	
Chemicals and Paints	10	683	663	678	681	682	688	688	682	680	681	698	688	687	
Clothing and Furnishings	47	274	261	262	264	274	272	275	270	268	277	283	290	293	
Coal and Coke	8	347	355	356	350	343	337	325	328	340	351	355	358	360	
Drugs (full time)	2	228	228	229	231	226	226	226	225	225	225	228	231	232	
Drugs and Drug Sundries (specialty lines)	23	398	392	402	395	399	399	396	389	400	398	410	402	395	
Dry Goods (full time)	2	266	262	263	262	262	265	264	267	267	265	269	269	269	
Dry Goods (specialty lines)	17	103	100	100	103	103	103	103	103	103	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	1,226	
Farm Products - raw materials	17	194	200	194	186	180	183	188	189	196	192	201	203	211	
Farm Products - consumer goods	216	2,146	2,119	2,138	2,143	2,161	2,160	2,149	2,149	2,101	2,097	2,191	2,193	2,202	
Farm Supplies	10	740	1,079	895	703	509	478	409	437	544	670	1,065	961	1,109	
Furniture and House Furnishings	27	292	280	282	288	294	291	290	289	289	296	301	299	303	
General Merchandise	2	17	17	17	17	17	17	17	17	17	17	17	17	17	
Groceries (full time)	21	460	447	443	448	452	452	452	450	465	465	468	479	479	
Groceries and Foods (specialty lines)	221	2,532	2,429	2,433	2,446	2,471	2,480	2,540	2,561	2,557	2,587	2,628	2,619	2,628	
Hardware	15	481	459	461	461	461	472	475	482	476	495	508	513	511	
Jewelry and Optical Goods	17	415	409	406	411	414	414	414	411	408	414	424	424	423	
Lumber and Construction Materials	28	672	665	664	668	675	659	669	665	668	683	692	683	680	
Machinery, Equipment and Supplies	196	2,788	2,698	2,683	2,714	2,718	2,743	2,745	2,764	2,760	2,795	2,834	2,834	2,835	
Metals and Metal Work (except scrap)	27	1,078	1,047	1,046	1,042	1,042	1,055	1,053	1,066	1,103	1,102	1,147	1,131	1,127	
Paper and its Products	38	849	854	835	838	842	847	851	851	853	856	859	860	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	
Plumbing and Heating Ept. and Spis.	14	671	665	655	656	663	663	670	679	680	687	682	685	682	
Tobacco and its Products (except leaf)	23	368	363	360	360	362	362	363	363	365	369	400	396	396	
Waste Materials	92	978	923	937	960	966	971	976	980	982	1,003	1,020	1,009	1,002	
All Other Products	69	561	563	553	558	597	552	545	562	574	570	570	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 propri- etors and firm mem- bers	Employees (fulltime and part- time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month												No- vem- ber	De- cem- ber
			January	February	March	April	May	June	July	August	Sep- tem- ber	October				
<b>TOTAL</b>	2,061	34,820	33,966	34,037	34,229	34,373	34,314	34,408	34,548	34,855	35,771	36,439	36,016			
Amusement and Sporting Goods	58	849	814	808	811	813	822	825	851	874	902	922	934			
Automotive	189	3,059	2,904	2,968	3,014	3,034	3,066	3,118	3,120	3,085	3,162	3,170	3,194			
Beer, Wines and Liquors	87	1,402	1,327	1,380	1,387	1,381	1,367	1,398	1,407	1,392	1,437	1,460	1,453			
Chemicals and Paints	61	807	760	778	753	818	836	885	826	813	820	816	817			
Clothing and Furnishings	218	775	742	767	774	762	755	778	786	794	804	804	789			
Coal and Coke	5	18	20	18	18	15	15	15	17	17	18	19	23			
Drugs (full line)	2	1,084	1,065	1,077	1,082	1,084	1,075	1,066	1,073	1,078	1,097	1,095	1,109			
Drugs and Drug Sundries (specialty lines)	68	514	483	493	497	505	498	500	500	513	559	557	566			
Dry Goods (full line)	6	18	16	16	16	16	16	19	19	19	19	19	19			
Dry Goods (specialty lines)	155	665	635	645	647	648	659	662	670	687	696	696	698			
Electrical Goods	104	1,565	1,492	1,492	1,515	1,538	1,549	1,565	1,600	1,612	1,650	1,630	1,636			
Farm Products - raw materials	31	247	239	217	218	216	220	219	224	249	281	338	330			
Farm Products - consumer goods	545	4,552	4,751	4,705	4,631	4,656	4,459	4,313	4,311	4,327	4,740	4,606	4,477			
Farm Supplies	12	284	279	292	291	283	280	276	280	280	285	280	290			
Furniture and House Furnishings	128	702	673	677	681	679	682	694	708	720	726	735	737			
General Merchandise	8	261	228	229	244	248	249	259	269	278	301	285	302			
Groceries (full line)	11	251	1,236	1,255	1,252	1,252	1,250	1,248	1,248	1,254	1,266	1,257	1,262			
Groceries and Foods (specialty lines)	374	4,408	4,212	4,141	4,172	4,199	4,200	4,246	4,266	4,348	5,271	4,934	4,642			
Hardware	42	964	905	915	920	929	943	964	979	990	1,032	1,045	1,044			
Jewelry and Optical Goods	68	543	521	521	530	531	535	534	541	546	566	563	584			
Lumber and Construction Materials	56	1,214	1,448	1,325	1,320	1,245	1,246	1,142	1,119	1,155	1,144	1,149	1,127			
Machinery, Equipment and Supplies	226	4,089	3,859	3,889	4,006	4,016	4,153	4,142	4,154	4,179	4,284	4,289	4,283			
Metals and Metal Work (except scrap)	19	674	627	629	638	661	687	680	685	699	708	687	695			
Paper and its Products	56	999	967	985	957	969	977	977	989	1,042	1,037	1,039	1,045			
Petroleum and its Products	21	1,384	1,366	1,391	1,397	1,396	1,390	1,391	1,385	1,376	1,365	1,373	1,367			
Plumbing and Heating Ept and Spis	28	638	588	578	600	615	639	682	655	677	685	689	696			
Tobacco and its Products (except leaf)	16	231	228	219	222	225	220	235	242	240	240	239	239			
Waste Materials	40	511	519	526	536	529	520	530	486	488	501	516	495			
All Other Products	227	1,112	1,073	1,096	1,102	1,100	1,085	1,072	1,098	1,090	1,138	1,177	1,203			

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

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

CITY 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		
<b>TOTAL</b>	548	12,294	12,564	12,409	12,499	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	284	289		
Automotive	10	771	748	748	787	770	771	770	763	770	800	800	799		
Beer, Wines and Liquors	21	512	463	464	470	479	486	511	509	522	567	567	612		
Chemicals and Paints	10	280	288	276	271	272	282	289	287	286	286	289	285		
Clothing and Furnishings	19	555	545	548	557	559	557	546	554	561	570	565	560		
Coal and Coke	2	948	992	968	916	911	945	956	897	951	933	947	959		
Drugs (full line)	330	232	229	228	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	79	80		
Electrical Goods	11	602	593	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	729	753	784	791	779	780	782	763	775	763		
Farm Supplies	2	85	84	90	97	87	85	81	81	82	87	86	83		
Furniture and House Furnishings	8	116	108	112	116	120	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	1,243	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	186	139	187	195	191	192	189	192	190	188		
Machinery, Equipment and Supplies	79	1,492	1,430	1,468	1,498	1,493	1,500	1,509	1,491	1,496	1,539	1,528	1,521		
Metals and Metal Work (except scrap)	10	776	768	766	766	769	772	775	774	784	782	795	798		
Paper and its Products	9	292	282	284	288	290	291	298	299	297	299	295	296		
Petroleum and its Products	4	569	572	568	578	569	595	585	591	592	616	607	604		
Plumbing and Heating Eqpt and Spls	14	435	411	406	418	417	423	433	445	462	467	462	464		
Tobacco and its Products (except leaf)	17	131	128	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		
<b>TOTAL</b>	13,748	199,318	194,976	195,671	196,786	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	4,089	4,128	4,151	4,151	4,164	4,211	4,289	4,333	4,358	4,443	
Automotive	166	5,718	5,846	5,764	5,816	5,764	5,764	5,764	5,630	5,603	5,585	5,670	5,729	5,688	
Beer, Wines and Liquor	82	5,536	5,130	5,306	5,370	5,391	5,443	5,507	5,561	5,602	5,662	5,681	5,794	6,002	
Chemicals and Paints	170	6,646	6,458	6,517	6,582	6,635	6,673	6,693	6,632	6,701	6,712	6,747	6,753	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	1,798	1,773	1,721	1,707	1,662	1,639	1,647	1,661	1,661	1,627	1,605	1,668	
Drugs (full line)	3	626	611	613	613	607	609	612	608	611	604	636	633	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)	39	982	986	1,001	996	983	983	978	962	963	970	1,006	1,001	956	
Dry Goods (specialty lines)	2,123	28,404	27,311	28,142	28,299	28,286	28,132	28,043	28,204	28,470	28,708	29,034	28,736	28,828	
Electrical Goods	286	6,262	6,137	6,163	6,142	6,178	6,215	6,240	6,237	6,370	6,362	6,361	6,371	6,503	
Farm Products - raw materials	666	3,674	3,797	3,842	3,844	3,606	3,567	3,585	3,735	3,741	3,747	3,800	3,585	3,769	
Farm Products - consumer goods	1,277	12,076	11,943	11,630	11,874	12,079	12,080	12,139	12,270	12,188	12,504	12,334	12,330	12,303	
Farm Supplies	28	387	383	387	393	408	396	388	369	374	378	351	350	365	
Furniture and House-Furnishings	680	6,601	6,593	6,414	6,431	6,450	6,476	6,466	6,456	6,625	6,753	6,918	6,686	6,999	
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	2,090	
Groceries (full line)	60	4,204	4,234	4,210	4,188	4,199	4,165	4,139	4,129	4,204	4,204	4,242	4,261	4,253	
Groceries and Foods (specialty lines)	1,277	18,132	17,635	17,624	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	2,839	2,845	2,861	2,862	2,860	2,877	
Jewelry and Optical Goods	800	4,316	4,170	4,168	4,171	4,159	4,180	4,203	4,206	4,280	4,372	4,571	4,589	4,758	
Lumber and Construction Materials	156	4,723	4,474	4,532	4,570	4,665	4,768	4,758	4,659	4,744	4,843	4,918	4,926	4,784	
Machinery, Equipment and Supplies	870	18,869	18,461	18,544	18,502	18,559	18,549	18,623	18,623	18,806	18,858	19,201	19,571	19,985	
Metals and Metal Work (except scrap)	112	4,130	3,953	3,973	3,997	4,033	4,114	4,144	4,260	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	7,165	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	3,769	3,766	3,745	3,690	3,654	3,697	3,709	3,751	
Plumbing and Heating Ept and Spls	138	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	3,615	3,624	3,651	3,651	3,665	3,675	3,692	3,692	3,708	
Waste Materials	542	3,218	3,122	3,066	3,062	3,131	3,136	3,204	3,239	3,194	3,213	3,242	3,413	3,389	
All Other Products	908	10,046	9,850	9,807	9,862	9,953	9,961	9,943	9,887	9,960	10,146	10,355	10,356	10,387	

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

## CENSUS OF BUSINESS

## 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		
<b>TOTAL</b>	2,735	37,347	37,271	37,273	37,360	37,492	37,084	37,081	37,012	37,360	37,725	37,595	37,852		
Amusement and Sporting Goods	36	643	631	632	638	640	643	638	638	640	645	648	657		
Automotive	57	2,010	1,989	1,976	1,996	2,002	1,999	2,017	2,079	2,095	2,108	2,025	2,025		
Beer, Wines and Liquors	81	680	618	611	609	621	628	647	659	655	661	662	692		
Chemicals and Paints	29	1,058	1,053	1,052	1,053	1,059	1,060	1,060	1,060	1,058	1,059	1,060	1,059		
Clothing and Furnishings	213	1,978	1,945	1,940	1,971	1,957	1,959	1,958	1,958	1,955	1,942	1,948	1,976		
Coal and Coke	27	723	742	745	733	714	706	716	698	697	707	737	752		
Drugs (full line)	--	474	467	466	464	466	466	477	479	475	481	485	488		
Drugs and Drug Sundries (specialty lines)	31	392	379	379	383	392	393	398	395	400	414	400	401		
Dry Goods (full line)	6	256	255	261	260	257	257	259	264	260	262	219	268		
Dry Goods (specialty lines)	101	879	876	877	882	889	881	877	877	879	882	880	880		
Electrical Goods	60	2,580	2,022	2,016	2,982	2,967	2,421	2,421	2,337	2,305	2,327	2,364	2,395		
Farm Products - raw materials	81	465	453	455	452	460	466	456	470	471	462	476	465		
Farm Products - consumer goods	479	2,841	2,639	2,654	2,654	2,640	2,634	2,663	2,672	2,646	2,619	2,628	2,642		
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	953		
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	954	979	982		
Groceries and Foods (specialty lines)	319	4,374	4,540	4,565	4,585	4,580	4,587	4,561	4,525	4,506	4,564	4,622	4,535		
Hardware	24	488	490	469	492	489	489	484	480	485	485	493	491		
Jewelry and Optical Goods	58	541	519	536	537	538	538	538	539	540	542	544	548		
Lumber and Construction Materials	77	1,614	1,554	1,547	1,597	1,569	1,625	1,575	1,588	1,614	1,622	1,653	1,694		
Machinery, Equipment and Supplies	288	4,560	4,478	4,516	4,603	4,685	4,693	4,739	4,728	4,875	4,953	4,962	4,976		
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	1,475	1,457	1,453	1,463	1,460	1,463	1,468	1,469	1,467	1,489	1,488		
Petroleum and its Products	9	1,977	2,136	2,062	1,988	1,956	1,962	1,953	1,949	1,956	1,942	1,954	1,973		
Plumbing and Heating Eqpt. and Spls	69	1,118	1,045	1,052	1,076	1,098	1,118	1,118	1,135	1,145	1,174	1,191	1,168		
Tobacco and its Products (except leaf)	71	617	587	595	584	603	612	609	622	632	635	638	643		
Waste Materials	191	929	890	893	905	919	931	945	934	934	926	962	955		
All Other Products	188	1,618	1,576	1,564	1,600	1,590	1,585	1,596	1,627	1,645	1,658	1,651	1,651		

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	Sep- tember	October	No- vember		
<b>TOTAL</b>	904	15,989	15,642	15,747	15,911	15,969	16,047	16,152	16,142	16,066	16,177	16,122	16,205	16,422	
Amusement and Sporting Goods	14	410	412	410	417	419	418	421	425	422	422	420	422	422	
Automotive	22	1,415	1,392	1,407	1,414	1,426	1,421	1,462	1,444	1,393	1,414	1,392	1,404	1,404	
Beer, Wines and Liquors	96	215	205	201	207	209	219	226	226	226	219	215	217	217	
Chemicals and Paints	7	278	274	273	274	278	284	279	279	278	277	279	278	278	
Clothing and Furnishings	88	401	390	391	390	392	397	401	403	405	412	410	410	410	
Coal and Coke	--	197	187	186	186	182	182	182	182	182	182	182	182	182	
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	82	81	83	84	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	68	68	68	71	71	69	69	
Electrical Goods	30	927	933	904	920	932	950	947	946	931	928	933	934	934	
Farm Products raw materials	21	172	173	172	172	173	174	172	172	173	170	169	169	169	
Farm Products consumer goods	177	1,270	1,268	1,267	1,272	1,269	1,266	1,280	1,286	1,247	1,281	1,265	1,284	1,284	
Farm Supplies	3	28	26	29	29	27	26	29	28	28	28	28	28	28	
Furniture and House Furnishings	24	244	237	240	243	247	247	244	249	246	252	243	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	514	513	511	514	529	539	555	545	546	546	
Groceries and Foods (specialty lines)	103	2,121	2,137	2,135	2,114	2,110	2,126	2,121	2,108	2,100	2,112	2,105	2,154	2,154	
Hardware	3	576	567	569	568	569	569	569	574	580	597	596	585	585	
Jewelry and Optical Goods	22	254	219	220	221	224	224	224	224	225	228	230	228	228	
Lumber and Construction Materials	23	921	890	875	884	931	942	959	944	944	910	915	900	900	
Machinery, Equipment and Supplies	107	2,218	2,111	2,137	2,164	2,220	2,237	2,269	2,253	2,251	2,247	2,265	2,260	2,260	
Metals and Metal Work (except scrap)	13	644	603	625	620	633	640	647	652	662	676	668	675	675	
Paper and its Products	12	451	450	421	431	441	438	435	430	428	431	436	436	436	
Petroleum and its Products	9	583	583	580	589	582	578	579	582	576	596	585	581	581	
Plumbing and Heating Eqpt. and Spis.	15	572	554	552	553	550	553	567	578	587	607	609	594	594	
Tobacco and its Products (except leaf)	17	183	159	163	165	166	174	198	193	199	202	202	214	214	
Waste Materials	22	261	253	256	253	259	264	265	267	262	261	263	258	258	
All Other Products	34	430	436	441	445	440	439	421	421	421	413	417	410	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 (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		
<b>TOTAL</b>	1,055	29,510	29,740	29,745	29,637	29,549	29,851	29,709	29,855	30,124	30,571	30,495	30,291		
Amusement and Sporting Goods	7	396	359	396	397	397	394	397	400	394	400	408	408		
Automotive	64	1,499	1,394	1,402	1,463	1,446	1,431	1,441	1,451	1,492	1,599	1,689	1,681		
Beer, Wines and Liquors	5	366	370	367	362	366	371	361	360	403	407	401	401		
Chemicals and Paints	16	487	486	485	467	490	489	488	482	494	482	483	464		
Clothing and Furnishings	94	4,100	4,061	4,135	4,162	4,142	4,065	4,058	4,073	4,104	4,153	4,145	4,022		
Coal and Coke	12	287	299	296	282	269	282	270	261	281	294	295	300		
Drugs (full line)	--	664	667	670	660	659	664	659	664	663	660	663	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	2,080	1,970	1,954	1,976	1,957	1,988	2,011	2,027	1,945		
Dry Goods (specialty lines)	59	352	353	359	358	357	352	341	342	348	349	350	345		
Electrical Goods	36	1,081	1,058	1,073	1,098	1,110	1,111	1,099	1,087	1,056	1,076	1,061	1,080		
Farm Products - raw materials	28	569	774	730	587	489	496	499	505	495	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	1	159	168	170	161	182	181	181	181	186	185	180	189		
Furniture and House Furnishings	8	382	374	378	382	377	378	378	381	384	388	387	390		
General Merchandise	2	682	706	696	667	651	650	656	644	674	722	738	664		
Groceries (full line)	10	750	748	749	743	736	742	735	751	762	763	760	749		
Groceries and Foods (specialty lines)	142	2,957	2,947	2,956	2,947	2,927	2,942	2,954	2,934	2,946	3,023	2,966	2,990		
Hardware	11	1,933	1,885	1,898	1,903	1,952	1,933	1,957	1,951	1,951	1,972	1,947	1,915		
Jewelry and Optical Goods	7	220	229	225	227	227	225	225	225	226	228	239	244		
Lumber and Construction Materials	34	1,000	964	972	1,005	995	1,011	1,000	986	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	784	633	632	685	681	706	734	736	742	771	777	777		
Paper and its Products	26	916	910	910	912	914	913	918	918	916	920	921	929		
Petroleum and its Products	11	625	626	651	633	625	616	617	622	619	632	628	637		
Plumbing and Heating Eqpt. and Spls.	15	493	469	467	468	465	472	469	479	483	500	512	499		
Tobacco and its Products (except leaf)	44	723	716	715	719	721	720	720	729	725	727	725	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	1,177	1,168		

\* Includes no employees of common walk tank stations. See text.

CITY OF SAN FRANCISCO, CALIFORNIA

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- tember	October	No- vember		
			29,554	28,645	28,882	28,922	28,934	29,182	29,316	29,578	29,652	30,373	30,225	30,146	
<b>TOTAL</b>	2,307	29,565	28,645	28,882	28,922	28,934	29,182	29,316	29,578	29,652	30,373	30,225	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	1,741	1,757	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	811	822	826	855	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	452	459	465	464	465	465	467	470	537	496	501	501	
Drugs and Drug Sundries (specialty lines)	38	515	488	494	503	503	514	580	585	528	527	532	535	535	
Dry Goods (full time)	1	282	274	282	279	277	289	284	288	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	1,315	1,333	1,344	1,346	1,350	1,397	1,359	1,414	1,414	
Farm Products raw materials	51	341	320	338	348	350	360	346	357	339	337	339	334	334	
Farm Products consumer goods	234	2,855	2,856	2,798	2,819	2,860	2,834	2,898	2,835	2,860	2,885	2,913	2,908	2,908	
Farm Supplies	18	451	415	417	406	394	412	472	517	511	431	495	500	449	
Furniture and House Furnishings	85	661	664	665	669	675	678	686	684	691	696	697	705	705	
General Merchandise	8	563	582	575	572	584	547	541	528	548	577	599	582	582	
Groceries (full line)	40	707	697	684	702	688	687	691	689	701	740	756	762	762	
Groceries and Foods (specialty lines)	449	4,690	4,586	4,636	4,710	4,722	4,632	4,667	4,609	4,692	4,797	4,764	4,762	4,762	
Hardware	41	941	951	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	802	800	813	818	820	830	851	834	856	856	
Machinery, Equipment and Supplies	186	3,296	3,175	3,203	3,225	3,270	3,301	3,314	3,337	3,339	3,394	3,363	3,358	3,358	
Metals and Metal Work (except scrap)	22	885	822	831	868	867	866	862	899	906	982	901	887	887	
Paper and its Products	34	1,031	1,024	1,022	1,016	1,026	1,020	1,016	1,031	1,042	1,036	1,037	1,048	1,048	
Petroleum and its Products	9	698	697	693	697	695	695	697	699	697	707	702	708	708	
Plumbing and Heating Eqpt. and Spls	41	532	522	515	511	514	513	526	540	544	562	564	562	562	
Tobacco and its Products (except leaf)	17	485	465	469	474	474	478	490	494	498	504	506	508	508	
Waste Materials	47	284	289	286	278	281	282	286	289	291	296	291	287	287	
All Other Products	287	875	888	886	847	840	848	825	837	847	906	923	923	923	

\* 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:

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Maine .....	106	Tennessee .....	110
Massachusetts .....	106	West South Central	
New Hampshire .....	106	Arkansas .....	110
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North Dakota .....	108	Boston .....	116
South Dakota .....	108	Buffalo .....	116
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Florida .....	108	Los Angeles .....	116
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Maryland .....	110	New York City .....	116
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CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

TABLE 3-A.—ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL.

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

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

TYPE OF OPERATION KIND OF BUSINESS	Total, all establishments				Establishments analyzed in Table 3-B				Establishments not analyzed in Table 3-B				
	Number of estab- lishments	Full-time employees		Part-time employees		Number of estab- lishments	Full-time employees		Number of estab- lishments	Full-time employees			
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)</b>													
Metals and metal work (except scrap)	473	5,677	\$311,246	25	\$518	365	3,897	\$219,056	108	1,790	\$95,190		
Paper and its products	121	1,036	41,954	30	1,771	133	726	41,458	49	310	20,496		
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	26,539	13	75	2,722		
Tobacco and its products (except leaf)	128	1,373	51,666	--	--	121	1,103	41,966	7	270	9,700		
All other	270	2,725	134,028	92	1,696	186	1,631	85,731	94	1,092	46,297		
<b>SOLE TANK STATIONS 1/</b>													
Petroleum and its products	20,176	80,735	2,903,887	3,840	49,009	16,065	65,911	2,184,438	4,113	22,824	719,449		
<b>AGENTS AND BROKERS</b>	13,794	69,723	2,637,324	13,094	140,181	13,190	61,378	2,365,458	594	8,345	275,066		
Amusement and sporting goods	171	803	33,455	66	808	169	799	31,962	2	4	60		
Automotive	328	961	33,908	116	1,430	320	944	33,330	8	17	568		
Beer, wines and liquors	61	240	9,465	15	199	61	248	9,465	--	--	--		
Chemicals and paints	309	1,009	30,762	154	1,626	296	949	47,289	13	60	3,473		
Clothing and furnishings	756	3,809	107,106	142	1,977	719	3,307	133,741	37	502	23,566		
Coal and coke	417	3,650	200,499	193	5,582	374	3,403	179,384	43	487	22,175		
Drugs and drug sundries (specialty lines)	98	656	28,517	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	2,059		
Dry goods (specialty lines)	586	5,809	393,406	163	2,250	536	4,957	245,322	45	353	44,384		
Electrical goods	426	1,173	36,166	155	1,646	446	1,126	34,428	10	47	1,738		
Farm products - raw materials	2,464	20,532	550,110	7,749	74,701	2,292	16,033	454,219	172	4,499	95,931		
Farm products - consumer goods	1,320	7,641	287,577	1,427	16,895	1,259	7,051	268,891	61	590	18,406		
Farm supplies	210	514	19,379	110	1,145	308	307	19,120	2	7	259		
Furniture and house furnishings	304	1,113	45,702	132	1,753	291	1,023	41,809	13	90	4,493		
General merchandise	66	626	26,471	28	480	60	860	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	6,287	288,094	421	4,861	1,739	6,471	268,788	61	456	19,312		
Hardware	204	569	21,458	82	1,108	202	564	21,291	2	5	167		
Jewelry and optical goods	46	115	4,107	4	44	45	111	4,011	1	4	96		
Lumber and construction materials	604	2,124	94,509	258	4,413	588	2,057	81,624	16	67	2,685		
Machinery, equipment and supplies	1,620	5,165	219,141	808	11,378	1,785	4,906	207,654	37	250	16,467		
Metals and metal work (except scrap)	281	991	50,964	119	2,556	272	946	49,427	9	45	1,537		
Paper and its products	167	497	20,686	67	651	162	458	18,122	6	59	2,564		
Petroleum and its products	51	336	16,965	36	545	52	254	12,227	9	42	4,756		
Plumbing and heating eqpt. and spie.	307	861	30,233	117	1,664	303	870	29,696	4	11	537		
Tobacco and its products (except leaf)	5	14	569	--	--	5	14	569	--	--	--		
Waste materials	96	309	17,343	15	176	95	308	17,104	1	3	237		
All other	795	2,938	114,743	659	3,224	756	2,765	107,679	29	173	7,064		

1/ Includes no employees of commonwealth 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 (Fulltime only)		Inside selling employees (Fulltime only)		Outside selling employees (Fulltime only)		Warehouse employees (Fulltime only)		Other employees (Fulltime only)		
	Number	Fulltime 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	
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STORES) (continued)</b>														
Metals and metal work (except scrap)	365	3,887	\$218,056	120	2,053	\$70,132	118	\$7,975	1,463	\$10,914	--	--	133	\$5,191
Paper and its products	133	728	41,458	36	271	7,962	43	2,511	361	25,321	--	--	17	633
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.	165	580	26,339	33	180	4,598	7	365	298	16,289	--	--	62	2,020
Tobacco and its products (except leaf)	121	1,103	41,966	7	57	2,319	--	--	1,039	37,337	--	--	--	--
All other	186	1,631	85,731	96	854	23,955	47	3,189	587	39,736	--	--	77	2,595
<b>BULK TANK STATIONS 1/</b>														
Petroleum and its products	16,065	65,911	2,184,438	2,395	10,120	313,944	2,459	77,998	24,539	906,014	9,293	\$88,822	17,105	461,116
<b>AGENTS AND BROKERS</b>	13,190	61,378	2,365,428	7,827	23,536	629,583	3,859	162,249	11,976	563,584	5,824	117,805	8,296	163,686
Amusement and sporting goods	159	797	31,762	74	412	11,337	35	1,676	195	9,860	24	562	39	595
Automotive	324	944	35,350	107	300	9,279	82	2,013	232	8,076	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	47,289	207	444	12,172	18	944	184	9,535	29	807	67	2,321
Clothing and furnishings	719	3,307	133,741	461	1,463	33,436	178	6,980	946	40,704	66	1,077	193	5,790
Coal and coke	374	3,402	178,334	421	1,631	52,291	137	7,593	950	54,752	120	3,457	144	4,642
Drugs and drug sundries (specialty lines)	95	633	20,311	50	223	5,221	1	35	212	8,065	67	1,224	80	1,131
Dry goods (full line)	11	42	1,586	4	21	x	4	x	11	x	--	--	2	x
Dry goods (specialty lines)	539	4,297	249,322	355	2,620	68,406	317	20,666	1,544	82,287	213	4,523	208	4,223
Electrical goods	446	1,126	34,428	169	477	9,475	31	912	299	9,500	57	1,021	73	1,752
Farm products - raw materials	2,292	16,033	454,219	1,230	3,855	116,355	707	26,216	2,096	78,835	3,467	63,976	4,658	73,554
Farm products - consumer goods	1,259	7,051	268,991	989	2,061	60,780	1,277	51,216	406	17,870	1,030	26,292	1,258	33,678
Farm supplies	236	507	19,120	105	232	5,729	32	1,300	60	2,060	15	221	63	1,008
Furniture and house furnishings	291	1,023	41,809	136	394	9,040	114	3,727	246	14,478	51	1,112	62	1,269
General merchandise	19	660	24,036	80	370	11,356	63	3,067	17	760	22	447	8	190
Groceries (full line)	60	54	2,219	9	36	x	1	x	12	x	4	x	2	x
Groceries and foods (specialty lines)	1,739	6,471	268,782	1,058	3,145	79,946	226	10,863	1,579	72,709	213	3,688	540	5,026
Hardware	202	584	21,921	98	318	8,445	11	284	152	6,478	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	19,873	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	12,522	27	607	33	753
Paper and its products	162	436	18,122	58	212	5,400	13	714	124	5,678	8	199	23	605
Petroleum and its products	62	264	12,227	54	117	x	10	x	42	x	6	x	29	x
Plumbing and heating eqpt. and mpls.	303	870	29,596	177	324	6,835	16	404	251	9,255	39	792	64	1,641
Tobacco and its products (except leaf)	5	14	569	--	5	x	--	--	9	x	--	--	--	--
Waste materials	95	306	17,104	91	140	3,832	21	879	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 executive and related corporation officers. \*\* Includes salaried corporation officers (X) Fewer than 300 employees not analyzed by occupational groups. (See text.)

1/ Excludes no employees of commission bulk tank 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 employees		Part-time employees		Number of estab- lishments	Full-time employees		Number of estab- lishments	Full-time employees		
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
<b>NEW ENGLAND</b>												
<b>CONNECTICUT</b>												
Full-Service and Limited-Function Wholesalers	974	6,870	\$253,545	625	\$8,205	910	7,927	\$297,215	64	943	\$26,352	
Manufacturers' Sales Branches	181	2,002	71,709	52	949	145	1,743	60,333	13	259	11,376	
Manufacturers' Sales Offices	31	526	10,744	--	--	25	193	8,943	6	43	1,801	
Agents and Brokers	34	123	6,908	16	187	32	85	5,446	2	36	3,462	
<b>MAINE</b>												
Full-Service and Limited-Function Wholesalers	430	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	2,060	--	--	6	34	1,870	1	13	490	
Agents and Brokers	25	44	1,137	6	78	24	43	1,077	1	1	40	
<b>MASSACHUSETTS</b>												
Full-Service and Limited-Function Wholesalers	3,427	32,380	1,035,065	2,019	26,401	3,218	29,486	942,191	212	2,954	90,874	
Manufacturers' Sales Branches	548	10,186	398,924	166	2,457	499	6,302	303,411	49	1,884	95,213	
Manufacturers' Sales Offices	218	1,980	90,949	9	143	184	1,373	62,664	34	607	28,284	
Agents and Brokers	870	2,155	89,033	151	1,809	549	1,942	79,131	21	218	9,908	
<b>NEW HAMPSHIRE</b>												
Full-Service and Limited-Function Wholesalers	177	1,339	36,299	124	1,351	162	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	--	--	--	
<b>RHODE ISLAND</b>												
Full-Service and Limited-Function Wholesalers	475	4,339	131,985	287	3,323	430	3,937	114,162	45	402	17,823	
Manufacturers' Sales Branches	61	845	31,008	45	254	33	644	22,540	8	201	8,468	
Manufacturers' Sales Offices	15	75	4,456	2	12	15	68	4,060	1	7	366	
Agents and Brokers	39	149	6,015	12	105	56	123	4,222	3	26	1,990	
<b>VERMONT</b>												
Full-Service and Limited-Function Wholesalers	145	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	--	--	--	
<b>MIDDLE ATLANTIC</b>												
<b>NEW JERSEY</b>												
Full-Service and Limited-Function Wholesalers	2,001	17,619	543,827	958	12,922	1,841	15,768	460,600	160	2,051	63,227	
Manufacturers' Sales Branches	231	4,520	156,247	172	2,599	232	5,946	145,261	19	574	20,666	
Manufacturers' Sales Offices	45	406	19,534	13	304	36	336	16,183	9	70	3,321	
Agents and Brokers	98	467	14,053	61	916	93	418	12,948	5	49	1,111	
<b>NEW YORK</b>												
Full-Service and Limited-Function Wholesalers	16,642	153,409	5,815,992	6,795	98,511	15,716	139,409	5,028,830	926	14,050	487,162	
Manufacturers' Sales Branches	1,648	47,579	1,947,421	658	12,219	1,486	42,079	1,735,190	159	5,500	214,231	
Manufacturers' Sales Offices	985	14,723	774,313	191	4,930	779	12,725	681,260	104	1,998	95,035	
Agents and Brokers	3,249	19,813	936,403	959	14,723	5,096	17,722	835,073	162	2,061	109,330	
<b>PENNSYLVANIA</b>												
Full-Service and Limited-Function Wholesalers	6,152	48,218	1,540,237	3,380	41,736	5,736	44,035	1,394,012	416	5,185	154,225	
Manufacturers' Sales Branches	849	16,349	633,409	347	4,331	759	14,468	561,232	90	1,881	72,177	
Manufacturers' Sales Offices	412	4,363	206,042	47	1,239	338	3,041	142,687	74	1,322	63,235	
Agents and Brokers	871	3,411	143,316	468	6,261	637	3,124	127,812	34	287	15,804	
<b>EAST NORTH CENTRAL</b>												
<b>ILLINOIS</b>												
Full-Service and Limited-Function Wholesalers	5,456	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	902,353	530	7,846	680	80,021	809,431	80	2,295	92,922	
Manufacturers' Sales Offices	415	5,250	255,212	256	1,645	356	4,592	215,015	60	1,158	50,199	
Agents and Brokers	1,171	1,650	241,063	610	9,088	1,131	5,358	228,707	40	282	15,336	
<b>INDIANA</b>												
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	9	957	185	2,476	81,346	26	296	7,304	
Manufacturers' Sales Offices	39	377	13,892	3	33	34	333	12,736	5	44	1,154	
Agents and Brokers	235	844	30,740	154	1,896	229	809	29,754	6	35	1,956	
<b>MICHIGAN</b>												
Full-Service and Limited-Function Wholesalers	5,048	25,493	747,471	2,222	24,574	2,866	25,369	668,027	122	1,224	59,644	
Manufacturers' Sales Branches	409	6,740	286,104	148	2,713	575	6,282	250,809	56	458	17,935	
Manufacturers' Sales Offices	180	1,346	71,566	10	158	157	1,175	63,956	23	171	7,680	
Agents and Brokers	394	1,345	58,822	306	2,997	385	1,314	57,801	11	31	1,051	

(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)		
	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	
	Number													
<b>NEW ENGLAND</b>														
<b>CONNECTICUT</b>														
Full-Service and Limited-Function Wholesale	910	7,927	\$237,213	821	1,546	\$34,055	630	\$18,459	1,412	\$50,238	1,394	\$86,297	2,124	\$44,919
Manufacturers' Sales Branches	143	1,743	60,333	18	389	10,742	118	5,077	543	24,336	303	8,088	372	10,444
Manufacturers' Sales Offices	25	193	8,943	4	67	x	20	x	74	x	--	--	26	x
Agents and Brokers	38	66	3,446	11	29	x	2	x	94	x	12	x	7	x
<b>MAINE</b>														
Full-Service and Limited-Function Wholesale	598	3,459	94,311	315	700	14,591	387	8,796	585	20,824	842	16,081	630	13,106
Manufacturers' Sales Branches	64	652	20,183	6	139	3,698	35	1,447	232	8,691	117	2,973	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
<b>MASSACHUSETTS</b>														
Full-Service and Limited-Function Wholesale	3,215	29,426	942,191	2,755	6,421	152,982	3,218	91,984	6,550	216,870	5,884	183,611	5,793	130,784
Manufacturers' Sales Branches	499	8,302	303,411	126	2,865	64,612	468	19,502	2,768	133,265	1,367	38,005	1,307	54,073
Manufacturers' Sales Offices	186	1,373	65,564	43	550	16,333	86	3,604	643	36,430	--	--	82	2,219
Agents and Brokers	949	1,942	79,131	294	760	18,189	160	6,531	506	22,740	90	2,242	138	3,354
<b>NEW HAMPSHIRE</b>														
Full-Service and Limited-Function Wholesale	162	1,227	34,327	118	250	5,360	194	4,751	231	7,579	243	5,623	191	3,323
Manufacturers' Sales Branches	40	255	10,632	1	75	2,100	19	804	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	50	x
<b>RHODE ISLAND</b>														
Full-Service and Limited-Function Wholesale	430	3,937	114,168	362	896	18,786	438	10,639	730	25,983	653	13,011	870	17,693
Manufacturers' Sales Branches	33	544	22,542	6	138	3,465	45	1,792	238	10,773	106	2,674	112	3,097
Manufacturers' Sales Offices	15	68	4,060	1	27	x	1	x	36	x	--	--	3	x
Agents and Brokers	36	123	4,225	21	84	x	8	x	16	x	2	x	22	x
<b>VERMONT</b>														
Full-Service and Limited-Function Wholesale	120	991	26,221	85	200	4,237	94	2,109	187	6,026	206	4,518	219	4,757
Manufacturers' Sales Branches	24	189	5,633	5	36	x	12	x	50	x	23	x	62	x
Manufacturers' Sales Offices	1	1	62	--	--	--	--	--	1	x	1	--	--	--
Agents and Brokers	6	7	941	2	3	x	--	--	2	x	--	--	--	--
<b>MIDDLE ATLANTIC</b>														
<b>NEW JERSEY</b>														
Full-Service and Limited-Function Wholesale	1,941	15,768	480,600	1,653	3,218	77,967	1,086	30,422	2,997	109,913	2,763	60,069	4,051	86,990
Manufacturers' Sales Branches	232	3,946	145,591	59	946	27,328	253	10,994	1,246	60,355	792	21,610	647	18,850
Manufacturers' Sales Offices	36	336	15,165	6	68	1,918	12	535	201	11,164	--	--	49	2,106
Agents and Brokers	95	416	12,842	66	136	3,100	61	1,865	36	1,434	39	803	80	1,721
<b>NEW YORK</b>														
Full-Service and Limited-Function Wholesale	18,716	139,409	5,088,830	15,781	38,014	983,302	10,797	360,787	26,298	1,132,075	22,449	51,461	26,070	628,781
Manufacturers' Sales Branches	1,486	42,079	1,733,190	1,338	14,117	422,421	1,972	90,911	13,225	672,622	5,797	132,511	5,630	162,691
Manufacturers' Sales Offices	179	12,725	681,260	67	9,945	206,313	468	28,592	4,233	281,903	--	--	1,382	49,826
Agents and Brokers	3,096	17,752	633,073	2,586	8,819	245,507	1,104	59,376	3,613	201,677	591	14,785	1,099	31,119
<b>PENNSYLVANIA</b>														
Full-Service and Limited-Function Wholesale	5,736	44,026	1,394,012	3,379	9,643	233,214	4,744	129,294	8,957	401,196	7,807	182,820	9,508	203,630
Manufacturers' Sales Branches	799	14,668	561,232	219	3,799	115,121	777	39,204	4,941	260,143	2,312	61,370	2,430	67,007
Manufacturers' Sales Offices	338	3,041	142,697	71	1,033	31,699	171	7,931	1,664	89,443	--	--	102	3,913
Agents and Brokers	837	3,124	127,812	448	1,208	31,023	315	11,260	688	32,687	256	5,908	209	4,688
<b>EAST NORTH CENTRAL</b>														
<b>ILLINOIS</b>														
Full-Service and Limited-Function Wholesale	5,080	56,705	1,779,147	4,152	13,634	340,162	4,603	134,363	11,189	445,405	11,876	249,806	11,249	249,640
Manufacturers' Sales Branches	680	20,021	809,431	363	6,334	186,416	982	37,187	6,457	359,696	3,476	90,806	2,507	76,376
Manufacturers' Sales Offices	356	4,292	21,013	138	1,664	61,696	178	7,849	1,856	111,728	--	--	257	9,454
Agents and Brokers	1,131	5,368	228,707	741	2,132	59,119	418	18,783	1,179	37,112	196	6,078	688	18,741
<b>INDIANA</b>														
Full-Service and Limited-Function Wholesale	1,547	13,025	346,421	1,030	2,601	53,748	1,386	32,122	2,870	94,371	2,382	44,073	2,756	85,873
Manufacturers' Sales Branches	185	2,476	81,348	42	538	14,308	30	3,582	962	39,656	398	6,697	429	11,223
Manufacturers' Sales Offices	34	333	15,738	14	173	4,653	27	961	107	5,539	--	--	12	559
Agents and Brokers	229	809	28,754	104	286	6,473	36	1,309	133	6,901	38	715	212	5,414
<b>MICHIGAN</b>														
Full-Service and Limited-Function Wholesale	2,666	23,369	698,027	1,696	4,500	107,781	2,243	57,787	4,677	181,643	4,912	103,222	5,351	111,183
Manufacturers' Sales Branches	373	6,282	200,809	117	2,002	67,350	260	10,381	2,130	109,308	1,068	29,539	685	20,627
Manufacturers' Sales Offices	157	1,176	63,336	28	368	12,847	87	4,096	607	41,090	--	--	98	2,224
Agents and Brokers	383	1,514	87,801	156	450	11,078	58	2,154	343	20,309	140	3,699	167	3,690

(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		Number of estab- lishments	Full-time employees		Number of estab- lishments	Full-time employees		
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
<b>EAST NORTH CENTRAL (Continued)</b>												
<b>OHIO</b>												
Full-Service and Limited-Function												
Wholesalers	4,527	42,489	\$1,260,289	2,903	\$33,202	4,256	38,450	\$1,144,990	271	4,039	\$112,299	
Manufacturers' Sales Branches	668	12,297	454,201	290	4,564	611	10,422	379,680	77	1,875	74,341	
Manufacturers' Sales Offices	346	2,308	118,567	97	2,702	292	1,929	99,620	54	409	18,747	
Agents and Brokers	719	3,069	128,202	753	7,964	698	2,975	124,898	21	94	3,304	
<b>WISCONSIN</b>												
Full-Service and Limited-Function												
Wholesalers	1,729	15,473	450,972	1,233	13,768	1,635	14,233	415,975	94	1,240	34,997	
Manufacturers' Sales Branches	249	3,564	116,764	92	1,201	228	2,687	91,650	21	877	25,165	
Manufacturers' Sales Offices	59	405	19,366	20	433	80	502	12,073	9	103	3,489	
Agents and Brokers	213	861	30,506	179	1,901	204	786	27,956	9	75	2,950	
<b>WEST NORTH CENTRAL</b>												
<b>IOWA</b>												
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	189	2,132	67,013	63	580	157	1,868	56,970	24	256	8,306	
Manufacturers' Sales Offices	25	193	7,030	2	57	22	165	6,103	3	28	527	
Agents and Brokers	168	614	19,970	222	2,028	158	552	17,990	10	62	1,900	
<b>KANSAS</b>												
Full-Service and Limited-Function												
Wholesalers	746	5,973	161,461	480	5,578	680	5,331	143,285	66	642	18,176	
Manufacturers' Sales Branches	102	1,241	36,233	51	546	76	1,098	33,504	24	143	4,729	
Manufacturers' Sales Offices	16	215	7,413	1	21	15	202	7,091	3	10	352	
Agents and Brokers	103	366	10,204	187	994	96	350	9,787	7	16	417	
<b>MINNESOTA</b>												
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	280	10,285	
Manufacturers' Sales Offices	87	671	27,660	6	223	77	564	24,027	10	107	3,633	
Agents and Brokers	330	1,545	65,561	245	3,021	325	1,550	64,708	5	25	853	
<b>MISSOURI</b>												
Full-Service and Limited-Function												
Wholesalers	2,669	33,291	957,763	1,625	18,354	2,490	28,971	851,664	179	4,310	106,099	
Manufacturers' Sales Branches	464	13,349	462,536	4	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	61,311	35	479	20,827	
Agents and Brokers	727	2,795	99,370	316	3,432	689	2,629	92,986	38	166	6,384	
<b>NEBRASKA</b>												
Full-Service and Limited-Function												
Wholesalers	566	6,648	193,813	380	4,628	509	5,224	154,276	57	1,424	39,537	
Manufacturers' Sales Branches	121	2,023	66,768	62	877	90	1,765	58,907	23	258	7,681	
Manufacturers' Sales Offices	18	227	7,602	--	--	15	203	6,988	3	24	614	
Agents and Brokers	190	822	27,931	424	3,310	180	745	24,964	10	77	2,967	
<b>NORTH DAKOTA</b>												
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	1,102	
Manufacturers' Sales Offices	4	12	437	1	25	4	12	437	--	--	--	
Agents and Brokers	13	36	1,359	8	104	12	33	1,239	1	3	90	
<b>SOUTH DAKOTA</b>												
Full-Service and Limited-Function												
Wholesalers	194	2,059	46,975	110	1,223	185	1,824	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	--	--	2	22	670	--	--	--	
Agents and Brokers	17	71	1,756	13	140	15	60	1,434	2	11	322	
<b>SOUTH ATLANTIC</b>												
<b>DELAWARE</b>												
Full-Service and Limited-Function												
Wholesalers	133	1,017	28,448	141	1,236	123	907	25,150	10	110	3,298	
Manufacturers' Sales Branches	23	825	27,248	5	64	22	308	10,410	1	22	16,838	
Manufacturers' Sales Offices	4	21	849	--	--	4	21	849	--	--	--	
Agents and Brokers	15	28	518	48	471	15	28	518	--	--	--	
<b>DISTRICT OF COLUMBIA</b>												
Full-Service and Limited-Function												
Wholesalers	418	5,981	186,972	157	1,876	400	5,763	177,430	18	258	9,542	
Manufacturers' Sales Branches	77	1,382	35,156	33	683	69	1,244	49,146	4	136	6,010	
Manufacturers' Sales Offices	43	373	15,686	4	32	39	309	13,745	4	64	1,941	
Agents and Brokers	54	222	7,938	13	215	53	209	7,758	1	13	180	
<b>FLORIDA</b>												
Full-Service and Limited-Function												
Wholesalers	1,018	8,473	228,843	693	6,034	973	7,682	204,634	45	791	24,209	
Manufacturers' Sales Branches	156	1,624	53,161	119	1,490	137	1,633	47,631	19	191	5,530	
Manufacturers' Sales Offices	20	123	5,356	7	19	9	116	5,008	1	1	247	
Agents and Brokers	114	356	12,364	291	2,285	111	345	11,767	3	11	597	

(Continued)

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)			Number of execu- tives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employ- ees	Full-time pay roll for week		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
<b>EAST NORTH CENTRAL (Continued)</b>														
<b>OHIO</b>														
Full-Service and Limited-Function	4,256	36,450	\$114,990	3,202	7,986	1,927,341	3,026	\$79,009	7,538	\$285,899	9,478	\$179,154	9,220	\$174,759
Wholesalers	611	10,452	379,860	252	2,729	77,349	376	15,847	4,060	180,600	1,313	33,355	1,692	46,294
Manufacturers' Sales Branches	292	1,929	99,820	97	716	20,566	131	6,085	895	54,642	--	--	90	6,484
Manufacturers' Sales Offices	698	2,975	124,898	420	1,138	30,545	233	9,372	641	30,794	226	4,818	317	7,664
Agents and Brokers														
<b>WISCONSIN</b>														
Full-Service and Limited-Function	1,636	14,233	415,975	1,475	2,783	62,500	912	23,822	2,959	100,824	3,086	65,437	3,118	69,786
Wholesalers	225	2,667	91,630	134	753	17,680	122	4,659	806	36,224	476	12,255	395	11,632
Manufacturers' Sales Branches	20	302	19,679	5	109	5,020	16	547	163	8,568	--	--	9	389
Manufacturers' Sales Offices	204	766	27,956	153	201	4,634	36	1,216	106	4,037	123	2,425	167	4,255
Agents and Brokers														
<b>WEST NORTH CENTRAL</b>														
<b>IOWA</b>														
Full-Service and Limited-Function	1,031	9,117	237,732	875	1,747	39,984	642	15,724	2,031	66,291	2,406	45,117	1,715	31,957
Wholesalers	158	1,856	49,970	25	479	19,885	12	2,706	52	23,885	1	5,551	447	11,813
Manufacturers' Sales Branches	22	165	6,103	--	63	x	19	x	79	x	--	--	4	x
Manufacturers' Sales Offices	168	552	17,990	54	166	4,115	12	401	213	7,752	28	536	79	1,645
Agents and Brokers														
<b>KANSAS</b>														
Full-Service and Limited-Function	680	5,331	143,285	312	1,022	24,936	417	9,796	1,192	40,033	1,340	26,919	978	20,763
Wholesalers	78	1,096	33,504	19	275	7,234	42	1,679	344	12,364	221	5,170	197	5,191
Manufacturers' Sales Branches	13	205	7,091	--	46	x	17	x	159	x	--	--	3	x
Manufacturers' Sales Offices	96	380	9,797	23	96	2,319	22	556	116	3,384	31	650	62	1,305
Agents and Brokers														
<b>MINNESOTA</b>														
Full-Service and Limited-Function	1,369	18,394	553,199	1,233	4,960	117,058	1,055	29,616	3,517	129,909	4,780	106,613	2,949	63,054
Wholesalers	249	3,873	130,955	62	1,030	27,914	167	6,236	1,399	59,624	628	16,074	687	15,836
Manufacturers' Sales Branches	77	564	24,027	12	198	5,439	39	1,345	292	15,377	--	--	23	896
Manufacturers' Sales Offices	325	1,520	64,708	213	588	16,840	83	4,163	405	19,250	126	3,090	105	3,076
Agents and Brokers														
<b>MISSOURI</b>														
Full-Service and Limited-Function	2,490	28,971	851,664	2,133	6,738	163,101	2,478	65,988	5,960	214,164	6,297	125,070	5,465	112,301
Wholesalers	414	11,903	436,215	196	3,993	107,891	312	13,416	4,250	216,452	2,180	52,744	972	27,133
Manufacturers' Sales Branches	169	1,162	51,311	23	401	11,463	91	2,872	966	32,174	--	--	79	2,474
Manufacturers' Sales Offices	689	2,629	92,956	398	909	21,537	132	4,427	746	26,239	160	3,490	284	5,428
Agents and Brokers														
<b>NEBRASKA</b>														
Full-Service and Limited-Function	509	5,224	154,276	362	1,126	26,285	406	10,502	1,263	49,065	1,248	23,919	799	16,577
Wholesalers	98	1,765	59,907	31	499	13,917	71	3,016	596	24,508	340	8,379	228	6,117
Manufacturers' Sales Branches	15	203	6,998	1	58	x	27	x	109	x	--	--	8	x
Manufacturers' Sales Offices	180	745	24,564	55	212	5,304	15	344	276	10,387	47	1,046	140	5,029
Agents and Brokers														
<b>NORTH DAKOTA</b>														
Full-Service and Limited-Function	196	1,696	46,722	122	338	7,723	154	3,647	325	13,940	413	8,212	294	5,856
Wholesalers	32	710	22,376	9	179	4,626	9	284	192	7,779	152	3,766	149	4,922
Manufacturers' Sales Branches	4	12	437	1	--	--	--	--	10	x	--	--	1	x
Manufacturers' Sales Offices	12	33	1,239	7	9	x	1	x	7	x	--	--	9	x
Agents and Brokers														
<b>SOUTH DAKOTA</b>														
Full-Service and Limited-Function	185	1,824	43,702	111	458	8,856	185	4,991	309	11,186	630	9,975	151	1,890
Wholesalers	22	433	12,523	5	111	2,724	3	74	112	3,925	67	1,621	135	3,815
Manufacturers' Sales Branches	2	22	670	--	11	x	--	--	11	x	--	--	--	--
Manufacturers' Sales Offices	15	60	--	12	13	x	--	--	23	x	3	x	9	x
Agents and Brokers														
<b>SOUTH ATLANTIC</b>														
<b>DELAWARE</b>														
Full-Service and Limited-Function	123	907	25,180	92	190	3,913	104	2,265	136	4,924	170	3,197	215	4,016
Wholesalers	22	302	10,410	4	55	1,818	24	1,105	126	5,292	34	776	59	1,460
Manufacturers' Sales Branches	4	21	849	1	7	x	1	x	12	x	--	--	--	--
Manufacturers' Sales Offices	15	23	518	4	6	x	1	x	1	x	6	x	10	x
Agents and Brokers														
<b>DISTRICT OF COLUMBIA</b>														
Full-Service and Limited-Function	400	5,723	177,430	365	944	25,346	680	19,707	1,262	44,011	1,062	24,995	1,390	26,996
Wholesalers	69	1,246	49,146	25	354	10,428	82	4,004	344	20,030	187	4,524	254	7,697
Manufacturers' Sales Branches	39	309	13,745	3	131	3,665	36	943	111	7,814	--	--	28	1,067
Manufacturers' Sales Offices	53	209	7,768	22	67	x	26	x	38	x	12	x	47	x
Agents and Brokers														
<b>FLORIDA</b>														
Full-Service and Limited-Function	973	7,682	204,634	760	1,373	32,139	734	16,460	1,537	51,131	1,662	29,696	1,616	24,404
Wholesalers	137	1,633	47,633	23	345	9,214	83	3,110	315	19,143	356	7,592	310	6,064
Manufacturers' Sales Branches	19	118	5,008	1	32	x	6	x	77	x	--	--	2	x
Manufacturers' Sales Offices	111	345	11,767	68	132	3,260	18	567	66	2,025	22	507	39	743
Agents and Brokers														

(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		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	1,018	10,192	\$260,101	1,299	\$9,054	952	9,150	\$239,595	66	1,042	\$20,506
Manufacturers' Sales Branches	247	3,948	136,049	210	2,173	219	2,495	120,318	28	453	15,731
Manufacturers' Sales Offices	106	882	35,283	26	545	87	576	24,205	19	306	11,048
Agents and Brokers	243	1,020	33,382	380	3,790	231	927	30,609	12	93	2,773
MARYLAND											
Full-Service and Limited-Function											
Wholesalers	1,288	11,156	291,398	615	8,540	1,163	9,390	243,535	135	1,766	47,863
Manufacturers' Sales Branches	152	3,243	125,382	130	2,112	130	2,369	92,352	22	354	15,030
Manufacturers' Sales Offices	50	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	59,736	16	75	3,138
Manufacturers' Sales Offices	45	319	12,782	17	203	43	291	12,068	2	29	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	427	13,184	3	14	466
Manufacturers' Sales Offices	15	99	4,293	9	221	10	95	2,467	5	44	1,896
Agents and Brokers	140	1,675	32,269	190	1,569	133	1,641	31,405	7	54	864
VIRGINIA											
Full-Service and Limited-Function											
Wholesalers	946	9,688	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	15	206	7,349
Manufacturers' Sales Offices	26	225	8,950	10	252	22	147	5,772	4	78	3,183
Agents and Brokers	230	3,046	60,896	706	5,286	218	1,799	46,559	12	1,247	14,337
WEST VIRGINIA											
Full-Service and Limited-Function											
Wholesalers	706	6,210	184,319	431	4,608	672	5,822	172,988	34	388	11,331
Manufacturers' Sales Branches	101	958	34,259	42	400	64	690	21,632	17	68	2,627
Manufacturers' Sales Offices	13	221	8,046	--	--	11	218	7,966	2	3	80
Agents and Brokers	68	864	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	3,978	609	5,745	149,585	73	1,210	26,274
Manufacturers' Sales Branches	108	1,306	40,223	77	956	98	1,222	37,265	10	64	2,938
Manufacturers' Sales Offices	34	222	9,451	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	928	9,119	228,308	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	26,686	15	203	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	48,250	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	29	1,079	1	1	21
Agents and Brokers	56	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	15,438	995	11,666	306,455	50	512	13,203
Manufacturers' Sales Branches	194	3,282	106,639	146	1,630	172	2,993	98,425	22	289	10,254
Manufacturers' Sales Offices	62	395	15,506	5	37	52	335	13,273	10	6	2,233
Agents and Brokers	356	1,807	53,260	568	5,057	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	462	12,854	30	362	42	462	12,174	7	20	680
Manufacturers' Sales Offices	10	40	1,570	--	--	8	37	1,470	2	3	100
Agents and Brokers	70	179	4,337	39	304	66	175	4,583	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	2,488	75,194	30	221	7,795
Manufacturers' Sales Offices	43	349	14,990	4	14	39	253	11,167	4	116	3,823
Agents and Brokers	201	735	22,421	116	901	198	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 other period was 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 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	
		for week*												
<b>SOUTH ATLANTIC (Continued)</b>														
<b>GEORGIA</b>														
Full-Service and Limited-Function Wholesalers	932	9,100	\$239,595	772	1,723	\$42,931	703	\$17,171	1,725	\$65,101	1,630	\$26,796	2,597	\$29,918
Manufacturers' Sales Branches	219	3,495	180,318	66	1,040	29,282	109	4,835	1,185	36,361	562	11,950	531	13,150
Manufacturers' Sales Offices	87	576	24,305	10	194	8,175	50	1,319	504	16,187	--	--	18	792
Agents and Brokers	231	927	50,659	116	288	8,868	58	1,310	128	4,950	171	4,214	189	2,690
<b>MARYLAND</b>														
Full-Service and Limited-Function Wholesalers	1,163	9,390	243,535	637	1,980	43,204	962	24,158	1,927	64,168	1,890	35,640	2,004	35,398
Manufacturers' Sales Branches	130	2,889	92,352	48	632	17,449	107	4,812	739	34,368	297	7,078	1,066	24,423
Manufacturers' Sales Offices	39	271	14,305	6	99	9	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
<b>NORTH CAROLINA</b>														
Full-Service and Limited-Function Wholesalers	990	7,337	186,033	582	1,176	27,826	885	19,791	1,429	50,384	1,170	19,645	2,095	28,799
Manufacturers' Sales Branches	146	1,753	59,736	24	484	12,510	73	3,274	587	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	13,138	694	8,285
<b>SOUTH CAROLINA</b>														
Full-Service and Limited-Function Wholesalers	475	3,664	92,084	354	645	13,203	376	8,616	759	24,696	674	11,146	856	10,703
Manufacturers' Sales Branches	53	437	13,184	3	92	2,855	11	588	147	5,547	84	1,904	100	2,127
Manufacturers' Sales Offices	10	56	2,467	--	7	x	4	x	43	x	--	--	1	x
Agents and Brokers	133	1,641	31,405	71	200	6,069	99	3,014	42	1,961	432	6,512	797	9,321
<b>VIRGINIA</b>														
Full-Service and Limited-Function Wholesalers	873	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	1,567	49,260	37	361	10,609	51	1,812	428	19,726	318	5,947	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	46,959	109	410	12,003	42	1,648	182	5,793	770	14,379	236	2,374
<b>WEST VIRGINIA</b>														
Full-Service and Limited-Function Wholesalers	672	5,822	172,988	500	1,041	26,007	653	15,483	1,224	50,384	1,289	23,605	1,145	22,514
Manufacturers' Sales Branches	84	890	31,632	9	208	6,723	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	39	x	11	x
<b>EAST SOUTH CENTRAL</b>														
<b>ALABAMA</b>														
Full-Service and Limited-Function Wholesalers	609	5,745	149,595	437	1,051	26,297	556	12,796	1,098	40,781	1,102	17,157	1,491	19,955
Manufacturers' Sales Branches	98	1,222	37,285	14	269	7,697	61	2,209	397	16,373	233	4,649	248	5,269
Manufacturers' Sales Offices	27	195	7,982	1	48	x	7	x	109	x	--	--	30	x
Agents and Brokers	111	300	6,371	46	118	2,431	15	520	46	1,448	15	199	60	645
<b>KENTUCKY</b>														
Full-Service and Limited-Function Wholesalers	867	8,500	206,118	643	1,452	32,568	761	16,960	1,608	52,987	1,686	30,961	2,150	30,989
Manufacturers' Sales Branches	67	897	26,896	7	176	4,720	25	962	326	12,939	179	4,300	142	3,450
Manufacturers' Sales Offices	22	180	6,538	--	9	x	8	x	115	x	--	--	48	x
Agents and Brokers	165	2,393	44,997	114	407	11,729	90	2,269	120	3,048	939	11,534	723	8,435
<b>MISSISSIPPI</b>														
Full-Service and Limited-Function Wholesalers	376	2,914	66,412	233	494	11,308	280	6,204	537	17,770	709	9,821	671	8,174
Manufacturers' Sales Branches	38	298	8,070	2	60	x	15	x	97	x	71	x	58	x
Manufacturers' Sales Offices	4	39	1,679	1	3	x	7	x	30	x	--	--	--	--
Agents and Brokers	56	142	3,105	12	59	x	7	x	7	x	8	x	49	x
<b>TENNESSEE</b>														
Full-Service and Limited-Function Wholesalers	995	11,656	305,425	844	2,317	54,762	1,040	25,138	2,412	86,080	2,442	39,415	2,611	37,361
Manufacturers' Sales Branches	172	2,993	96,425	70	650	17,923	119	3,602	1,176	30,494	820	10,583	458	9,702
Manufacturers' Sales Offices	52	335	13,273	8	108	2,966	22	556	178	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
<b>WEST SOUTH CENTRAL</b>														
<b>ARKANSAS</b>														
Full-Service and Limited-Function Wholesalers	473	3,835	97,404	275	646	14,926	443	10,970	887	30,761	908	13,993	674	9,265
Manufacturers' Sales Branches	42	462	12,174	5	92	2,288	19	631	122	4,494	111	2,286	107	2,150
Manufacturers' Sales Offices	8	37	1,470	2	7	x	--	--	26	x	--	--	2	x
Agents and Brokers	68	178	4,583	19	73	x	5	x	52	x	7	x	19	x
<b>LOUISIANA</b>														
Full-Service and Limited-Function Wholesalers	946	10,675	287,896	646	2,402	57,680	854	22,734	2,123	73,699	2,246	36,204	2,204	32,190
Manufacturers' Sales Branches	145	2,488	75,194	44	573	15,012	82	3,512	704	29,690	640	13,430	445	10,094
Manufacturers' Sales Offices	39	253	11,147	2	83	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 is 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		Number of estab- lishments	Full-time employees	
		Number	Pay roll for week				Number	Pay roll for week		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	2169,043	98	1,096	\$88,456
Manufacturers' Sales Branches	135	1,443	85,023	64	608	105	1,459	48,928	30	215	6,095
Manufacturers' Sales Offices	39	252	9,032	9	161	37	227	6,409	2	25	623
Agents and Brokers	120	501	15,023	183	3,362	111	450	12,660	9	51	2,363
TEXAS											
Full-Service and Limited-Function Wholesalers	2,859	28,486	714,933	2,945	25,062	2,671	26,359	657,809	188	2,126	57,126
Manufacturers' Sales Branches	523	6,734	225,015	237	2,916	446	6,015	201,147	77	719	23,868
Manufacturers' Sales Offices	155	1,308	36,068	20	269	120	660	27,334	35	345	10,734
Agents and Brokers	424	1,511	47,364	242	2,576	412	1,369	43,666	12	143	3,698
MOUNTAIN											
ARIZONA											
Full-Service and Limited-Function Wholesalers	250	1,553	43,124	140	1,552	211	1,464	41,589	9	59	1,526
Manufacturers' Sales Branches	39	234	7,227	23	229	37	216	7,143	5	18	794
Manufacturers' Sales Offices	5	12	584	1	33	5	12	584	--	--	--
Agents and Brokers	24	61	1,955	10	70	23	59	1,740	1	2	115
COLORADO											
Full-Service and Limited-Function Wholesalers	668	5,871	162,284	474	5,202	611	4,985	139,738	57	866	22,546
Manufacturers' Sales Branches	135	1,574	59,108	51	484	116	1,309	48,514	19	265	10,194
Manufacturers' Sales Offices	47	312	11,315	2	5	37	244	9,149	10	68	2,166
Agents and Brokers	132	535	20,360	119	1,421	124	492	19,528	8	43	1,623
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	13	144	27	109	3,732	2	5	174
Manufacturers' Sales Offices	1	5	197	--	--	1	5	197	--	--	--
Agents and Brokers	16	46	1,264	137	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	263	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	3,121	31	81	31	71	3,147	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	1,456	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	574	7	102	9	20	574	--	--	--
UTAH											
Full-Service and Limited-Function Wholesalers	343	3,210	95,136	263	3,466	327	3,008	89,282	16	202	6,914
Manufacturers' Sales Branches	70	875	28,615	36	422	62	825	37,497	7	50	1,212
Manufacturers' Sales Offices	23	155	5,336	2	16	21	107	3,954	2	48	1,382
Agents and Brokers	73	251	8,745	25	812	66	236	8,114	7	15	630
WYOMING											
Full-Service and Limited-Function Wholesalers	82	468	14,046	47	519	71	387	12,250	11	81	1,612
Manufacturers' Sales Branches	13	61	1,949	6	76	11	54	1,693	2	7	256
Manufacturers' Sales Offices	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 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	
				Number of execu- tives**										
WEST SOUTH CENTRAL (Continued)														
OKLAHOMA														
Full-Service and Limited-Function	896	6,003	\$168,043	394	1,111	\$28,416	616	\$16,861	1,437	\$52,002	1,306	\$23,767	1,139	\$21,503
Wholesalers	105	1,428	46,928	34	355	9,885	45	1,746	491	21,412	263	6,440	240	6,423
Manufacturers' Sales Branches	37	227	8,409	2	86	x	21	x	116	x	--	--	3	x
Manufacturers' Sales Offices	111	450	12,660	40	148	3,176	26	690	128	4,165	19	394	89	1,430
Agents and Brokers														
TEXAS														
Full-Service and Limited-Function	2,671	26,359	\$27,807	1,596	4,718	118,060	2,065	51,378	5,192	179,690	4,737	83,719	8,051	101,888
Wholesalers	446	6,015	\$21,147	136	1,222	41,902	222	6,360	1,972	69,360	1,253	26,904	910	23,261
Manufacturers' Sales Branches	120	660	27,334	17	218	5,338	42	1,011	333	17,918	--	--	48	1,699
Manufacturers' Sales Offices	412	1,358	43,666	180	552	13,572	63	1,921	291	11,437	79	1,355	203	3,668
Agents and Brokers														
MOUNTAIN														
ARIZONA														
Full-Service and Limited-Function	211	1,454	41,588	113	267	7,030	192	4,795	248	8,399	258	5,234	386	8,576
Wholesalers	37	216	7,143	11	40	x	14	x	74	x	40	x	37	x
Manufacturers' Sales Branches	5	12	584	--	2	x	--	--	10	x	--	--	--	--
Manufacturers' Sales Offices	23	59	1,740	3	21	x	4	x	14	x	8	x	9	x
Agents and Brokers														
COLORADO														
Full-Service and Limited-Function	611	4,985	139,738	444	1,138	26,305	420	10,094	976	35,126	1,048	19,808	959	19,576
Wholesalers	116	1,309	48,914	40	422	12,417	44	1,507	465	21,963	219	5,503	119	3,559
Manufacturers' Sales Branches	37	244	9,149	--	22	x	30	x	121	x	--	--	11	x
Manufacturers' Sales Offices	124	492	16,528	22	167	3,879	26	969	106	4,974	32	724	79	2,293
Agents and Brokers														
IDAHO														
Full-Service and Limited-Function	179	1,164	\$2,693	100	201	5,120	128	3,171	172	5,855	340	7,785	223	4,737
Wholesalers	27	109	3,732	3	24	x	5	x	38	x	20	x	19	x
Manufacturers' Sales Branches	1	5	197	--	--	--	--	--	6	x	--	--	--	--
Manufacturers' Sales Offices	15	42	1,084	5	14	x	1	x	5	x	6	x	11	x
Agents and Brokers														
MONTANA														
Full-Service and Limited-Function	211	1,866	58,992	185	396	9,713	266	7,356	364	13,338	380	8,948	275	7,042
Wholesalers	47	436	14,447	12	110	2,967	9	376	126	5,553	74	1,966	107	2,499
Manufacturers' Sales Branches	3	12	474	--	3	x	2	x	7	x	--	--	--	--
Manufacturers' Sales Offices	31	71	3,147	27	26	x	--	--	12	x	3	x	3	x
Agents and Brokers														
NEVADA														
Full-Service and Limited-Function	56	301	10,008	31	68	2,115	27	911	60	2,038	49	1,307	66	1,624
Wholesalers	7	20	673	--	3	x	2	x	8	x	5	x	2	x
Manufacturers' Sales Branches	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Manufacturers' Sales Offices	2	3	44	--	1	x	--	--	--	--	--	--	2	x
Agents and Brokers														
NEW MEXICO														
Full-Service and Limited-Function	122	815	24,183	51	151	4,000	129	3,309	156	5,978	216	4,421	112	2,267
Wholesalers	10	36	1,123	--	--	--	3	x	9	x	3	x	14	x
Manufacturers' Sales Branches	3	1	40	--	--	--	--	--	1	x	--	--	--	--
Manufacturers' Sales Offices	9	20	874	7	6	x	--	--	7	x	--	--	--	--
Agents and Brokers														
UTAH														
Full-Service and Limited-Function	327	3,008	89,282	265	703	16,710	290	7,439	620	24,181	708	14,530	422	9,353
Wholesalers	63	825	27,497	36	267	6,801	25	746	226	9,948	141	3,426	128	3,510
Manufacturers' Sales Branches	21	107	3,954	--	43	x	13	x	47	x	--	--	4	x
Manufacturers' Sales Offices	66	236	8,114	34	77	x	8	x	48	x	44	x	25	x
Agents and Brokers														
WYOMING														
Full-Service and Limited-Function	71	387	12,230	27	70	1,910	30	1,010	87	3,368	95	2,159	78	2,056
Wholesalers	11	54	1,623	--	17	x	--	--	12	x	--	--	12	x
Manufacturers' Sales Branches	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Manufacturers' Sales Offices	4	11	279	5	1	x	--	--	1	x	2	x	2	x
Agents and Brokers														

(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
<b>PACIFIC</b>											
<b>CALIFORNIA</b>											
Full-Service and Limited-Function Wholesalers	6,213	56,568	\$1,771,840	4,125	\$59,409	5,884	51,355	\$1,621,240	329	5,213	\$150,600
Manufacturers' Sales Branches	1,071	16,547	641,607	610	9,123	978	14,994	585,200	93	1,553	58,407
Manufacturers' Sales Offices	290	2,150	94,661	33	658	226	1,490	66,726	64	660	27,935
Agents and Brokers	1,068	3,829	146,427	542	6,395	1,036	3,546	156,061	32	283	10,346
<b>OREGON</b>											
Full-Service and Limited-Function Wholesalers	701	6,203	193,068	404	4,965	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	136	3,722
Manufacturers' Sales Offices	32	173	6,542	2	103	24	109	4,214	8	64	2,326
Agents and Brokers	124	439	15,755	37	442	116	398	15,253	8	41	502
<b>WASHINGTON</b>											
Full-Service and Limited-Function Wholesalers	1,327	12,006	380,125	935	12,661	1,245	11,011	351,982	82	995	28,243
Manufacturers' Sales Branches	264	3,129	112,479	119	1,703	249	2,917	104,859	15	212	7,620
Manufacturers' Sales Offices	55	250	11,971	3	122	43	161	7,859	12	109	4,112
Agents and Brokers	300	1,085	40,530	126	1,233	290	950	36,668	10	135	1,965



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 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	
	PACIFIC													
CALIFORNIA														
Full-service and Limited-Function Wholesalers	5,884	51,355	\$1,621,240	3,143	11,216	\$300,334	5,300	\$158,026	10,826	\$395,907	10,210	\$239,417	10,660	\$258,068
Manufacturers' Sales Branches	978	14,994	583,200	390	4,314	127,891	573	24,579	5,117	262,643	2,602	67,047	1,998	59,152
Manufacturers' Sales Offices	226	1,490	66,726	36	514	15,362	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	366	9,888
OREGON														
Full-Service and Limited-Function Wholesalers	664	5,552	175,434	468	1,998	33,670	548	15,909	1,109	40,833	1,303	30,830	826	21,096
Manufacturers' Sales Branches	141	1,790	68,296	39	524	15,148	69	3,691	547	29,320	313	8,195	298	9,378
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	526	98	4,020	26	672	22	694
WASHINGTON														
Full-Service and Limited-Function Wholesalers	1,245	11,011	351,882	913	2,505	64,691	1,076	30,453	2,010	80,248	2,391	54,948	2,116	59,031
Manufacturers' Sales Branches	249	2,917	104,859	58	753	21,186	160	5,711	1,003	47,560	563	14,826	360	10,400
Manufacturers' Sales Offices	43	181	7,859	4	57	x	10	x	108	x	--	--	2	x
Agents and Brokers	290	900	36,468	171	442	12,671	48	1,802	163	6,631	42	1,044	64	2,302

CENSUS OF BUSINESS WHOLESALE DISTRIBUTION: 1935 TABLE 3A.-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
BALTIMORE, MARYLAND											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,043	9,693	\$257,325	593	\$6,416	930	8,105	\$213,662	113	1,868	\$43,643
Manufacturers' Sales Offices	126	3,042	100,377	127	2,017	107	2,703	86,941	19	339	15,377
Agents and Brokers	47	671	15,390	4	56	37	265	14,076	10	106	5,294
	172	374	21,666	56	58	154	549	19,105	18	67	2,561
BOSTON, MASSACHUSETTS											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,623	20,589	693,470	909	13,741	1,741	18,976	645,539	82	1,613	47,931
Manufacturers' Sales Offices	324	6,893	288,528	116	1,465	232	5,397	210,498	32	1,486	78,430
Agents and Brokers	187	1,553	71,325	8	138	162	1,238	86,695	25	318	14,630
	495	1,930	81,815	110	1,369	481	1,760	73,083	14	170	8,438
BUFFALO, NEW YORK											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	530	5,719	171,887	286	4,640	494	5,346	159,966	26	373	11,921
Manufacturers' Sales Offices	114	1,899	69,467	101	1,458	94	1,630	59,815	20	279	9,655
Agents and Brokers	72	503	19,901	6	178	63	486	16,958	10	77	2,943
	101	726	17,468	36	454	98	415	16,928	3	11	840
CHICAGO, ILLINOIS											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	3,653	50,307	1,650,982	2,506	37,991	3,448	46,672	1,519,905	205	3,635	131,077
Manufacturers' Sales Offices	695	20,391	839,652	416	6,609	628	18,226	750,281	67	2,165	89,371
Agents and Brokers	396	5,457	261,274	74	1,469	340	4,309	211,720	56	1,148	49,254
	1,600	4,879	1,62,177	428	7,762	971	4,721	208,949	59	158	7,228
CLEVELAND, OHIO											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,191	13,097	426,223	712	8,181	1,123	11,434	374,452	68	1,663	53,771
Manufacturers' Sales Offices	228	5,075	204,306	130	2,203	205	4,094	163,911	23	981	40,395
Agents and Brokers	167	1,136	59,556	12	281	142	964	31,488	25	172	8,558
	284	1,284	55,957	153	1,849	279	1,199	54,627	5	25	1,330
DETROIT, MICHIGAN											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,407	15,011	473,632	1,139	14,350	1,325	13,716	436,948	82	1,295	36,584
Manufacturers' Sales Offices	256	4,478	181,963	73	1,767	211	4,077	166,671	28	329	15,294
Agents and Brokers	156	1,026	56,982	9	135	136	864	49,482	20	162	7,479
	284	1,073	48,563	134	1,780	281	1,054	47,944	7	19	6,500
LOS ANGELES, CALIFORNIA											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	2,846	23,323	706,836	1,517	22,184	2,143	21,592	697,408	103	1,731	49,488
Manufacturers' Sales Offices	371	6,043	229,549	180	2,746	333	5,593	210,394	38	504	19,155
Agents and Brokers	109	741	31,547	5	124	91	470	21,097	18	271	10,450
	471	1,689	64,918	195	2,058	460	1,671	60,957	11	118	4,331
MILWAUKEE, WISCONSIN											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	711	8,066	249,021	519	6,007	679	7,446	230,395	32	620	18,626
Manufacturers' Sales Offices	113	2,735	86,031	32	400	99	1,908	64,125	14	824	23,906
Agents and Brokers	51	363	14,226	10	323	45	266	10,857	6	97	3,569
	165	639	24,373	111	1,341	157	568	21,967	8	71	2,406
NEW YORK CITY											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	13,665	127,969	4,776,064	4,813	73,051	12,356	116,362	4,348,946	729	11,607	427,116
Manufacturers' Sales Offices	1,076	39,735	1,469,351	383	8,426	1,004	35,058	1,495,943	21	4,467	183,648
Agents and Brokers	709	11,928	645,996	182	4,701	638	10,130	537,420	71	2,198	85,576
	2,944	18,830	902,576	843	13,646	2,840	16,818	799,127	144	2,192	103,449
PHILADELPHIA, PENNSYLVANIA											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	2,335	21,961	712,716	1,276	17,975	2,168	19,882	645,163	147	2,079	67,553
Manufacturers' Sales Offices	337	8,433	333,277	190	2,742	292	7,179	284,043	42	1,254	49,234
Agents and Brokers	223	1,335	92,378	36	580	199	1,460	71,252	34	475	20,856
	550	2,216	94,217	261	3,854	558	1,979	80,168	16	237	14,049
PITTSBURGH, PENNSYLVANIA											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	834	9,172	283,147	458	5,638	766	8,026	246,617	68	1,139	36,530
Manufacturers' Sales Offices	190	4,069	156,696	61	693	174	3,699	141,786	16	370	14,910
Agents and Brokers	131	1,177	59,085	4	63	109	821	40,469	22	358	16,616
	198	792	36,007	97	1,409	184	760	34,489	14	42	1,568
ST. LOUIS, MISSOURI											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,161	16,477	547,323	682	8,546	1,078	16,282	490,173	83	2,225	57,744
Manufacturers' Sales Offices	231	8,837	323,186	140	2,184	210	7,241	295,457	21	892	24,729
Agents and Brokers	122	1,000	45,193	16	511	100	672	30,516	22	328	14,077
	324	1,074	42,488	107	1,501	320	996	39,395	14	78	3,993
SAN FRANCISCO, CALIFORNIA											
Full-Service and Limited-Function Wholesale											
Manufacturers' Sales Branches	1,508	17,049	595,150	936	15,742	1,425	15,237	544,786	83	1,522	50,364
Manufacturers' Sales Offices	366	7,362	298,227	224	3,365	345	6,455	263,308	41	907	34,919
Agents and Brokers	135	1,124	51,996	11	422	111	872	30,993	24	252	13,003
	489	1,729	67,069	179	2,410	417	1,597	61,629	12	132	8,440

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 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 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
		for last week**											
<b>BALTIMORE, MARYLAND</b>													
Full-Service and Limited-Function Wholesalers	930	8,105	223,648	557	1,780	846	\$21,394	1,603	255,397	1,615	\$29,648	1,704	\$30,310
Manufacturers' Sales Branches	107	2,703	66,941	43	600	98	16,579	98	4,161	97	32,233	274	6,495
Manufacturers' Sales Offices	37	265	14,076	x	x	x	x	x	x	x	--	--	--
Agents and Brokers	154	549	19,105	61	199	71	5,316	71	1,910	92	4,487	34	521
<b>BOSTON, MASSACHUSETTS</b>													
Full-Service and Limited-Function Wholesalers	1,741	18,976	645,539	1,771	4,470	2,282	11,951	2,282	68,348	3,485	143,241	3,647	89,273
Manufacturers' Sales Branches	292	5,397	210,498	90	1,576	44	941	282	11,928	1,810	97,298	917	23,112
Manufacturers' Sales Offices	162	1,208	56,490	33	511	14	608	95	3,604	558	38,158	--	--
Agents and Brokers	481	1,760	73,083	270	692	145	16,661	145	6,254	458	20,649	84	2,104
<b>BUFFALO, NEW YORK</b>													
Full-Service and Limited-Function Wholesalers	494	5,346	159,566	465	1,215	27,688	402	10,866	1,005	38,984	1,064	23,001	
Manufacturers' Sales Branches	94	1,680	59,812	22	468	14	312	27	2,897	970	27,492	292	7,691
Manufacturers' Sales Offices	62	456	16,958	10	194	4	497	87	320	190	9,782	--	--
Agents and Brokers	98	415	16,928	61	148	3,620	48	2,177	69	3,290	35	830	
<b>CHICAGO, ILLINOIS</b>													
Full-Service and Limited-Function Wholesalers	3,448	46,872	1,519,905	3,462	11,890	302,797	5,591	11,519	8,922	374,299	9,729	209,386	
Manufacturers' Sales Branches	698	18,226	750,281	337	5,933	178,718	809	34,162	5,763	332,565	3,221	87,405	
Manufacturers' Sales Offices	340	4,309	211,720	135	1,936	60,982	178	8,749	1,806	109,389	--	--	
Agents and Brokers	971	4,721	208,949	695	1,899	53,037	62	16,378	1,068	52,896	155	3,964	
<b>CLEVELAND, OHIO</b>													
Full-Service and Limited-Function Wholesalers	1,123	11,434	374,452	1,054	2,467	61,345	784	23,729	2,442	104,190	2,710	60,981	
Manufacturers' Sales Branches	205	4,094	163,911	130	1,288	38,590	142	6,012	1,395	76,232	574	14,838	
Manufacturers' Sales Offices	142	954	51,488	59	336	9,729	50	2,770	469	27,074	--	--	
Agents and Brokers	279	1,199	54,527	166	454	11,940	90	3,502	301	14,566	83	2,274	
<b>DETROIT, MICHIGAN</b>													
Full-Service and Limited-Function Wholesalers	1,326	13,716	436,948	1,037	2,858	76,682	1,226	33,424	2,648	115,374	3,005	67,492	
Manufacturers' Sales Branches	211	4,077	166,671	46	1,147	37,854	200	8,083	1,536	68,443	707	19,619	
Manufacturers' Sales Offices	136	864	49,482	22	299	10,654	73	3,599	415	30,722	--	--	
Agents and Brokers	281	1,054	47,944	126	372	9,608	46	2,174	293	16,628	104	2,740	
<b>LOS ANGELES, CALIFORNIA</b>													
Full-Service and Limited-Function Wholesalers	2,143	21,592	657,468	1,322	4,473	117,395	2,163	64,605	4,640	161,994	4,379	98,212	
Manufacturers' Sales Branches	323	5,529	210,594	141	1,508	43,213	208	6,434	1,900	97,258	990	23,192	
Manufacturers' Sales Offices	91	470	21,097	10	156	4,081	40	1,217	224	13,697	--	--	
Agents and Brokers	460	1,571	60,697	192	536	13,068	174	5,985	397	17,147	100	2,008	
<b>MILWAUKEE, WISCONSIN</b>													
Full-Service and Limited-Function Wholesalers	679	7,446	230,395	676	1,561	35,363	503	14,003	1,533	55,792	1,430	32,106	
Manufacturers' Sales Branches	99	1,908	64,125	125	561	13,507	100	3,864	529	24,968	338	8,444	
Manufacturers' Sales Offices	45	266	10,287	x	x	x	x	x	x	x	--	--	
Agents and Brokers	157	568	21,967	129	171	3,976	35	1,067	96	3,601	27	486	
<b>NEW YORK CITY</b>													
Full-Service and Limited-Function Wholesalers	12,936	116,362	4,348,948	13,648	33,198	875,253	8,623	308,910	21,756	973,076	16,122	425,545	
Manufacturers' Sales Branches	1,004	35,068	1,485,943	1,242	12,262	370,792	1,947	77,130	10,874	563,528	4,549	121,389	
Manufacturers' Sales Offices	638	10,130	557,430	634	4,559	146,229	610	25,360	3,506	240,086	--	--	
Agents and Brokers	2,640	16,818	799,127	2,390	6,472	237,633	1,025	56,245	3,456	194,059	583	13,287	
<b>PHILADELPHIA, PENNSYLVANIA</b>													
Full-Service and Limited-Function Wholesalers	2,188	19,882	645,163	1,679	4,765	117,385	1,890	52,538	3,917	179,049	3,558	77,400	
Manufacturers' Sales Branches	295	7,179	284,043	208	2,093	62,430	403	16,422	2,213	134,834	1,099	28,432	
Manufacturers' Sales Offices	199	1,460	59,457	127	672	15,654	121	5,545	768	45,754	--	--	
Agents and Brokers	534	1,979	80,168	298	752	16,888	246	8,934	417	20,148	11	1,383	
<b>PITTSBURGH, PENNSYLVANIA</b>													
Full-Service and Limited-Function Wholesalers	766	8,036	246,617	683	1,932	45,208	844	24,615	1,561	62,574	1,708	36,954	
Manufacturers' Sales Branches	174	3,699	141,786	151	1,038	32,338	167	7,971	1,243	64,891	669	17,710	
Manufacturers' Sales Offices	109	821	40,469	14	335	11,410	47	1,447	393	28,094	--	--	
Agents and Brokers	164	750	34,499	104	301	8,409	42	1,832	180	8,748	82	1,756	
<b>ST. LOUIS, MISSOURI</b>													
Full-Service and Limited-Function Wholesalers	1,078	16,222	490,179	1,209	3,890	93,083	1,265	36,569	3,156	118,403	3,302	71,121	
Manufacturers' Sales Branches	210	7,941	299,457	127	2,757	73,289	137	6,401	2,768	146,254	1,550	39,042	
Manufacturers' Sales Offices	100	672	30,816	11	223	6,727	47	1,973	349	20,146	--	--	
Agents and Brokers	320	996	39,395	190	374	8,977	86	2,852	212	9,570	71	1,697	
<b>SAN FRANCISCO, CALIFORNIA</b>													
Full-Service and Limited-Function Wholesalers	1,425	15,527	544,786	1,040	4,399	121,951	1,428	46,244	3,044	128,013	3,097	77,975	
Manufacturers' Sales Branches	345	6,455	263,308	159	2,170	65,988	227	11,538	2,170	117,736	1,033	26,265	
Manufacturers' Sales Offices	111	872	36,993	24	328	8,506	87	3,362	219	21,989	--	--	
Agents and Brokers	417	1,597	61,679	176	744	20,501	103	4,154	322	15,907	96	2,321	

\* Including pay roll of contractors 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

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# WHOLESALE DISTRIBUTION

## VOLUME VI

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BUSINESS-SIZE GROUPS  
AND  
ANALYSIS OF OPERATING EXPENSES

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WHOLESALE MERCHANTS  
AND INDUSTRIAL DISTRIBUTORS ONLY



APRIL, 1937



UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

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BUREAU OF THE CENSUS

William L. Austin, Director

---

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician

William A. Ruff, Assistant

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This is one of a series of final volumes on Wholesale Distribution, 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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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
<b>Total, all establishments</b>	<b>79,333</b>	<b>100.0</b>	<b>\$14,817,041</b>	<b>100.0</b>	<b>\$1,973,760</b>	<b>13.3</b>
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

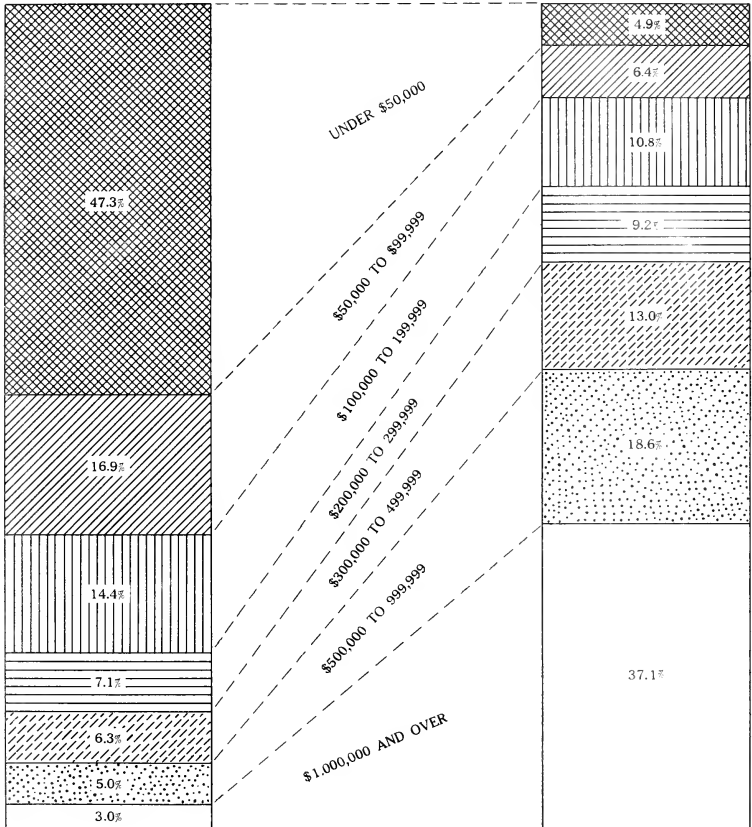
## CHART 1 -- ESTABLISHMENTS AND SALES OF WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS BY BUSINESS SIZE GROUPS

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.)

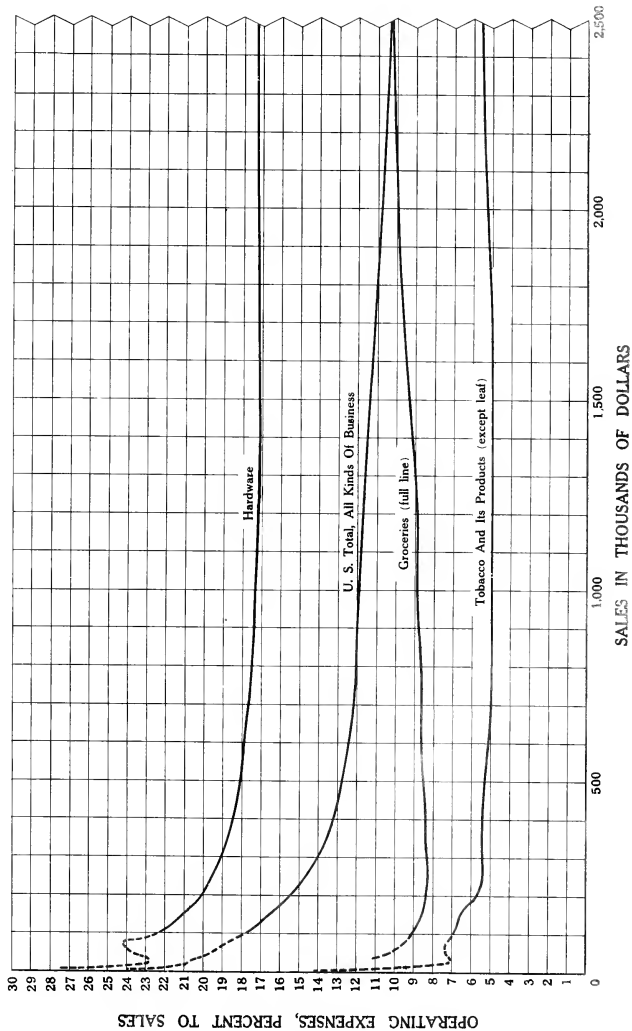
Some interesting facts are brought to light when the totals for the 13 largest cities are compared with those for the country as a whole. For instance, in the automotive trade (see page 41), all size groups considered together, the expense ratio for the cities is lower than for the country. This reflects 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
<b>Total</b>	<b>1,857</b>	<b>\$1,260,377</b>	<b>9.3</b>	<b>2.4</b>	<b>2.5</b>	<b>1.1</b>	<b>1.3</b>	<b>1.0</b>	<b>1.0</b>
\$100,000 to \$199,999	272	41,257	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	499	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
\$500,000 to \$999,999	480	351,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
<b>\$1,000,000 and over</b>	<b>279</b>	<b>611,951</b>	<b>9.9</b>	<b>2.6</b>	<b>2.8</b>	<b>1.3</b>	<b>1.5</b>	<b>.9</b>	<b>.8</b>
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
<b>Total</b>	<b>420</b>	<b>\$205,370</b>	<b>17.3</b>	<b>5.6</b>	<b>5.6</b>	<b>.9</b>	<b>1.8</b>	<b>1.9</b>	<b>1.5</b>
\$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
<b>\$1,000,000 and over</b>	<b>36</b>	<b>72,853</b>	<b>16.4</b>	<b>4.9</b>	<b>5.6</b>	<b>.9</b>	<b>2.3</b>	<b>1.5</b>	<b>1.2</b>
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	
						1/	2/	3/	
<b>TOTALS, 1935:</b>	<b>175,756</b>	<b>42,802,913</b>	<b>4,163,480</b>	<b>97,328</b>	<b>1,260,553</b>	<b>42,022,262</b>	<b>1,976,337</b>	<b>245,925</b>	<b>45,106,609</b>
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>88,931</b>	<b>17,661,691</b>	<b>2,228,347</b>	<b>61,586</b>	<b>759,556</b>	<b>1,162,275</b>	<b>1,139,130</b>	<b>23,145</b>	<b>2,067,649</b>
Wholesale merchants**	77,700	14,372,164	1,900,621	54,464	661,610	1,007,048	986,744	20,304	1,656,141
Voluntary-group wholesalers	128	100,569	9,402	33	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	51,596	340	7,369	12,831	12,207	574	75,328
Importers	2,241	1,066,234	95,475	1,313	21,534	46,461	45,947	514	147,736
Industrial distributors	1,633	444,877	72,939	509	24,724	41,578	41,039	539	94,811
Cash and carry wholesalers	577	74,152	3,353	201	12,485	1,785	1,761	24	6,148
Drop shippers or deak jobbers	1,031	365,926	23,545	497	4,901	12,252	11,869	383	5,511
Mail-order wholesalers	189	13,984	3,226	151	1,168	1,339	1,289	50	2,116
Retailer-cooperative warehouses	161	153,398	9,383	--	3,646	5,245	5,208	37	14,865
Wagon distributors	4,256	212,776	31,064	4,023	12,742	15,982	15,444	538	7,173
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	<b>11,634</b>	<b>7,446,014</b>	<b>861,155</b>	<b>299</b>	<b>211,280</b>	<b>402,706</b>	<b>398,738</b>	<b>3,968</b>	<b>596,558</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	<b>4,196</b>	<b>3,620,074</b>	<b>239,969</b>	<b>149</b>	<b>42,695</b>	<b>106,093</b>	<b>105,266</b>	<b>627</b>	<b>--</b>
<b>BULK TANK STATIONS (PETROLEUM)</b>	<b>27,333</b>	<b>2,704,047</b>	<b>391,095</b>	<b>3,546</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>1/</b>	<b>157,667</b>
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
<b>AGENTS AND BROKERS</b>	<b>18,147</b>	<b>8,908,076</b>	<b>256,749</b>	<b>14,950</b>	<b>69,285</b>	<b>129,686</b>	<b>125,415</b>	<b>4,451</b>	<b>89,565</b>
Auction companies	609	382,857	10,592	630	6,582	6,094	4,740	1,354	2,716
Brokers	3,922	2,869,546	39,411	3,255	9,885	20,396	20,002	394	10,810
Commission merchants	3,135	2,662,491	67,364	2,618	18,298	34,104	33,089	1,015	30,486
Export agents	496	276,506	14,338	306	3,851	6,382	6,306	76	3,802
Import agents	335	212,573	10,659	207	1,272	3,134	3,064	70	5,478
Manufacturers' agents	7,548	766,619	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	25,179
Other agents	990	275,774	6,763	293	2,355	4,533	4,506	27	192
<b>ASSEMBLERS</b>	<b>26,515</b>	<b>2,465,011</b>	<b>166,245</b>	<b>16,695</b>	<b>87,378</b>	<b>74,401</b>	<b>62,827</b>	<b>11,574</b>	<b>195,150</b>
Country buyers of farm products	10,613	646,147	32,981	10,633	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	23,405	20,504	2,902	58,557
Elevators (grain)	8,462	600,363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Packers and shippers	1,504	230,930	41,320	1,070	25,262	20,007	15,088	4,919	5,962
<b>BY KINDS OF BUSINESS:</b>									
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	<b>88,931</b>	<b>17,661,691</b>	<b>2,228,347</b>	<b>61,586</b>	<b>759,556</b>	<b>1,162,275</b>	<b>1,139,130</b>	<b>23,145</b>	<b>2,067,649</b>
<b>Amusement and Sporting Goods</b>	<b>1,068</b>	<b>117,045</b>	<b>21,308</b>	<b>641</b>	<b>7,076</b>	<b>12,092</b>	<b>11,811</b>	<b>281</b>	<b>14,223</b>
Cameras and motion picture eqpt. & spls.	74	4,897	1,033	44	4,07	624	606	18	918
Moving picture films	191	36,268	6,063	43	1,623	3,447	3,396	51	1,420
Sporting goods (full line)	134	17,020	3,631	78	1,275	1,982	1,963	19	4,033
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
<b>Automotive</b>	<b>5,672</b>	<b>780,424</b>	<b>131,401</b>	<b>3,363</b>	<b>49,514</b>	<b>75,276</b>	<b>74,539</b>	<b>737</b>	<b>107,830</b>
Automobiles and other motor vehicles	399	378,726	36,051	130	11,316	19,118	18,942	176	23,762
Automotive equipment	4,640	349,186	87,265	2,932	35,511	52,042	51,546	496	74,667
Tires and tubes	433	52,512	8,085	301	2,687	4,116	4,051	65	9,181
<b>Beer, Wines and Liquors</b>	<b>5,496</b>	<b>698,511</b>	<b>91,614</b>	<b>4,298</b>	<b>51,350</b>	<b>43,682</b>	<b>42,485</b>	<b>1,197</b>	<b>55,043</b>
Beer and other fermented malt liquors	4,016	281,259	40,791	3,496	15,379	16,379	17,504	775	9,974
Wines and liquors	1,480	417,252	51,023	802	16,001	25,303	24,981	422	45,069
<b>Chemicals and Paints</b>	<b>1,426</b>	<b>275,301</b>	<b>46,008</b>	<b>627</b>	<b>10,741</b>	<b>20,530</b>	<b>20,151</b>	<b>339</b>	<b>32,588</b>
Dyes/stuffs	57	15,616	4,150	18	875	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	33,148	1,683	3	470	849	833	16	2,817
Paints and varnishes	772	66,328	15,063	370	4,997	7,931	7,986	145	12,855
All other	331	78,084	14,894	184	2,129	4,557	4,476	81	6,447

(continued on next page)

\* Includes no compensation for proprietors and firm members of unincorporated businesses. \*\* 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	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALES (continued)</b>									
<b>Clothing and Furnishings</b>	<b>3,960</b>	<b>\$646,881</b>	<b>\$86,577</b>	<b>3,177</b>	<b>25,383</b>	<b>\$46,350</b>	<b>\$44,761</b>	<b>\$589</b>	<b>\$73,455</b>
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	8,539	17,044	16,901	143	18,253
Furs, dressed and fur clothing	277	33,093	3,919	266	813	1,846	1,600	48	3,772
Hosiery	802	35,687	3,942	173	1,140	1,909	1,876	33	3,351
Millinery and millinery supplies	360	42,161	7,095	296	2,281	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	8,588	8,477	51	16,916
<b>Coal and Coke</b>	<b>773</b>	<b>368,695</b>	<b>34,955</b>	<b>292</b>	<b>8,847</b>	<b>16,464</b>	<b>15,861</b>	<b>603</b>	<b>26,052</b>
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
<b>Drugs and Drug Sundries (specialty lines)</b>	<b>1,288</b>	<b>123,469</b>	<b>25,760</b>	<b>774</b>	<b>8,010</b>	<b>12,420</b>	<b>12,212</b>	<b>808</b>	<b>13,206</b>
Drug specialties	342	29,554	4,844	229	1,964	2,701	2,665	36	3,998
Patent medicines	215	21,995	4,110	111	1,110	1,698	1,855	43	1,356
Toilet articles and preparations	426	40,671	11,140	296	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
<b>Dry Goods (full line)</b>	<b>306</b>	<b>265,724</b>	<b>38,426</b>	<b>164</b>	<b>14,272</b>	<b>22,030</b>	<b>21,944</b>	<b>86</b>	<b>46,295</b>
<b>Dry Goods (specialty lines)</b>	<b>3,301</b>	<b>719,676</b>	<b>82,228</b>	<b>2,427</b>	<b>22,652</b>	<b>43,398</b>	<b>42,919</b>	<b>479</b>	<b>118,548</b>
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
<b>Electrical Goods</b>	<b>2,430</b>	<b>576,542</b>	<b>99,460</b>	<b>1,051</b>	<b>30,288</b>	<b>52,495</b>	<b>51,924</b>	<b>571</b>	<b>75,254</b>
Electrical merchandise (full line)	415	184,233	26,933	39	8,405	14,787	14,697	90	26,659
Apparatus and equipment	199	20,931	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction material	734	76,889	14,455	354	5,531	8,362	8,136	216	13,053
Radios, refrigerators and appliances	1,086	294,519	53,687	554	14,633	26,713	26,496	217	32,661
<b>Farm Products - raw materials</b>	<b>2,199</b>	<b>1,562,487</b>	<b>105,198</b>	<b>1,857</b>	<b>21,693</b>	<b>34,200</b>	<b>31,953</b>	<b>2,247</b>	<b>\$35,379</b>
Cotton	253	518,244	34,897	266	2,408	5,024	5,052	142	58,582
Wool	474	483,949	27,060	234	5,908	9,963	9,764	219	74,997
Hides, skins, and furs (raw)	874	189,342	15,282	696	3,668	7,004	6,703	301	24,266
Horse and mules	9	1,056	148	13	29	36	36	--	86
Livestock	26	2,587	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	823	879	877	2	9,229
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,186	3,801	1,355	25,532
Wool and mohair	135	156,173	9,261	121	1,439	3,442	3,313	129	24,827
All other	178	69,635	5,500	113	1,856	2,329	2,243	86	7,545
<b>Farm Products - consumer goods</b>	<b>11,188</b>	<b>1,941,059</b>	<b>213,552</b>	<b>10,128</b>	<b>77,316</b>	<b>107,165</b>	<b>104,116</b>	<b>3,047</b>	<b>47,140</b>
Dairy products	2,178	427,966	72,198	1,284	25,161	37,459	37,111	348	9,833
Poultry and poultry products	1,778	230,602	16,124	1,712	7,750	8,517	7,999	518	5,684
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	22,895
All other	49	49,383	531	45	219	304	304	--	299
<b>Farm Supplies</b>	<b>1,433</b>	<b>281,731</b>	<b>35,100</b>	<b>892</b>	<b>12,739</b>	<b>16,566</b>	<b>15,840</b>	<b>726</b>	<b>\$5,213</b>
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,844
Fertilizer	78	32,015	3,889	50	562	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
<b>Furniture and House Furnishings</b>	<b>1,959</b>	<b>243,487</b>	<b>43,345</b>	<b>1,335</b>	<b>13,978</b>	<b>23,106</b>	<b>22,737</b>	<b>369</b>	<b>50,748</b>
China, glassware and crockery	321	33,497	5,226	196	2,728	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	36,164	7,626	249	2,542	4,074	3,971	103	5,917
House furnishings (except as specified)	784	69,327	11,151	643	3,875	6,051	5,917	134	11,746
Musical instruments and sheet music	113	13,448	4,021	45	1,282	2,260	2,231	29	3,853
<b>General Merchandise</b>	<b>809</b>	<b>361,647</b>	<b>28,076</b>	<b>122</b>	<b>9,266</b>	<b>13,942</b>	<b>13,788</b>	<b>160</b>	<b>34,052</b>
<b>Groceries (full line)</b>	<b>3,833</b>	<b>1,963,768</b>	<b>173,757</b>	<b>1,443</b>	<b>67,563</b>	<b>98,077</b>	<b>97,352</b>	<b>725</b>	<b>242,071</b>

(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 proprietors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Groceries and Foods (specialty lines)	12,156	\$1,682,961	\$209,791	10,454	79,546	\$106,429	\$105,836	\$2,591	\$132,811
Canned goods	291	77,222	10,556	222	2,508	4,280	4,280	--	9,724
Coffee, tea and spices	964	220,488	36,029	591	11,531	18,547	18,400	147	25,493
Confectionery	2,070	111,269	15,447	1,966	6,598	7,602	7,361	221	9,198
Fish and sea foods	1,285	120,054	23,437	1,078	8,497	11,481	10,252	556	6,510
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005
Meats and meat products	2,218	441,852	46,654	2,171	16,283	24,847	24,415	432	12,583
Soft drinks	429	20,815	3,936	333	1,636	2,150	2,075	75	1,486
Sugar	126	62,382	3,260	57	1,154	1,702	1,640	62	3,498
Other food and grocery specialties	4,268	550,372	66,283	3,631	28,780	34,407	33,887	520	59,314
Hardware	1,129	428,249	77,981	154	30,741	46,178	45,251	327	106,980
Hardware (full line)	610	387,020	69,255	477	27,367	41,214	40,980	234	97,427
Hardware (specialty lines)	519	41,229	8,726	317	3,354	4,964	4,871	93	9,553
Jewelry and Optical Goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Jewelry (full line)	224	42,107	6,999	174	2,031	3,513	3,470	43	12,700
Clocks and watches	160	29,132	5,230	110	1,044	2,542	2,463	59	4,045
Diamond and other precious stones	274	27,732	3,256	240	568	1,172	1,252	20	12,759
Other jewelry specialties	758	53,834	9,678	611	3,098	5,354	5,284	70	13,141
Optical goods	365	27,814	10,318	125	4,364	6,504	6,484	20	4,568
Lumber and Construction Materials	2,817	491,887	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	8,154	606	10,733
Lumber and millwork	1,597	339,032	46,013	701	15,170	24,356	23,633	723	41,410
Brick, tile and terra cotta	119	8,736	1,322	48	377	343	308	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	2,273
Machinery, Equipment and Supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Commercial machinery, eqpt. and apls.									
Office (except furniture)	194	14,308	4,194	131	1,656	2,472	2,425	47	2,040
Store, restaurant and hotel	673	44,860	11,757	464	4,443	6,738	6,589	149	7,567
All other	68	5,195	1,090	39	402	656	646	10	585
Farm and dairy machinery and equipment	336	45,250	8,153	181	2,818	4,327	4,237	90	9,047
Industrial equipment and supplies									
Industrial (full line)	189	79,828	15,176	20	5,282	8,779	8,735	65	18,420
Belting, hose and packing	168	12,281	3,032	66	959	1,800	1,750	29	1,976
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	102,506	21,282	552	7,248	12,240	11,985	255	17,379
Industrial machinery									
Construction (including road building)	77	53,831	10,310	87	3,027	5,358	5,251	107	8,646
Machine tools	79	10,689	1,856	41	603	1,071	1,077	14	2,259
Mining and quarrying	87	11,184	2,098	37	717	1,210	1,183	27	2,586
Oil, coal and oil refining	759	152,273	16,789	157	4,650	8,163	7,869	274	27,168
Power plant	65	5,806	1,328	40	444	799	771	28	867
Textile	48	5,149	1,333	20	453	862	854	8	874
Used machinery and equipment	192	11,861	3,383	143	1,235	1,821	1,736	85	2,891
All other	354	24,292	6,379	205	2,143	3,728	3,611	117	4,816
Professional equipment and supplies									
Dental	256	23,202	6,528	110	2,416	4,120	4,100	20	6,406
Surgical, medical and hospital	203	23,033	7,410	78	8,313	4,286	4,263	23	4,461
All other	252	30,121	7,513	139	2,553	3,999	3,937	62	7,021
Service equipment and supplies									
Barber and beauty parlor	645	38,348	12,063	470	4,495	6,733	6,664	69	7,838
Laundry	138	21,768	4,802	35	1,276	2,561	2,561	30	2,688
Upholsterers'	200	26,636	5,887	101	1,746	3,083	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	1,336	1,515	20	1,582
Boats (including motor, sail & steam)	71	5,447	1,094	47	372	611	605	8	1,245
All other	123	12,373	2,470	67	826	1,361	1,301	60	5,313

(continued on next page)

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

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

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>FULL-SERVICE AND LIMITED-FUNCTION WHOLESALEERS (continued)</b>									
Metals and Metal Work (except scrap)	810	3281,996	337,215	307	10,623	\$19,324	\$19,026	\$298	\$39,939
Iron and steel (except structural)	345	114,864	20,572	121	5,078	9,394	9,315	79	16,713
Structural iron and steel	93	18,956	3,977	22	1,541	2,342	2,291	51	3,358
Wire, wire fence and wire rope	61	7,759	1,152	30	477	655	590	65	1,078
Copper	19	4,635	488	12	145	262	261	1	667
Sheet metal products	179	40,243	6,253	78	2,155	3,402	3,341	61	5,520
Other metals and metal work	113	95,510	4,973	44	1,227	2,669	2,628	41	12,597
Paper and Its Products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Wrapping or coarse paper and products	1,872	291,576	40,837	914	17,307	30,149	29,869	280	39,320
Fine or printing and writing paper	211	62,540	11,153	54	3,197	6,764	6,730	34	8,689
Stationery and stationery supplies	504	38,209	8,487	337	3,359	5,003	4,876	127	6,411
Wall paper	262	16,610	5,366	112	1,742	2,543	2,482	61	3,513
Petroleum and Its Products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and Heating 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	119,862	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	86,465	17,531	392	6,369	9,744	9,533	211	16,391
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	21,215	232	40,902
Waste Materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
Iron and steel scrap	1,456	166,181	20,731	1,320	9,059	10,525	10,080	445	14,845
Junk and scrap (full line)	1,537	79,537	13,288	1,541	8,236	7,131	6,679	452	8,293
Waste paper, rags and rubber	1,578	125,994	21,587	1,369	11,413	11,673	11,349	324	9,528
Nonferrous metals	222	27,952	2,487	175	753	1,153	1,122	31	1,451
All Other Products	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	69,711
Books, periodicals and newspapers	636	108,550	20,454	338	9,060	12,005	11,667	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	138	6,355
Leather and leather goods	1,057	104,873	13,834	856	4,487	7,208	7,106	102	18,235
Cils and grasses (animal and vegetable)	77	43,212	3,409	36	674	1,635	1,626	9	5,527
Rubber (crude)	27	62,436	2,761	5	333	1,077	1,077	--	12,255
Textiles and materials other than dry goods	305	35,445	5,263	262	2,392	2,972	2,889	83	4,590
Yarns	175	41,562	3,800	115	1,183	1,999	1,949	50	4,100
Miscellaneous kinds of business	818	48,658	9,784	521	3,416	5,269	5,074	195	5,837
<b>MANUFACTURERS' SALES BRANCHES (WITH STOCKS)</b>									
	11,634	7,446,014	881,165	299	211,280	402,706	398,738	3,968	596,558
Amusement and Sporting Goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Moving picture films	93	42,408	8,395	--	2,471	4,710	4,704	6	4,297
Sporting goods (full line)	58	14,863	4,485	--	992	1,414	1,405	9	2,459
Toys, novelties and fireworks	1,537	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	69,655
Automobiles and other motor vehicles	1,005	1,177,177	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	12,694	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	13,319	6	2,697	4,979	4,954	25	2,501
Wines and liquor	116	197,537	24,071	--	2,587	6,554	6,514	40	17,258
Chemicals and Paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Dye-stuffs	33	33,614	4,403	--	651	2,068	2,088	--	2,149
Explosives	43	32,377	4,217	--	606	1,679	1,676	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	6,465	12,802	12,628	174	19,158
All other	147	70,773	12,934	10	1,905	5,485	5,427	58	5,031

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CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

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

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES BRANCHES</b>									
<b>(WITH STOCKS) (continued)</b>									
Clothing and Furnishings	345	\$282,163	\$34,296	82	8,205	\$18,195	\$18,092	\$103	\$38,915
Clothing and/or furnishings	20	8,917	1,151	--	347	725	709	16	1,178
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	15,850	1,469	--	473	747	747	--	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	8,766	7	7,440
Potent medicines	38	23,391	8,485	2	634	1,397	1,394	3	1,502
Toilet articles and preparations	99	27,153	7,269	4	2,070	3,063	3,057	6	2,714
All other	18	4,761	1,009	5	148	333	327	6	268
Dry Goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical Goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm Products - consumer goods	327	71,570	7,555	5	4,313	7,129	7,056	73	2,827
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	2,398
All other	5	472	84	--	22	49	49	--	81
Furniture and House Furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Floor coverings	50	28,443	2,917	--	544	1,116	1,093	23	4,277
Furniture (household and office)	121	32,292	4,276	6	1,112	2,251	2,222	29	1,920
House furnishings (except as specified)	72	15,867	3,106	10	706	1,315	1,308	7	1,989
All other	7	2,357	589	1	111	298	298	--	653
Groceries and Foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Canned goods	230	161,838	21,418	--	4,348	8,701	8,469	212	11,090
Coffee, tea and spices	14	12,338	2,373	--	322	673	665	8	352
Confectionery	81	37,096	3,626	3	974	1,910	1,896	14	2,125
Flour	165	122,086	7,537	3	2,197	3,746	3,695	51	5,410
Meats and meat products	937	1,080,929	64,497	11	22,650	33,540	33,064	456	30,433
Soft drinks	31	6,843	2,590	5	732	1,344	1,269	75	573
All other	1,644	831,036	100,149	10	20,353	37,351	37,126	225	32,262
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and Optical Goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Jewelry	43	72,507	3,722	10	753	1,924	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	13,485
Builders' supplies (full line)	45	32,474	5,623	--	1,272	2,732	2,732	--	2,385
Lumber and millwork	38	13,166	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	946	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	4,602	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
Farm and dairy machinery and equipment									

(continued on next page)

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION: 1935							
		UNITED STATES SUMMARY							
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS		BY TYPES OF OPERATION AND KINDS OF BUSINESS							
Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>Machinery, Equipment and Spls. (continued)</b>									
<b>Industrial equipment and supplies</b>									
Industrial (full line)	7	\$3,693	\$563	--	237	\$345	\$345	\$1	\$979
Belting, hose and packing	51	26,689	3,479	3	975	2,132	2,114	18	1,787
Power transmission equipment	81	7,206	1,054	--	369	716	710	6	784
Rope, cordage and twine	18	6,863	707	--	134	339	307	32	1,164
All other	316	95,162	16,262	1	5,140	9,214	9,200	14	13,732
<b>Industrial machinery</b>									
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	1,586
Oil well and oil refining	150	28,038	2,796	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	534	--	124	296	295	1	306
Textiles	20	16,068	4,991	--	1,264	3,617	3,617	--	2,150
All other	91	41,422	7,633	--	2,722	5,115	5,069	26	11,959
<b>Professional equipment and supplies</b>									
Dental	38	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
<b>Service equipment and supplies</b>									
Barber and beauty parlor	18	3,598	1,042	6	204	454	448	6	161
Laundry	50	14,871	3,648	--	875	2,308	2,250	58	2,719
Upholsterers'	43	6,192	1,304	--	265	565	565	--	937
All other	158	31,316	9,907	6	2,471	4,680	4,673	7	4,870
Transportation equipment and supplies	9	2,911	940	--	161	516	516	--	242
<b>Metals and Metal Work (except scrap)</b>									
Iron and steel (except structural)	271	243,350	23,966	5	7,041	12,688	12,615	70	42,027
Structural iron and steel	13	108,911	13,342	1	3,934	6,393	6,390	43	17,616
Wire, wire fences and wire rope	43	22,063	3,386	1	1,258	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
<b>Paper and Its Products</b>									
Petroleum and Its Products	206	150,420	18,490	6	4,433	9,168	9,148	20	14,354
Plumbing and Heating Equipment and Spls.	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Tobacco and Its Products (except leaf)	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
<b>All Other Products</b>									
Books, periodicals and newspapers	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
Forest products (except lumber)	366	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	4,239	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	19,369	2,208	--	398	1,213	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	681	653	28	788
<b>MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)</b>									
Amusement and Sporting Goods	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Moving picture films	140	119,173	19,855	1	5,552	10,311	10,309	2	--
All other	131	84,930	12,127	--	4,069	5,444	6,442	2	--
Automotive	9	34,243	7,138	1	1,463	3,667	3,667	--	--
Beer, Wine 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	18,822	1	2,464	7,164	7,187	37	--
Coal and Coke	208	101,042	7,872	52	1,286	3,823	3,764	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) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>MANUFACTURERS' SALES OFFICES</b> (WITHOUT STOCKS) (continued)									
Drugs and Drug Sundries (specialty lines)	31	\$9,940	\$2,135	8	518	\$1,024	\$1,014	\$10	--
Dry Goods (specialty lines)	133	225,476	8,182	9	1,485	4,491	4,472	19	--
Notions	22	11,818	787	2	266	586	586	--	--
Piece goods	107	212,323	7,154	5	1,315	3,806	3,788	18	--
All other	4	1,335	241	2	104	99	98	1	--
Electrical Goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm Products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm Supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and House Furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and Foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and Optical Goods	41	6,515	644	7	146	402	400	2	--
Lumber and Construction Materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, Equipment and Supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Commercial machinery, eqpt. and sples.	316	21,647	4,823	9	1,649	3,653	3,563	130	--
Farm and dairy machinery and equipment	21	1,686	149	--	43	56	56	--	--
Industrial equipment and supplies	312	272,174	9,301	--	1,617	4,598	4,579	19	--
Industrial machinery	345	98,949	10,821	6	2,261	6,234	6,159	75	--
Professional equipment and supplies	44	3,626	1,216	--	294	689	689	--	--
Service equipment and supplies	72	35,779	2,624	--	501	1,284	1,281	3	--
Transportation equipment and supplies	48	59,592	2,177	4	349	1,333	1,329	4	--
Metals and Metal Work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and Its Products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and Its Products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and Heating Equipment and Sples.	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	1,559	2	339	1,051	1,049	2	--
Leather and leather goods	22	10,620	522	2	127	320	319	1	--
Oils and greases (animal and vegetable)	6	6,513	205	--	33	130	130	--	--
Textiles and materials other than dry goods	15	6,950	477	--	89	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	--
<b>BULK TANK STATIONS</b>									
Petroleum and Its Products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	\$157,687
<b>AGENTS AND BROKERS</b>	18,147	890,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
<b>Amusement and Sporting Goods</b>	245	23,931	3,277	216	807	1,542	1,514	28	333
Cameras & motion picture eqpt. & sples.	13	1,449	126	7	44	87	86	1	55
Moving picture films	40	4,291	1,641	19	310	708	704	4	18
Sporting goods (full line)	19	2,860	112	22	28	37	35	2	34
Toys, novelties and fireworks	137	13,065	1,186	138	362	590	578	12	193
All other	36	2,866	213	30	63	120	111	9	33
<b>Automotive</b>	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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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) Av. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)		
						Total	Full-time	Part-time			
<b>AGENTS AND BROKERS (continued)</b>											
Beer, Wines and Liquors	73	\$21,473	\$916	49	230	\$482	\$477	\$5	\$334		
Beer and other fermented malt liquors	5	95	4	2	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		
Naval stores	35	15,199	813	15	155	403	402	1	376		
Paints and varnishes	70	6,524	431	5	142	275	249	26	31		
All other	224	47,151	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)	153	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	6,082	485	1,926	3,985	3,897	48	171		
Furs, dressed and fur clothing	74	9,766	374	74	275	153	150	3	196		
Hosiery	87	47,741	1,735	75	400	1,035	1,033	2	65		
Millinery and millinery supplies	99	15,256	609	101	185	298	295	3	94		
Shoes and other footwear	67	10,729	301	65	89	122	111	11	31		
Coal and Coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443		
Drugs and Drug Sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194		
Drug specialties	38	10,365	445	32	145	248	245	3	92		
Patent medicines	21	3,863	414	18	120	271	270	1	2		
Toilet articles and preparations	59	6,948	548	53	229	280	277	3	37		
All other	22	5,718	447	20	149	279	279	--	63		
Dry Goods (full line)	14	23,061	289	11	78	174	173	1	5		
Dry Goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528		
Notions	113	28,003	3,787	106	743	1,466	1,449	17	4,654		
Piece goods	767	981,461	24,397	650	5,044	14,252	14,177	75	7,854		
All other	58	5,636	219	58	64	99	97	2	20		
Electrical Goods	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762		
Electrical merchandise (full line)	7	1,269	58	5	25	38	34	4	24		
Apparatus and equipment	148	9,387	716	113	270	417	408	9	339		
Wiring supplies and construction material	233	20,351	1,304	192	441	722	704	18	1,014		
Radios, refrigerators and appliances	250	14,876	1,279	223	485	655	629	26	386		
Farm Products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151		
Cotton	476	334,791	5,589	479	1,054	1,781	1,734	47	8,945		
Grain	414	599,343	6,066	271	1,465	3,198	3,161	37	798		
Hides, skins and furs (raw)	183	64,667	1,705	14	479	947	909	38	1,390		
Horns and mules	89	35,096	1,427	100	541	515	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	363	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	6,123	14,989	14,420	569	5,109		
Dairy products	35	30,285	585	25	95	271	265	6	150		
Poultry and poultry products	163	76,601	2,668	126	756	1,494	1,411	83	753		
Dairy and poultry products	68	52,462	1,018	40	251	481	465	16	542		
Fruits and vegetables (fresh)	1,211	604,514	24,482	986	6,965	12,664	12,200	464	3,580		
All other	7	2,420	154	5	56	79	79	--	81		
Farm Supplies	287	87,342	2,218	249	599	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 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	Parttime	
<b>AGENTS AND BROKERS (continued)</b>									
<b>Furniture and House Furnishings</b>									
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)	156	24,430	1,235	123	403	717	692	25	307
House furnishings (except as specified)	142	31,900	1,310	132	307	603	592	11	119
Musical instruments and sheet music	4	322	33	6	6	11	11	--	7
General Merchandise	69	68,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and Foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Canned goods	482	294,404	5,887	356	1,553	3,306	3,265	41	3,079
Coffee, tea and spices	142	112,603	1,344	145	330	681	676	5	77
Confectionery	40	17,339	394	35	84	210	207	3	19
Fish and sea foods	63	33,600	766	46	196	429	419	11	304
Flour	121	65,606	1,066	119	232	445	434	11	165
Meats and meat products	56	21,430	758	52	167	335	332	3	73
Sugar	228	568,227	4,641	144	1,070	2,619	2,595	20	1,646
Other food and grocery specialties	1,085	614,460	11,720	846	3,401	6,527	6,427	100	5,870
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Hardware (full line)	19	9,201	727	16	194	326	326	--	67
Hardware (specialty lines)	269	23,307	1,372	238	454	717	675	42	361
Jewelry and Optical Goods	124	6,682	429	119	117	216	213	3	298
Jewelry (full line)	7	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	1,215	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	57	128	119	9	3
Glass	33	2,602	195	29	66	114	111	3	26
Sand, gravel and crushed stone	47	16,050	372	22	137	337	332	5	233
All other	43	3,539	274	26	95	149	140	9	9
Machinery, Equipment and Supplies	2,496	210,757	20,400	1,922	5,289	11,258	10,795	467	5,237
Commercial machinery, eqpt. and apls.									
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	222
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
Rope, cordage and twine	37	16,198	702	22	175	434	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	25
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	140	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	23	31	28	3	32
All other	259	17,618	1,801	199	555	1,032	970	62	315
Professional equipment and supplies									
Dental	12	232	35	8	21	24	24	--	20
Surgical, medical and hospital	37	2,930	244	30	100	170	167	3	143
All other	33	1,021	160	26	62	81	76	5	51

(continued on next page)

CENSUS OF BUSINESS		WHOLESALE DISTRIBUTION, 1935							
		UNITED STATES SUMMARY							
		TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS							
Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses including pay roll (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
<b>Machinery, Equipment and Spis. (continued)</b>									
Service equipment and supplies									
Barber and beauty parlor	53	\$1,235	\$254	39	87	\$104	\$100	\$4	\$31
Laundry	13	437	67	13	26	33	32	1	36
Upholsterers'	37	11,786	617	33	162	309	300	9	60
All other	169	3,477	427	158	189	210	193	17	66
Transportation equipment and supplies									
Aircraft and aeronautical	12	11,773	1,196	5	136	562	561	1	319
Railroad	159	22,026	2,970	96	513	1,427	1,341	86	279
Boats (including motor, sail & steam)	21	933	72	15	32	49	48	1	4
All other	22	934	170	16	37	90	90	--	19
<b>Metals and Metal Work (except scrap)</b>	<b>377</b>	<b>173,229</b>	<b>5,178</b>	<b>282</b>	<b>1,068</b>	<b>2,844</b>	<b>2,731</b>	<b>113</b>	<b>1,324</b>
Iron and steel (except structural)	173	80,922	2,775	120	554	1,317	1,274	43	926
Structural iron and steel	42	5,664	315	28	84	166	158	11	15
Wire, wire fence and wire rope	36	3,966	249	23	78	156	148	8	93
Copper	10	2,178	161	7	44	113	111	2	30
Sheet metal products	27	2,630	105	27	35	47	44	3	3
Other metals and metal work	89	77,869	1,573	77	303	1,045	999	45	256
<b>Paper and Its Products</b>	<b>250</b>	<b>36,989</b>	<b>2,014</b>	<b>233</b>	<b>542</b>	<b>1,064</b>	<b>1,055</b>	<b>29</b>	<b>162</b>
Wrapping or coarse paper and products	146	29,644	1,524	135	392	803	783	20	85
Fine or printing and writing paper	14	6,402	259	8	50	165	164	1	4
Stationery and stationery supplies	85	2,893	228	84	98	114	106	8	73
Wall paper	5	50	3	6	2	2	2	--	--
<b>Petroleum and Its Products</b>	<b>109</b>	<b>72,733</b>	<b>1,729</b>	<b>63</b>	<b>327</b>	<b>867</b>	<b>841</b>	<b>26</b>	<b>144</b>
<b>Plumbing and Heating Equipment and Spis.</b>	<b>427</b>	<b>25,790</b>	<b>2,680</b>	<b>313</b>	<b>888</b>	<b>1,462</b>	<b>1,409</b>	<b>53</b>	<b>636</b>
Plumbing and heating (full line)	8	738	44	8	20	18	15	3	46
Heating (including stoves and ranges)	105	4,248	586	74	201	334	324	10	82
Plumbing fixtures, equipment and spis.	162	13,262	1,109	129	349	585	564	21	375
All other	152	7,542	941	102	318	525	506	19	133
<b>Tobacco and Its Products (except leaf)</b>	<b>9</b>	<b>1,529</b>	<b>49</b>	<b>10</b>	<b>12</b>	<b>26</b>	<b>26</b>	<b>--</b>	<b>1</b>
<b>Waste Materials</b>	<b>112</b>	<b>40,369</b>	<b>1,930</b>	<b>59</b>	<b>310</b>	<b>901</b>	<b>891</b>	<b>10</b>	<b>558</b>
Iron and steel scrap	42	25,900	1,093	17	151	535	529	6	105
Junk and scrap (full line)	8	684	73	8	25	27	25	2	11
Waste paper, rag and rubber	52	10,916	569	29	108	269	267	2	264
Nonferrous metals	10	2,869	195	5	25	70	70	--	178
<b>All Other Products</b>	<b>1,084</b>	<b>484,590</b>	<b>12,224</b>	<b>907</b>	<b>3,499</b>	<b>6,202</b>	<b>6,031</b>	<b>171</b>	<b>8,665</b>
Books, periodicals and newspapers	289	18,215	1,854	253	1,418	1,217	1,117	100	1,059
Flowers and nursery stock	73	9,358	1,350	35	465	749	742	7	113
Forest products (except lumber)	74	36,761	1,182	54	219	691	681	10	1,824
Leather and leather goods	152	46,846	1,290	147	542	670	660	10	1,682
Oils and greases (animal and vegetable)	69	143,953	1,544	48	190	665	651	5	297
Rubber (crude)	13	72,682	562	10	69	236	236	--	2,630
Textiles and materials* other than dry goods	31	18,216	367	34	56	110	108	2	89
Yarns	112	127,649	3,304	76	409	1,318	1,304	14	877
Miscellaneous kinds of business	271	10,700	961	250	331	545	522	23	94
<b>ASSEMBLERS</b>	<b>26,515</b>	<b>2,463,011</b>	<b>166,245</b>	<b>16,695</b>	<b>87,378</b>	<b>74,401</b>	<b>62,827</b>	<b>11,574</b>	<b>195,150</b>
<b>Fern Products - raw materials</b>	<b>14,293</b>	<b>1,493,387</b>	<b>66,380</b>	<b>7,802</b>	<b>30,085</b>	<b>28,507</b>	<b>25,848</b>	<b>2,659</b>	<b>175,717</b>
Cotton	1,360	287,608	10,913	1,216	2,060	2,588	2,319	209	37,910
Grain	8,907	745,932	35,568	2,948	17,538	17,184	15,708	1,476	56,218
Hides, skins, and furs (raw)	453	13,555	1,151	445	661	556	465	93	1,856
Horses and mules	258	9,304	792	303	385	266	241	25	497
Livestock	2,476	309,774	8,207	2,270	3,757	3,299	2,941	356	2,939
Tobacco (leaf)	261	74,213	6,481	122	4,139	3,449	3,167	282	75,027
Wool and mohair	135	30,943	1,685	139	310	474	441	33	455
All other	443	22,058	1,523	359	1,177	749	566	183	804

(continued on next page)



CENSUS OF  
BUSINESS

## WHOLESALE DISTRIBUTION: 1935

## UNITED STATES SUMMARY

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

Type of Operation Kind of Business	Number of estab- lish- ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie- tors and firm members	Employees (full-time and part- time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS (continued)									
Farm Products - consumer goods	10,814	\$865,968	\$87,730	7,694	48,553	\$39,999	\$32,444	\$7,555	\$13,065
Dairy products	2,867	178,049	12,514	1,234	5,274	5,617	5,428	189	1,599
Poultry and poultry products	2,157	157,074	10,187	1,905	6,648	5,195	4,693	502	2,602
Dairy and poultry products	3,479	96,270	5,105	3,180	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	29,250	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.

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

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



WHOLESALE DISTRIBUTION: 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:

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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

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	all establishments			Under \$10,000			\$10,000 to \$49,999			\$50,000 to \$99,999			\$100,000 to \$199,999				
	Num-ber	Net Sales (add 000)	Ex-pen-ses (add 000)	Ex- per- son- num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- num- ber	
																	1935
MATERIAL STATE																	
Amusement and Sporting Goods	1,015	127,139	18,426	13	860	121,633	17,432	13,290	321,337	35,282	48,677	20,910	11,899	1,406,095	270,000	16,610	
Camera and motion picture equipment and supplies	71	3,468	836	3	291	3,028	594	8	1,031	207	2,300	384	11	17,941	3,931	22	
Moving picture films	191	36,268	6,083	43	201	118,087	63	1,573	634	253	244	13	2,749	669	31.6		
Sporting goods (full line)	131	26,993	5,025	25	131	112,818	37	1,705	612	232	216	13	3,208	700	32.1		
Trick and magic lanterns	253	21,345	3,565	15.7	45	178	48	1,946	479	28.9	38	2,237	30	4,444	897	10.5	
All other	5,686	248,805	38,038	54.8	3,743	1,038,281	2,433	19,638	10,303	1,131	99,387	21,625	61.5	61,366	12,994	28.3	
Automobiles and other motor vehicles	3,401	345,429	50,271	16.6	4	11,254	43	1,550	222	16.4	3	7,941	43	3,766	2,143	11.1	
Automotive equipment	4,801	346,797	67,245	25.9	6	3,264	983	30.1	2,276	61,267	10,649	70,309	17,033	51.4	70,489	17,313	
Tires and tubes	459	59,174	9,049	15.9	77	327	69	4,018	930	22.1	10	6,319	1,483	23.6	9	8,021	1,508
Beer, Wines and Liquors	3,926	597,372	74,577	12.7	325	1,608	318	19.7	1,340	37,656	6,231	16.1	677	82,507	9,800	15.0	
Beer and other fermented malt liquors	2,596	211,218	31,600	14.6	253	1,139	310	31.3	4,976	16.7	844	45,549	9,114	15.6	380	55,315	8,178
Wines and liquors	1,330	379,156	43,969	11.6	72	305	377	35.2	260	7,545	1,413	13.2	236	16,958	2,686	18.0	
Chemicals and Paints	1,333	233,594	40,361	10.1	207	953	209	27.2	514	13,276	3,431	25.7	230	16,446	4,277	26.0	
Dyes	50	13,571	3,780	27.9	4	x	x	x	16	501	158	31.5	9	539	165	30.6	
Explosives	56	64,713	6,260	12.6	7	38	12	27.5	42	1,269	326	23.2	25	1,847	308	25.5	
Organic chemicals	27	21,284	1,343	6.3	1	x	x	x	6	46	17	37.0	2	173	50	11.6	
Naval stores	766	65,051	14,980	23.0	93	491	132	26.9	349	9,136	2,223	22.4	144	10,267	2,631	20.6	
Paints and varnishes	292	57,338	11,695	20.4	38	376	101	26.7	91	2,043	366	27.7	46	3,262	982	29.5	
All other	3,763	614,182	83,033	13.7	437	2,113	373	17.7	1,294	35,133	9,560	15.8	647	46,500	9,961	15.0	
Clothing and Furnishings	546	65,459	9,944	14.1	75	364	56	15.6	132	5,354	806	13.1	107	7,688	1,091	14.2	
Clothing and/or furnishings (full line)	117	12,214	1,834	10.3	10	28	12	10.8	20	1,045	176	10.2	15	1,404	187	12.2	
Men's and boys' clothing	1,020	213,495	29,458	13.4	105	664	97	20.9	282	7,954	1,185	15.7	149	10,234	1,434	15.0	
Women's and children's	266	31,277	3,753	11.9	27	107	17	16.5	134	3,726	613	16.1	35	2,653	329	12.4	
Furs, dressed and fur clothing	135	39,601	5,031	11.0	17	87	6	8.9	12	1,796	264	14.7	38	2,607	310	11.9	
Hosiery	452	110,696	16,569	13.9	40	193	34	17.6	116	3,478	493	14.2	63	6,327	916	14.5	
Shoes and other footwear	361	119,284	25,925	12.1	26	120	30	25.0	97	2,556	328	20.2	17	4,425	943	21.3	
Drugs (full line)	274	279,794	59,425	13.0	42	1,027	444	60.7	622	10,576	6,617	25.1	134	13,588	2,809	13.7	
Drugs and drug Sundries (specialty, lines)	1,145	112,813	23,303	25.9	203	1,467	548	80.7	652	10,376	5,457	25.1	150	9,977	3,309	23.9	
Drugs specialties	308	28,710	4,793	16.2	62	269	101	21.3	125	3,114	619	21.1	50	3,433	746	21.4	
Patent medicines	186	26,583	3,705	17.9	77	837	102	30.6	119	1,489	442	30.6	13	2,469	387	30.5	
Toilet articles and preparations	323	38,304	5,746	26.5	170	874	105	22.0	112	2,689	611	22.6	40	2,711	788	26.0	
All other	262	25,246	5,421	13.6	73	307	79	22.6	118	2,023	712	22.5	54	2,493	466	17.9	
Dry Goods (full line)	303	262,616	39,053	14.5	—	—	—	—	—	—	—	—	—	—	—	—	
Dry Goods (specialty lines)	2,479	342,533	54,011	12.6	409	1,951	337	13.4	321	23,149	4,540	14.6	367	23,022	4,531	16.1	
Notions	779	71,004	12,767	17.8	139	645	121	19.6	335	6,431	1,544	16.3	178	9,262	1,608	17.0	
Piece goods	1,203	231,862	27,050	10.6	144	656	121	18.4	347	9,326	1,356	13.3	212	14,963	1,962	13.1	
All other	432	24,267	4,184	15.6	128	358	101	17.1	238	5,792	940	16.2	37	5,060	741	13.3	
Electrical Goods	2,397	509,334	97,412	17.4	227	1,164	295	22.3	713	19,259	4,611	24.0	401	26,774	6,482	22.5	
Electrical machinery (full line)	419	134,353	26,283	14.0	1	x	x	x	8	1,107	197	15.1	4	3,380	100	18.6	
Electric fans	1,614	209,215	38,924	16.4	112	592	112	17.0	421	10,030	2,034	16.4	119	14,410	2,754	16.6	
Wiring supplies and construction material	725	74,769	14,235	13.0	72	366	89	24.3	247	7,920	1,703	25.0	153	17,304	3,283	19.2	
Radios, refrigerators and appliances	1,056	284,239	52,295	18.4	136	646	140	26.2	287	6,656	2,097	24.1	149	10,176	2,468	20.3	

X. \* Washed to avoid double counting of individual operators.

(continued on next page)











GENUS OF BUSINESS  
WHOLESALE DISTRIBUTION, 1935

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

For 442 kinds of business

KIND OF BUSINESS	Establishments, with sales of														
	\$200,000 to \$399,999			\$300,000 to \$499,999			\$500,000 to \$999,999			\$1,000,000 to \$1,999,999			\$2,000,000 and over		
	Num-ber	Net Sales (add 000)	Ex-pen-ses (add 000)	Ex- per- son- nes, Num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- nes, Num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- nes, Num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)	Ex- per- son- nes, Num- ber	Net Sales (add 000)	Ex-pen- ses (add 000)
Lumber and construction materials	131	\$46,330	\$9,459,205.4	135	\$59,349	\$10,443,133.0	31	\$39,534	\$9,650,181.1	29	\$40,561	\$9,662,194.5	6	\$25,091	\$9,679,211.6
Lumber and millwork (all lines)	105	29,554	4,980,194.5	31	30,768	5,532,131.0	33	33,394	5,793,173.3	30	27,804	3,967,184.6	5	14,010	2,772,194.6
Brick, tile and terra cotta	8	1,999	369,104.5	2	8,038	3,348,145.3	1	5,557	459,171.3	3	4,797	633,134.1	—	—	—
Glass, lime and plaster	10	2,448	728,254.6	7	2,629	769,350.0	7	2,003	1,116,121.3	—	—	—	—	—	—
Clay, gravel and crushed stone	6	1,431	405,292.3	7	2,679	743,877.7	2	1,360	332,844.4	2	1,360	332,844.4	2	1,360	332,844.4
All other	2	507	134,444.1	2	507	134,444.1	2	2,215	500,134.8	2	2,215	500,134.8	2	2,215	500,134.8
Machinery, equipment and supplies	440	105,021	22,293,211.0	322	129,334	22,830,184.4	223	149,161	26,795,161.1	70	91,698	16,051,104.4	13	45,748	5,977,122.2
Commercial machinery, equipment and supplies	27	3,710	546,314.2	6	3,913	915,284.4	2	1,431	815,284.4	2	1,431	815,284.4	—	—	—
Office (except furniture)	26	6,376	1,326,252.2	15	4,933	1,125,984.0	4	2,980	716,284.6	3	2,980	716,284.6	3	2,980	716,284.6
All other	33	8,177	1,214,151.0	19	7,060	1,282,183.1	10	6,158	1,056,171.1	2	—	—	2	—	—
Farm and dairy machinery and equipment	29	6,947	1,391,304.0	35	12,620	2,530,162.7	40	26,494	4,664,139.4	13	15,281	2,672,164.8	3	10,327	1,932,169.3
Industrial machinery	2	560	142,244.5	2	1,083	328,195.9	2	1,800	252,167.9	2	1,800	252,167.9	—	—	—
Power transmission equipment	1	1,508	365,174.6	3	1,820	222,252.2	2	1,869	413,264.6	1	4,326	421,971.7	—	—	—
Pumps, cranes and hoists	60	14,728	3,163,314.5	43	14,170	2,272,174.6	23	16,317	2,760,174.0	7	5,188	1,012,164.5	—	—	—
Industrial machinery	34	9,099	1,982,194.7	50	11,499	1,930,164.8	23	14,423	2,448,174.0	4	—	—	4	—	—
Construction (including new buildings)	4	946	210,252.2	4	1,485	371,114.5	6	4,317	613,174.0	4	5,039	1,507,254.9	—	—	—
Mines and quarrying	4	946	210,252.2	4	1,485	371,114.5	6	4,317	613,174.0	4	5,039	1,507,254.9	—	—	—
All other	73	17,364	2,600,151.0	62	25,073	1,741,745.5	39	27,130	2,163,184.0	18	25,024	2,405,946.5	5	14,438	1,111,745.7
Oil well and oil refining	6	1,508	365,174.6	3	1,820	222,252.2	2	1,869	413,264.6	1	4,326	421,971.7	—	—	—
Power plant	1	1,508	365,174.6	3	1,820	222,252.2	2	1,869	413,264.6	1	4,326	421,971.7	—	—	—
Used machinery and equipment	5	1,223	377,350.4	3	1,179	289,254.4	3	1,721	389,224.0	—	—	—	—	—	—
All other	17	4,023	1,126,294.9	13	4,984	1,605,362.0	2	1,044	251,264.0	—	—	—	—	—	—
Professional equipment and supplies	11	2,676	667,244.9	7	2,694	618,354.4	6	6,097	1,621,274.1	4	5,039	1,507,254.9	—	—	—
Surgical, medical and hospital	16	4,024	907,234.6	6	3,074	631,274.0	9	3,919	968,252.6	6	7,718	1,949,252.2	—	—	—
All other	22	5,302	1,022,304.2	12	3,937	936,263.5	4	2,222	482,263.5	—	—	—	—	—	—
Service equipment and supplies	22	5,082	1,083,214.3	12	4,360	980,224.5	7	4,321	1,259,291.1	3	3,697	619,224.7	—	—	—
Laundry	9	4,749	1,000,314.5	5	2,153	493,252.2	6	4,321	1,259,291.1	3	3,697	619,224.7	—	—	—
Upshelters*	2	2,546	393,263.5	10	5,068	1,499,252.2	6	4,321	1,259,291.1	3	3,697	619,224.7	—	—	—
Transportation equipment and supplies	4	1,952	325,184.6	1	1,313	222,252.2	—	—	—	—	—	—	—	—	—
Aircraft and aeronautical	4	1,952	325,184.6	1	1,313	222,252.2	—	—	—	—	—	—	—	—	—
Railroad (including motor, wall and steam)	6	1,952	325,184.6	2	1,313	222,252.2	—	—	—	—	—	—	—	—	—
All other	8	1,952	325,184.6	2	1,313	222,252.2	—	—	—	—	—	—	—	—	—
Metal and metal work (except scrap)	37	21,856	4,136,134.6	31	29,492	4,664,134.0	25	31,373	6,064,134.0	8	21,648	3,444,134.0	2	77,019	2,256,134.0
Structural iron and steel	14	7,928	1,724,134.1	29	11,544	2,282,164.2	38	24,390	4,769,134.0	16	21,648	3,444,134.0	2	77,019	2,256,134.0
Structural iron and steel	18	3,443	633,244.1	22	4,507	1,282,164.2	10	6,711	1,623,164.4	—	—	—	—	—	—
Wire, wire fence and wire rope	5	1,175	218,154.6	4	1,031	218,154.6	—	—	—	—	—	—	—	—	—
Copper	1	1,175	218,154.6	4	1,031	218,154.6	—	—	—	—	—	—	—	—	—
Other metal products	20	4,905	935,134.1	16	6,749	1,627,134.2	17	11,931	1,705,134.0	4	—	—	4	—	—
Other metals and metal work	13	3,132	346,114.0	5	5	—	9	—	—	5	5,779	662,114.8	5	84,264	1,692,214.6

(continued on next page)

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	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)	Expenses (add 000)	Ex- per- cent- % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- cent- % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- cent- % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- cent- % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- per- cent- % to Sales
Paper and Its Products	2,486	3295,721	873,523	19.5	321	81,477	23,121	28.4	606	221,019	64,613	29.2	445	221,652	65,677	29.7	270	225,432	70,921	31.5
Printing and allied products	1,541	282,003	49,256	17.5	171	51,191	11,796	23.0	333	120,818	22,817	18.9	233	120,995	22,817	18.9	133	120,995	22,817	18.9
Printing or coarse paper and products	201	61,596	10,918	17.7	27	513	109,210	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Fine or printing and writing paper	284	24,907	4,238	17.0	27	513	109,210	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Stationery and stationery supplies	253	16,227	5,158	31.8	27	513	109,210	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Wall paper																				
Petroleum and Its Products	978	124,120	16,491	13.3	122	282	122,826	131	5,122	1,232	24.0	95	7,124	1,762	24.7	80	11,206	2,254	20.1	
Flour, Feed and Feeding Equipment and Supplies	1,712	240,005	47,527	19.8	154	794	228,373	428	13,224	3,222	24.6	361	25,166	5,600	22.3	322	45,112	10,415	23.1	
Paints and allied products	509	119,822	22,400	18.8	4	2	1,232	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Plumbing and heating (full line)	224	24,928	4,238	17.0	27	513	109,210	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Heating (including stoves and ranges)	142	10,070	2,533	25.2	27	137	46,331	61	1,400	429	30.6	25	1,729	2,854	21.0	143	19,616	4,333	22.0	
Plumbing fixtures, equipment and supplies																				
All other																				
Tobacco and Its Products (except leaf)	1,914	744,644	41,094	5.5	142	513	73,142	243	7,561	540	7.1	227	19,643	1,373	7.4	344	49,603	3,286	6.6	
Wares, Metals and	4,765	321,124	57,029	14.6	1,282	7,169	1,726	24.0	1,628	35,024	8,103	23.1	1,282	35,024	8,103	23.1	303	59,555	8,927	17.7
Iron and steel	1,442	119,010	20,405	17.2	27	513	109,210	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Iron and steel, except	1,156	122,945	20,798	17.1	62	2,239	658,270	467	10,483	2,629	22.1	140	9,546	2,284	24.4	421	18,977	3,110	17.5	
Cast iron and steel	280	22,010	2,372	11.1	61	304	56,134	54	1,405	204	14.5	25	1,859	2,894	15.4	26	3,479	3,814	11.0	
Non-ferrous metals	3,035	408,428	63,513	15.6	993	4,297	1,056	24.6	1,452	37,327	7,685	20.5	622	42,501	8,541	19.9	433	58,710	10,340	17.6
All Other Products	609	104,761	17,670	16.9	53	248	57,270	202	5,459	1,135	20.0	104	9,299	1,722	17.9	93	17,409	3,284	21.5	
Chemicals and newspapers	533	23,960	4,905	20.5	1,110	286	22,618	121	2,979	1,202	22.6	68	4,650	1,176	25.3	41	5,536	1,117	19.9	
Flour and bakery	490	39,960	13,289	33.3	121	2,979	1,202	22.6	121	2,979	1,202	22.6	121	2,979	1,202	22.6	121	2,979	1,202	22.6
Flour and bakery (except flour)	1,600	29,540	2,540	8.6	4	2	1,232	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Leather and leather goods	1,600	29,540	2,540	8.6	4	2	1,232	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Leather and leather goods (animal and vegetable)	11	11,259	985	8.8	3	2	1,232	126	4,770	1,000	222.5	89	6,834	1,427	22.7	47	6,438	1,506	23.5	
Rubber (crude)	291	37,297	3,252	8.7	17	56	123,242	45	1,203	216	14.0	100	2,073	305	14.7	32	2,923	447	15.3	
Rubber (finished)	291	37,297	3,252	8.7	17	56	123,242	45	1,203	216	14.0	100	2,073	305	14.7	32	2,923	447	15.3	
Textiles and materials other than dry goods	724	30,726	7,940	26.0	213	1,020	222,217	346	8,323	1,929	22.9	100	6,729	1,540	22.6	39	5,127	1,091	21.3	
Textiles and materials other than dry goods																				
Miscellaneous kinds of business																				

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	Establishments with sales of																			
	\$200,000 to \$299,999		\$300,000 to \$399,999		\$400,000 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- centage to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- per- centage to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- per- centage to Sales	Num- ber	Net Sales (add 000)	Ex- penses (add 000)	Ex- per- centage to Sales				
Paper and Its Products	186	\$47,704	\$9,979	18.6	163	\$62,007	\$11,850	17.1	428	\$85,282	\$15,686	17.4	46	\$64,872	\$10,078	15.6	11	\$20,249	\$4,679	15.5
Printing on covers, news, and products	126	3,930	750	19.1	131	5,059	1,007	20.0	300	59,289	10,337	17.4	9	74,838	13,000	17.4	10	8,200	1,400	17.0
Stationery and stationery supplies	20	4,621	1,112	23.7	9	3,003	749	25.0	30	6,048	1,354	21.9	4	4,963	1,022	20.6	—	—	—	—
Wall paper	15	1,011	310	30.7	7	2,721	946	35.4	1	—	—	—	—	—	—	—	—	—	—	—
Petroleum and Its Products	271	66,790	3,639	5.4	231	7,653	1,021	13.4	28	17,436	2,097	12.6	15	23,288	2,070	13.5	11	49,597	3,501	7.2
Plumbing and Heating Equipment and Supplies	188	57,072	7,436	13.6	116	44,255	5,450	12.3	74	50,272	9,186	18.2	7	10,455	1,716	16.4	3	7,096	1,196	16.7
Hardware	115	2,916	577	19.8	6	5,384	794	14.8	9	5,994	1,137	17.9	—	7,438	960	13.4	—	—	—	—
Baking (including stores and ranges)	13	13,808	2,218	19.1	30	10,227	1,899	18.5	84	15,136	2,649	16.4	1	—	—	—	—	—	—	—
Plumbing fixtures, equipment and supplies	6	1,423	274	19.3	3	1,321	283	21.3	3	1,908	381	20.2	—	—	—	—	—	—	—	—
All other	271	66,790	3,639	5.4	281	104,269	5,217	5.4	280	170,813	8,543	5.0	97	131,459	6,202	4.7	51	197,453	11,922	6.0
Tobacco and Its Products (except leaf)	109	39,493	4,585	12.6	107	40,126	5,713	14.2	82	60,305	7,631	12.6	37	81,686	6,831	18.6	10	94,800	4,356	4.5
Meats, Poultry, Fish, Shellfish, and Seafood	307	12,432	2,085	16.8	336	13,543	2,337	17.5	283	15,699	1,668	10.7	16	21,799	2,707	13.0	14	66,703	3,408	5.3
Iron and steel scrap	45	10,486	1,678	17.9	20	6,400	1,057	16.6	28	17,496	2,226	13.1	1	—	—	—	—	—	—	—
Rubber and scrap (roll line)	52	12,560	2,426	19.3	36	11,232	2,003	14.7	28	19,800	2,864	14.5	18	25,765	3,890	15.1	3	9,000	654	6.7
Waste paper, rag, and rubber	10	2,911	231	12.3	12	4,213	259	6.5	10	7,275	788	10.8	2	—	—	—	—	—	—	—
Nonspecific metals	144	39,430	5,648	15.9	129	49,536	7,822	15.8	76	95,610	7,919	8.4	54	47,351	5,452	11.6	22	73,588	8,590	11.7
All Other Products	146	1,133	2,021	181.7	59	1,543	2,021	131.4	32	16,429	3,601	21.9	6	11,213	1,970	17.6	9	21,497	3,794	17.6
Books, periodicals and newspapers	12	3,015	865	28.7	14	2,213	623	28.2	5	3,864	491	13.6	2	—	—	—	—	—	—	—
Ferrous products (except lumber)	33	8,090	1,330	14.0	31	13,414	1,230	11.7	22	15,869	1,636	10.2	5	6,555	700	11.0	4	13,172	748	5.7
Leather and leather goods	4	1,054	135	13.1	4	1,658	197	11.9	3	3,324	289	7.2	5	6,097	737	9.2	2	9,754	624	6.4
Grain and grain products	14	3,415	400	14.1	6	2,782	497	17.4	4	3,114	177	6.5	2	—	—	—	—	—	—	—
Textiles and materials other than dry goods	10	2,525	280	11.7	9	3,143	202	7.3	6	4,514	741	16.4	1	—	—	—	—	—	—	—
Wine	9	—	—	—	14	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Miscellaneous kinds of business	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

**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 23 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	Num- ber	Net sales (add 000)	Ex- per- ses. % to sales	Num- ber	Net sales (add 000)	Ex- per- ses. % to sales	
UNITED STATES	1,015	\$107,159,18.4		608	\$11,411,27.4	182	\$12,631,24.9	119	\$17,241,22.8	79	\$23,325,19.7	17	\$12,080,17.3	10	\$30,251,9.1							
TOTAL	72	4,584,19.7		50	989,26.0	10	661,21.0	8	1,282,32.1	3	1,456,22.8	2	1,456,22.8	2	1,456,22.8							
New England	366	49,662,16.6		220	4,249,27.9	66	4,701,23.3	44	6,095,21.7	20	6,456,19.8	8	6,456,19.8	8	6,456,19.8							
Middle Atlantic	170	13,982,25.6		102	1,752,27.3	28	1,999,29.0	20	3,077,25.4	16	4,517,18.6	4	2,647,23.3	3	2,647,23.3							
East North Central	77	5,480,25.5		47	970,27.7	13	861,33.6	6	859,23.4	6	2,810,22.5											
West North Central	53	5,751,25.1		32	613,28.1	12	826,28.0	9	1,394,24.7	10	2,918,18.0											
South Atlantic	17	944,24.7		9	145,20.0	5	324,32.1	2	1,394,24.7	1	1,394,24.7											
East South Central	62	5,259,20.8		41	715,28.7	10	673,32.6	4	612,18.3	5	1,568,20.2	2	1,707,17.0									
West South Central	29	1,959,27.7		17	393,28.0	4	269,23.8	6	2,983,21.5	2	3,411,19.4	2	3,411,19.4									
Mountain	159	19,460,13.9		90	1,585,26.2	34	2,497,20.8	20	2,983,21.5	11	3,411,19.4	2	3,411,19.4									
Pacific	583	70,634,17.9		337	6,146,28.2	105	7,892,23.5	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	156,12.6	4	273,16.1	2	931,22.8	2	931,22.8											
Boston	32	2,939,19.2		19	275,32.7	4	277,22.7	6	523,21.7	1	523,21.7											
Buffalo	10	866,21.3		5	100,12.6	2	100,12.6	3	1,456,22.8	2	1,456,22.8											
Chicago	47	5,579,23.7		23	395,27.8	10	690,24.3	6	907,32.4	5	1,487,18.2	3	2,100,22.9									
Cleveland	18	1,475,21.2		12	186,26.3	3	186,26.3	2	453,16.8	3	592,17.5											
Detroit	22	1,514,18.6		15	215,24.7	2	215,24.7	3	453,16.8	4	1,157,15.6	2	551,21.6									
Los Angeles	65	12,728,9.6		39	569,33.4	11	847,22.0	7	1,043,15.3	2	318,20.1	2	479,21.7									
Milwaukee	18	1,396,25.9		10	216,30.6	4	311,36.0	4	3,392,22.0	4	775,14.3	6	4,674,17.8									
New York	244	30,730,18.2		151	2,669,27.8	43	3,104,20.4	24	3,392,22.0	14	4,779,21.7	6	4,674,17.8	6	11,912,13.1							
Philadelphia	39	5,608,20.0		22	567,30.2	2	626,32.1	3	393,21.1	3	595,25.7	2	595,25.7									
Pittsburgh	80	2,189,21.1		9	164,24.4	3	164,24.4	5	595,25.7	2	595,25.7											
St. Louis	18	1,567,22.7		10	183,27.3	2	134,33.6	3	445,18.1	3	845,22.4											
San Francisco	35	3,146,20.7		14	247,21.9	12	866,19.1	5	756,29.8	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																					
	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				
<b>TOTAL, all establishments</b>	5,626	\$747,950	16.8	3,223	659,314	27.6	1,131	979,367	26.5	610	984,356	23.3	411	1,244,447	21.0	131	992,228	14.1	120	\$298,208	8.5	
<b>UNITED STATES</b>																						
<b>TOTAL, 13 CITIES</b>	1,378	292,910	15.2	753	15,695	30.4	244	16,947	26.7	143	30,439	28.6	140	43,736	22.4	45	31,695	16.9	53	170,809	8.7	
Baltimore	42	2,927	25.7	27	479	32.6	6	512	28.5	2	4	1,146	25.0	1	1	1	1,548	13.0	5	15,620	8.0	
Boston	71	23,711	12.7	30	608	30.4	13	931	24.0	12	1,735	26.7	9	3,249	19.0	4	4,134	16.5	2	19,646	7.5	
Buffalo	31	9,461	12.1	17	271	25.8	4	252	19.6	6	3,743	29.1	30	8,509	23.3	3	3,723	17.4	7	19,646	7.5	
Chicago	244	41,760	16.9	135	3,146	31.6	41	2,943	29.6	22	5,673	30.9	10	1,920	21.2	6	1,940	14.2	5	14,080	7.0	
Cleveland	118	30,023	11.7	54	637	31.2	13	978	26.9	14	1,646	30.9	10	3,469	24.6	6	3,696	17.2	4	31,642	9.8	
Detroit	198	39,771	14.9	123	2,961	28.6	33	2,295	25.5	15	3,111	26.8	12	3,524	23.6	5	3,678	16.5	9	24,841	9.0	
Los Angeles	40	4,666	26.8	21	809	36.9	9	617	32.3	4	616	30.6	4	1,156	26.1	1	7,963	14.5	6	19,608	9.8	
Milwaukee	270	49,310	16.8	128	2,959	30.5	60	4,060	27.4	34	4,986	27.2	33	10,504	18.6	12	2,703	22.9	1	8,555	10.4	
New York	90	15,350	18.0	53	1,402	30.7	17	1,301	35.4	10	1,756	26.1	10	2,629	22.6	1	2,629	22.6	1	8,555	10.4	
Philadelphia	35	15,243	15.8	15	416	29.0	6	642	31.9	3	667	36.1	5	1,429	30.7	2	1,429	30.7	2	8,555	10.4	
Pittsburgh	69	6,054	21.4	43	607	26.2	12	815	28.3	6	867	36.1	10	1,429	30.7	2	1,429	30.7	2	8,555	10.4	
San Francisco	81	29,518	12.0	39	659	29.1	12	763	28.2	13	1,917	27.4	10	3,199	21.3	1	3,199	21.3	1	8,555	10.4	

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		Total, all establishments					Establishments with sales of					\$1,000,000 and over										
		Number	Net sales (add 000) % to sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) % to sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) % to sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) % to sales	Ex- per- ses, % to sales	Num- ber	Net sales (add 000) % to sales	Ex- per- ses, % to sales						
UNITED STATES		3,935	\$597,376	12.7	1,685	\$39,261	16.8	877	\$62,507	15.7	659	\$92,050	15.2	504	\$156,749	12.3	155	\$104,550	11.0	75	\$132,270	10.0
TOTAL		275	65,029	13.5	45	1,416	18.9	57	4,140	17.6	65	9,516	14.5	77	23,226	13.4	21	13,697	12.2	10	13,034	12.3
New England		913	138,854	13.7	463	10,380	15.8	197	13,674	15.3	120	16,045	16.5	75	24,246	13.5	31	21,936	12.8	29	52,563	12.4
Middle Atlantic		959	133,266	11.5	372	9,349	15.7	230	16,759	14.1	196	27,383	14.4	126	39,360	11.7	21	13,984	10.9	14	27,432	5.7
East North Central		468	60,792	12.7	203	4,981	16.7	130	9,382	16.2	54	7,434	16.7	55	17,051	12.3	22	14,287	10.9	4	7,187	6.1
West North Central		259	53,919	12.5	106	2,569	21.5	63	4,244	17.0	32	7,315	14.9	43	14,959	12.3	24	16,188	10.0	6	8,615	9.3
South Atlantic		134	21,595	9.7	63	1,564	23.0	23	1,553	16.2	13	1,929	15.0	24	7,522	8.6	9	5,387	8.7	2	2,827	9.1
East South Central		230	29,313	11.9	112	2,282	15.5	28	2,943	15.5	48	6,653	15.1	32	10,151	10.9	9	5,387	8.7	2	2,827	9.1
West South Central		142	14,087	14.1	71	1,682	18.1	35	2,959	16.8	22	3,151	13.8	10	3,148	14.4	3	10,404	10.8	1	15,924	12.0
Mountain		515	70,611	13.6	250	5,480	16.8	114	8,154	16.9	89	12,604	15.8	59	18,045	12.5	16	10,404	10.8	7	15,924	12.0
Pacific		638	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	85,582	10.0
BALTIMORE		34	10,804	11.4	6	165	21.8	6	445	16.3	3	1,165	14.7	10	3,669	10.5	8	4,924	12.0	1	10,391	13.4
Boston		58	23,861	13.9	6	179	24.0	4	324	20.4	15	2,165	15.4	17	5,148	15.4	3	5,614	12.0	8	10,391	13.4
Buffalo		9	3,080	15.2	1	x	x	3	239	54.7	1	x	x	2	897	12.8	1	x	x	1	x	x
Chicago		165	38,569	10.7	45	1,131	16.9	32	2,287	15.7	35	5,059	12.1	36	11,562	11.6	8	5,868	9.9	7	13,122	8.3
Cleveland		11	1,016	20.2	6	105	29.5	1	x	x	3	413	18.6	1	x	x	--	--	--	--	--	--
Detroit		15	7,769	4.0	4	59	18.6	3	203	14.3	2	283	13.0	2	x	x	--	--	--	--	--	--
Los Angeles		106	22,250	12.6	43	1,023	15.2	18	1,198	16.4	21	2,948	17.2	16	4,900	11.4	5	3,304	10.1	3	8,765	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	x	x	2	x	x
New York		168	60,522	13.2	58	1,300	26.0	32	2,275	24.5	25	3,356	23.4	19	6,475	14.0	15	10,821	13.7	19	36,394	10.8
Philadelphia		49	5,265	11.6	27	515	13.0	9	x	x	7	1,011	16.2	2	x	x	4	2,518	10.3	--	--	--
Pittsburgh		71	2,940	11.1	51	x	x	13	817	9.2	6	1,841	11.9	1	x	x	--	--	--	--	--	--
St. Louis		18	5,391	13.5	4	141	16.3	3	x	x	1	x	x	7	3,368	14.2	3	2,499	10.5	--	--	--
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	Total, all establishments		Establishments with sales of										Ex- pre- % to sales	Net sales (aid 000)	Num- ber	Ex- pre- % to sales	Net sales (aid 000)	Num- ber	Ex- pre- % to sales	Net sales (aid 000)	Num- ber
	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	Ex- pre- % to sales	Num- ber	Ex- pre- % to sales	Num- ber	Ex- pre- % to sales	Num- ber	Ex- pre- % to sales	Num- ber	Ex- pre- % to sales	Num- ber	Ex- pre- % to sales									
UNITED STATES	1,353	\$253,594	18.1	721	\$14,329	25.8	230	\$16,446	25.0	177	\$24,668	22.5	121	\$36,378	20.7	55	\$39,442	14.6	29	\$92,331	14.7
TOTAL	112	19,542	16.8	50	1,143	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
New England	408	101,793	18.9	204	4,978	24.9	74	5,941	24.4	52	7,281	20.7	50	14,868	19.7	17	12,447	15.1	11	57,658	18.3
Middle Atlantic	325	38,937	19.6	182	3,704	26.5	60	4,320	31.1	45	6,177	24.7	21	5,813	26.4	10	6,450	18.0	7	12,493	8.8
East North Central	134	14,528	22.0	71	1,456	28.4	22	1,653	25.4	19	2,477	23.7	17	5,279	23.0	5	3,753	15.7	--	--	--
West North Central	95	18,715	10.1	53	835	25.6	15	1,072	21.9	10	1,456	23.8	10	3,094	18.8	5	3,094	18.8	2	--	--
South Atlantic	27	6,351	11.9	15	306	28.1	4	284	26.4	3	359	19.0	2	--	--	--	--	--	--	1	--
East South Central	55	5,610	13.7	33	554	22.2	6	643	22.6	9	1,356	23.2	4	1,204	18.2	3	2,053	14.2	--	--	--
West South Central	26	2,218	28.2	13	164	17.9	5	343	22.1	6	662	21.9	1	--	--	--	--	--	--	1	--
Mountain	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
Pacific																					
TOTAL, 13 CITIES	629	136,921	19.1	353	6,960	25.7	111	7,999	23.6	74	10,566	22.4	59	17,985	21.9	31	20,564	16.1	21	72,947	17.2
Baltimore	21	2,127	17.3	10	166	24.1	5	333	22.5	3	459	21.8	2	2,056	16.1	1	3,358	8.3	3	3,577	17.1
Boston	40	6,808	15.6	16	428	26.8	6	465	19.4	4	613	18.2	2	1,196	23.9	2	1,964	28.5	5	3,227	16.0
Buffalo	17	1,323	29.3	8	168	29.2	5	1,044	33.3	9	1,196	23.9	7	779	30.0	2	--	--	--	--	--
Chicago	85	12,184	19.0	45	929	27.7	15	1,044	33.3	9	1,196	23.9	7	779	30.0	2	--	--	--	--	--
Cleveland	45	6,229	25.9	23	408	33.5	13	306	40.8	5	408	33.5	2	--	--	--	--	--	--	--	--
Detroit	28	6,773	19.3	11	327	20.8	4	324	23.1	6	798	32.1	1	--	--	--	--	--	--	--	--
Los Angeles	55	6,142	16.3	35	651	25.9	6	463	28.9	6	915	13.6	2	--	--	--	--	--	--	--	--
Milwaukee	22	1,621	28.9	14	273	26.4	4	334	28.1	2	334	28.1	2	--	--	--	--	--	--	--	--
New York	118	80,026	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	56,987	18.6
Philadelphia	36	4,484	18.6	20	397	33.0	7	552	21.4	6	707	22.9	4	1,280	22.6	1	--	--	--	--	--
Pittsburgh	12	2,616	20.4	7	234	27.4	3	212	24.1	1	1	1	1	1	1	1	1	1	1	1	1
St. Louis	21	2,616	20.4	7	234	27.4	3	212	24.1	1	1	1	1	1	1	1	1	1	1	1	1
San Francisco	31	4,840	19.2	16	391	30.5	7	437	32.5	3	495	21.8	--	--	--	--	--	--	--	2	1

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											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							
	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	Number	Net sales add 000,	Ex- per- ses, % to sales	Number	Net sales add 000,	Ex- per- ses, % to sales	Number	Net sales add 000,										Ex- per- ses, % to sales	Number	Net sales add 000,	Ex- per- ses, % to sales	Number	Net sales add 000,	Ex- per- ses, % to sales
<b>Total</b>																											
<b>all establishments</b>																											
<b>UNITED STATES</b>																											
TOTAL	381	\$196,354	112.1	123	\$2,646	21.0	61	\$4,425	21.3	57	\$7,669	19.9	62	\$19,637	22.1	34	\$25,252	14.9	43	\$139,505	9.3						
New England	44	69,948	6.9	9	290	21.8	3	228	14.9	5	653	21.4	11	3,935	20.4	6	4,959	17.5	10	60,654	4.9						
Middle Atlantic	133	83,598	14.9	40	955	21.6	24	1,401	20.9	16	2,224	17.0	23	7,095	29.0	13	11,599	13.7	14	29,394	9.3						
East North Central	110	49,780	15.8	30	623	18.7	20	1,425	22.5	21	2,712	17.6	26	5,559	18.5	7	5,793	18.1	12	35,870	14.4						
West North Central	58	17,908	17.3	15	359	20.4	5	155	20.0	7	1,128	25.5	5	1,965	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						
West South Central	7	2,500	15.5	4	71	18.3	1	X	X	1	X	X	2	X	X	1	X	X	1	X	X						
East South Central	3	187	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	1,552	17.1	12	237	18.1	4	X	X	4	578	21.9	1	X	X	1	X	X	1	X	X						
<b>TOTAL 13 CITIES <sup>1/</sup></b>																											
Baltimore	159	154,046	10.6	42	1,017	21.0	26	2,000	22.1	26	3,672	20.2	25	7,989	25.5	16	12,398	14.9	24	96,970	8.3						
Houston																											
Bufilelo																											
Ch 42																											
Detroit																											
Los Angeles																											
Milwaukee																											
New York																											
Philadelphia																											
Pittsburgh																											
St. Louis																											
San Francisco																											

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X - Withheld to avoid disclosure of individual operators

<sup>1/</sup> 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	Establishments with sales of																	
	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- 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	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	274	\$297,764 13.0		15	\$949 16.6		21	\$2,660 13.7		61	\$21,308 13.9		70	\$51,237 14.0		107	\$221,430 12.7	
New England	22	24,792 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 11.6		4	158 24.7		4	597 16.2		8	2,406 17.0		5	3,698 12.4		16	35,290 11.2	
East North Central	42	53,743 13.1		1	X		2	X		5	2,088 13.9		12	8,516 14.8		22	42,696 12.7	
West North Central	29	43,573 12.6		1	X		4	X		4	1,529 12.2		3	2,326 12.3		17	59,074 12.6	
South Atlantic	49	30,868 13.9		3	218 10.6		2	349 14.0		19	6,518 14.3		17	13,662 15.5		8	10,121 11.5	
East South Central	26	17,163 13.5		1	142 19.0		3	336 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	12,890 12.5		--	--		--	--		8	2,925 11.7		--	--		5	6,951 14.0	
Pacific	22	45,964 14.5		1	X		X			--	--		7	5,368 14.4		14	40,568 14.7	
TOTAL, 13 CITIES	46	98,790 12.0		--	--		2	262 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																		

DRUGS (full-line)

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	Total, all establishments			Establishments with sales of															
	Number	Net sales (add 000)	Ex- per- ses, % to sales	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- ses, % to sales	Net sales (add 000)	Num- ber	Ex- per- ses, % to sales					
UNITED STATES	1,149	\$112,813	20.7	785	\$11,773	26.2	143	\$9,907	23.5	112	\$15,682	22.9	77	\$24,543	22.2	32	\$51,008	17.4	
TOTAL																			
New England	46	2,495	18.4	32	460	33.9	7	469	18.8	5	X	X	1	X	X	1	X	X	
Middle Atlantic	433	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	2,823	27.7	27	1,862	25.2	17	2,447	22.9	12	3,983	17.0	9	14,076	19.2	
West North Central	81	5,152	29.6	61	775	31.1	5	351	29.8	5	644	23.4	10	3,362	30.5	--	--	--	
South Atlantic	95	13,392	14.0	67	1,041	24.7	6	X	X	15	2,227	25.7	6	2,307	22.2	1	X	X	
East South Central	43	1,940	27.0	34	615	28.1	5	350	24.3	2	X	X	2	X	X	--	--	--	
West South Central	64	4,112	12.1	46	981	17.7	10	720	18.2	3	404	13.1	1	X	X	2	X	X	
Mountain	14	588	22.6	12	179	26.8	1	X	X	--	--	--	1	X	X	--	--	--	
Pacific	141	8,489	22.7	113	1,440	24.2	16	1,058	25.0	4	481	20.4	5	1,551	17.8	3	3,959	23.7	
TOTAL, 13 CITIES	661	74,566	21.6	414	6,064	27.6	93	6,536	23.7	78	10,572	22.6	51	16,587	20.9	25	34,807	20.0	
Baltimore	22	1,682	22.1	15	277	23.5	1	X	X	4	660	31.8	2	X	X	--	--	--	
Boston	18	894	17.4	12	169	32.5	3	200	28.0	2	X	X	1	X	X	--	--	--	
Buffalo	4	286	37.8	3	X	X	--	--	--	--	--	--	1	X	X	--	--	--	
Chicago	88	11,630	30.7	67	890	31.7	6	558	30.6	4	562	30.5	4	1,367	15.1	5	6,233	19.8	
Cleveland	18	1,025	21.0	12	156	25.0	3	235	32.8	2	X	X	1	X	X	--	--	--	
Detroit	24	878	25.7	24	269	25.5	3	172	32.7	3	447	27.1	1	--	--	--	--	--	
Los Angeles	63	4,627	26.5	54	806	27.4	3	175	32.0	3	364	23.1	1	X	X	2	X	X	
Milwaukee	11	720	20.3	7	46	33.3	1	X	X	2	X	X	1	X	X	--	--	--	
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	X	X	3	195	22.6	7	775	21.8	2	X	X	--	--	--	
Pittsburgh	8	643	19.9	5	104	25.0	--	--	--	--	--	--	2	X	X	--	--	--	
St Louis	20	1,613	31.7	13	153	30.7	2	X	X	2	X	X	3	1,104	34.8	--	--	--	
San Francisco	14	2,709	15.4	--	--	--	9	639	16.3	1	X	X	3	X	X	1	X	X	

X - Withheld to avoid disclosure of individual operations.

DRUGS AND DRUG SUNDRIES (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	Total			Establishments with sales of												Net sales (add 000)	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						
	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	Num- ber	Net sales (add 000)	Ex- per- ses, % to sales
UNITED STATES TOTAL	303	\$262,615 14.5	18.1	33	\$1,056	18.1	53	\$5,222 16.7	57	\$9,156 13.9	68	\$22,194 16.0	42	\$32,310 14.4	50	\$195,049 14.3																	
New England	19	5,895 13.4		1	X	X	2	X	7	1,014 14.7	3	923 15.3	4	2,579 11.1	1	X																	
Middle Atlantic	63	35,964 14.0		9	X	X	10	755 13.9	14	2,097 12.6	14	4,567 18.4	5	X	X	11	27,671 12.7																
East North Central	27	70,764 10.2		--	--	--	8	544 16.4	2	227 10.1	5	1,836 13.9	2	1,898 14.8	10	66,259 15.3																	
West North Central	23	60,461 14.5		--	--	--	3	222 18.9	5	690 19.1	6	2,084 12.2	3	2,478 15.9	6	54,957 14.2																	
South Atlantic	69	31,591 14.7		7	220 14.5		11	603 15.6	16	2,349 13.4	17	5,701 18.4	8	6,269 12.7	10	16,049 14.2																	
East South Central	47	22,195 15.2		11	344 18.6		4	279 20.8	5	604 16.6	15	4,798 14.6	7	5,134 14.8	5	11,105 11.4																	
West South Central	36	22,008 14.7		5	190 20.0		6	466 18.9	5	715 13.1	6	1,612 12.4	9	7,650 13.1	5	11,402 16.0																	
Mountain	6	2,656 16.2		--	--	--	1	X	2	X	1	X	1	X	1	X																	
Pacific	14	8,351 14.3		--	--	--	8	597 16.4	1	X	1	X	3	2,142 17.0	1	X																	
TOTAL, 13 CITIES <sup>1/</sup>	56	137,969 14.3		3	103 13.6		16	1,219 14.6	10	1,450 12.7	9	3,091 15.2	3	2,445 14.1	15	129,641 14.3																	
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.

<sup>1/</sup> 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	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-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	Num-ber	Net sales (add 000)	Ex. per-son, % to sales	Num-ber	Net sales (add 000)	Ex. per-son, % to sales				
UNITED STATES	2,479	\$347,935	12.6	1,330	\$4,980	16.8	397	\$28,092	16.1	338	\$47,669	15.4	270	\$34,768	13.6	144	\$12,404	10.1							
TOTAL																									
New England	135	11,363	13.0	66	1,607	21.4	16	1,107	17.2	19	2,578	16.0	10			4									
Middle Atlantic	1,804	282,515	12.4	939	17,288	16.1	281	20,021	16.1	250	35,413	14.6	211	66,096	13.6	123	143,895	10.1							
East North Central	232	23,494	13.6	127	2,398	19.1	49	3,439	16.2	30	4,073	17.9	20	6,533	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			2									
East South Central	20	1,560	12.4	12	201	12.4	4			1			5												
West South Central	14	893	16.8	9			3	245	12.2	1			1												
Mountain	4	179	20.1	2			2						1												
Pacific	185	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	6,681	11.7							
TOTAL, 13 CITIES	2,180	328,730	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	580	14.7	11	679	15.5	2			1			1									
Boston	66	8,460	14.0	52	1,062	22.1	10	722	19.7	14	1,973	18.6	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	8.2							
Cleveland	26	1,563	18.7	13	176	23.3	8	573	14.1	4	549	20.8	1			1									
Detroit	43	4,350	7.4	11	190	20.5	5	361	14.1	3	368	14.4	3	1,128	10.8	1									
Los Angeles	79	13,021	12.4	37	799	16.3	11	733	14.9	8	1,115	13.9	16	5,062	12.1	7	5,342	11.0							
Milwaukee	8	850	20.9	3			3			1			2												
New York	1,613	287,577	12.2	816	15,002	16.2	252	18,094	16.0	233	33,160	14.8	192	60,948	13.5	120	140,372	10.0							
Philadelphia	98	9,694	15.7	58	1,199	13.4	15	1,002	13.2	10	1,342	15.6	12	3,028	12.5	3	3,323	20.1							
Pittsburgh	19	1,171	11.5	14	355	16.3	2			2			1												
San Francisco	30	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																		

DRY GOODS (specialty lines)

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																					
	Under \$50,000			\$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 ser. % to sales	Num-ber	Net sales (add 000)	Ex. per ser. % to sales	Num-ber	Net sales (add 000)	Ex. per ser. % to sales	Num-ber	Net sales (add 000)	Ex. per ser. % to sales	Num-ber	Net sales (add 000)	Ex. per ser. % to sales							
TOTAL	1,644	\$1,019,151	6.9	598	\$14,672	15.0	315	\$22,376	13.6	261	\$36,316	11.0	312	\$39,117	9.7	165	\$15,213	8.7	203	\$73,557	5.3	
UNITED STATES																						
New England	126	139,905	6.3	31	752	15.7	19	1,245	17.1	14	1,911	14.3	17	5,944	13.4	17	11,817	10.8	29	118,336	5.2	
Middle Atlantic	689	186,394	8.5	303	8,036	15.0	139	3,782	12.3	91	13,066	10.4	91	29,130	10.1	41	23,259	8.5	34	70,695	6.9	
East North Central	252	140,741	8.0	70	1,648	16.5	39	4,201	16.2	42	5,760	11.3	37	11,377	9.5	56	14,077	8.3	24	104,115	4.4	
West North Central	139	246,001	5.7	33	667	12.1	21	1,409	13.6	54	4,537	12.1	39	15,327	11.6	26	13,366	8.1	48	208,903	5.0	
South Atlantic	159	87,438	8.2	33	915	13.2	19	1,338	13.4	17	2,243	10.6	45	14,573	8.1	21	14,250	9.9	23	54,043	7.5	
East South Central	104	94,885	5.9	16	419	13.8	9	639	18.7	14	2,043	13.6	29	10,487	8.3	16	11,397	7.0	20	69,959	5.0	
West South Central	114	65,494	6.0	32	769	14.4	20	1,478	9.3	18	2,807	10.0	19	5,883	6.7	11	7,111	9.0	14	47,715	5.4	
Mountain	72	17,819	7.6	30	724	17.0	15	1,162	22.5	10	1,627	10.8	25	7,588	9.5	1	8,341	6.6	16	11,318	5.6	
Pacific	129	66,334	8.4	40	842	15.0	15	1,001	16.3	21	3,027	10.8	25	7,155	9.6	12	8,341	6.6	16	46,565	7.7	
TOTAL, 13 CITIES	559	390,521	5.7	320	8,573	15.0	162	11,373	13.6	111	15,866	11.1	107	39,738	9.6	66	46,573	9.4	73	274,396	5.3	
Baltimore	12	3,556	5.8	3	75	14.7	1	1,143	16.9	3	397	5.5	2	3,938	8.8	2	6,369	5.9	24	106,943	4.0	
Boston	64	118,465	4.4	10	284	13.2	6	397	18.9	4	605	14.9	11	3,938	8.8	1	6,369	5.9	24	106,943	4.0	
Buffalo	2	10,974	3.4	1	1	1.0	1	1	1.0	2	2	2	2	2	2	2	2	2	2	2	2	
Chicago	51	65,557	5.4	13	301	15.9	16	1,174	19.6	7	993	16.5	2	575	8.7	3	2,443	8.4	10	60,071	4.7	
Cleveland	8	908	9.0	3	1,181	12.1	3	1,981	12.1	1	1,981	12.1	1	1,981	12.1	1	1,981	12.1	1	1,981	12.1	
Detroit	11	3,762	8.0	4	68	26.5	1	1,143	16.9	3	397	5.5	2	3,938	8.8	2	6,369	5.9	24	106,943	4.0	
Los Angeles	21	3,884	12.3	11	204	23.0	2	128	26.6	2	211	13.7	2	616	13.0	4	2,725	10.6	3	5,623	8.0	
Milwaukee	8	1,972	8.1	4	109	15.6	1	1,972	8.1	1	1,972	8.1	1	1,972	8.1	1	1,972	8.1	1	1,972	8.1	
New York	551	104,015	9.5	245	6,790	14.4	117	8,237	12.1	78	11,186	9.5	70	21,905	9.5	30	21,307	8.7	11	34,531	8.5	
Philadelphia	46	50,973	7.1	13	430	13.0	4	505	11.8	5	701	15.0	2	1,892	9.4	6	5,639	8.3	10	21,412	6.1	
Pittsburgh	3	4,654	9.5	1	62	11.3	1	299	21.7	4	556	22.9	2	1,892	9.4	6	5,639	8.3	10	21,412	6.1	
St. Louis	27	17,387	8.7	3	62	11.3	1	299	21.7	4	556	22.9	2	1,892	9.4	6	5,639	8.3	10	21,412	6.1	
San Francisco	28	19,767	7.4	10	165	16.4	5	315	9.8	3	515	9.8	1	2,171	11.9	4	2,910	10.6	4	11,959	6.5	

X - Worthwhile 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- pendi- ture % to sales	Num- ber	Net sales (add 000)	Ex- pendi- ture % to sales	Num- ber	Net sales (add 000)	Ex- pendi- ture % to sales	Num- ber	Net sales (add 000)	Ex- pendi- ture % to sales	Num- ber	Net sales (add 000)	Ex- pendi- ture % to sales						
UNITED STATES	10,211	\$1,812,457	11.0	4,729	\$21,983	14.8	1,587	\$119,777	14.1	1,571	\$222,237	13.3	1,417	\$403,103	11.6	500	\$40,267	10.9	307	\$605,020	8.6
TOTAL																					
New England	717	130,535	11.0	316	6,383	17.0	130	9,496	14.8	117	16,592	13.4	100	31,073	12.8	25	16,496	9.3	29	50,395	8.1
Middle Atlantic	2,753	651,427	10.0	1,069	24,028	14.2	445	31,699	14.0	453	65,750	12.5	470	141,654	10.9	153	104,618	10.8	132	283,478	7.9
East North Central	2,384	421,237	10.4	1,035	19,426	15.3	400	28,247	13.7	354	49,875	12.9	329	101,004	11.0	116	78,259	10.7	70	144,426	7.7
West North Central	1,094	163,417	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	10.7	23	51,926	8.4
South Atlantic	813	92,643	10.5	458	7,126	15.7	129	9,043	14.3	124	17,793	14.5	85	27,008	13.5	32	21,954	12.0	7	6,903	13.1
East South Central	401	41,976	13.7	216	4,186	15.1	82	5,764	15.1	46	6,527	13.1	42	11,658	14.5	12	8,004	14.0	3	1,000	13.1
West South Central	600	67,914	13.6	318	5,951	15.4	105	7,382	13.8	86	11,827	13.8	62	19,139	13.2	25	17,109	12.0	5	6,431	16.4
Mountain	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	8,622	13.0	2	1,000	13.1
Pacific	1,208	185,661	13.6	622	11,193	13.4	182	13,060	13.7	173	28,595	14.7	143	44,992	12.9	58	39,756	13.5	30	52,468	14.0
TOTAL, 13 CITIES	3,385	919,132	9.3	1,296	27,596	15.3	493	35,460	11.6	572	81,284	11.5	599	164,877	10.1	253	158,665	10.5	192	431,450	7.7
Baltimore	156	13,486	9.1	73	1,441	12.1	20	1,351	10.3	17	1,351	11.3	9	2,454	10.6	5	2,905	10.5	2	1,000	13.1
Boston	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
Buffalo	27	11,586	3.8	22	614	11.4	1	1,000	10.0	2	1,000	10.0	1	1,000	10.0	1	1,000	10.0	2	1,000	10.0
Chicago	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
Cleveland	140	24,716	11.1	51	897	17.8	23	1,715	10.8	29	4,108	10.8	26	8,199	10.0	8	6,036	14.2	3	3,761	4.9
Detroit	171	36,725	13.5	56	866	14.7	34	2,609	10.8	28	3,786	8.4	36	11,363	13.1	11	7,698	12.4	6	10,561	17.1
Los Angeles	410	54,320	12.0	227	3,983	11.1	39	5,277	11.0	40	13,132	10.6	44	13,132	10.6	18	11,804	10.8	7	17,290	14.7
Milwaukee	61	12,657	7.7	18	417	12.2	13	1,000	10.0	13	1,746	13.5	27	4,457	9.8	9	2,936	4.2	2	1,000	13.1
New York	1,171	390,531	9.4	376	10,033	13.7	150	10,823	11.9	223	31,665	11.5	247	74,457	9.8	90	60,208	11.6	85	133,095	8.0
Philadelphia	285	54,508	8.5	123	2,958	12.1	44	3,011	11.1	45	6,893	12.9	36	11,200	10.0	14	9,721	5.5	13	20,896	5.8
Pittsburgh	131	43,985	6.6	65	808	9.4	22	1,600	10.4	20	2,864	9.7	27	7,090	8.5	5	3,477	7.3	4	28,085	6.4
St. Louis	150	36,639	8.7	58	868	17.6	29	2,084	10.0	28	3,924	11.1	37	11,697	8.8	14	10,556	6.2	4	7,640	9.6
San Francisco	114	36,085	12.6	54	862	10.8	23	1,742	13.7	19	2,665	15.8	16	4,939	14.3	12	6,136	11.1	10	17,668	12.2

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										Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber	Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber	Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber	Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber	Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber	Ex- pen- ses, % to sales	Net sales (add 000)	Num- ber
	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																					
UNITED STATES	1,359	4242,566	12.9	469	11,537	15.0	285	320,626	13.9	273	357,913	13.5	211	61,853	12.6	65	346,150	11.3	36	864,207	13.1							
TOTAL	33	11,387	11.0	2	x	x	10	763	11.3	8	1,173	17.3	10	3,191	12.2	--	--	--	3	6,213	9.1							
New England	189	38,569	12.5	73	1,737	19.5	34	2,423	15.5	41	5,543	20.6	28	7,070	18.3	5	4,399	9.0	11	17,817	7.4							
East North Central	274	45,779	16.3	116	2,740	15.5	62	4,504	13.8	54	4,504	16.7	40	11,962	13.9	14	8,904	12.8	8	15,168	21.9							
West North Central	260	51,621	13.3	95	2,378	11.8	47	6,522	10.6	47	6,522	10.6	48	13,576	11.7	16	11,433	14.0	7	14,809	16.0							
South Atlantic	203	30,298	10.4	64	1,575	12.4	57	3,905	13.2	45	5,974	10.8	28	7,778	9.5	5	3,706	9.1	4	7,320	9.5							
East South Central	65	10,041	11.8	22	397	12.1	7	563	11.3	15	2,233	9.4	18	4,174	11.9	4	2,894	14.0	--	--	--							
West South Central	137	18,180	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	8,147	13.6	18	389	21.4	12	2,353	15.9	8	2,451	10.1	3	2,049	11.3	--	--	--	--	--	--							
Pacific	155	27,954	13.3	49	1,095	17.4	38	2,765	16.7	28	4,180	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	1,336	22.5	28	3,656	21.5	24	6,915	17.9	13	9,685	14.5	13	23,030	16.0							
Baltimore																												
Boston																												
Buffalo																												
Chicago																												
Cincinnati																												
Detroit																												
Los Angeles																												
Milwaukee																												
New York																												
Philadelphia																												
Pittsburgh																												
St. Louis																												
San Francisco																												

FARM SUPPLIES

X - Willing to avoid disclosure of individual operations. 1/ The listed number of establishments. 2/ For changing 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. pro- pri- ate, % to sales	Ex. pro- pri- ate, % to sales	Ex. pro- pri- ate, % to sales	Ex. pro- pri- ate, % to sales
	Number	Net sales (add 000)	Num- ber	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 to \$1,000,000 and over	Net sales (add 000)	Num- ber	Net sales (add 000)	Num- ber	Net sales (add 000)	Num- ber				
UNITED STATES TOTAL	1,656	\$199,886,177.3	907	\$14,112,244.2	247	\$16,762,214.4	205	\$28,392,197.7	188	\$55,989,177.2	61	\$40,570,144.6	28	\$42,461,144.4					
New England	103	15,201,197.0	51	942,265.0	17	1,172,249.9	15	1,220,196.6	15	2,859,225.5	9	5,812,133.6	2	13,517,127.7					
Middle Atlantic	767	88,362,177.2	433	7,201,244.8	124	8,420,215.5	104	14,220,196.6	89	26,266,177.3	28	16,738,133.6	9	42,461,144.4					
East North Central	504	34,731,167.7	183	2,669,287.7	43	2,977,216.6	32	4,510,208.8	32	10,287,177.3	7	4,772,133.6	7	9,516,114.8					
West North Central	85	16,827,183.3	43	4,488,243.3	9	6,042,225.5	12	1,621,277.5	13	3,917,187.7	4	3,064,174.4	4	7,193,158.8					
South Atlantic	79	10,895,156.6	39	709,159.3	13	844,187.6	6	813,180.0	18	5,847,142.2	2	1,176,177.7	1	1,176,177.7					
East South Central	26	3,277,200.0	15	1,328,250.0	2	141,284.4	5	813,180.0	2	597,200.0	1	1,176,177.7	1	1,176,177.7					
West South Central	38	5,924,177.9	16	285,211.1	3	237,181.1	4	528,184.4	11	3,698,176.6	2	2,418,133.9	4	7,669,167.7					
Mountain	16	3,870,165.3	10	184,230.0	--	--	1	1,176,177.7	3	789,123.3	4	2,418,133.9	4	7,669,167.7					
Pacific	196	20,398,174.0	115	1,582,209.9	38	2,367,197.6	26	3,633,181.1	11	2,729,146.6	4	2,418,133.9	4	7,669,167.7					
TOTAL, 13 CITIES	1,192	140,092,177.1	678	11,039,244.7	186	12,610,211.1	148	20,288,203.3	117	34,554,176.6	40	26,596,133.7	23	35,028,133.6					
Baltimore	21	2,348,144.9	16	407,192.2	9	587,201.1	10	1,045,800.4	4	1,045,800.4	2	4,365,133.9	1	4,365,133.9					
Boston	61	10,541,197.0	29	542,277.5	2	292,257.1	1	292,257.1	1	292,257.1	1	292,257.1	1	292,257.1					
Buffalo	13	781,197.0	7	99,273.3	4	292,257.1	1	292,257.1	1	292,257.1	1	292,257.1	1	292,257.1					
Chicago	138	16,505,167.9	84	1,256,276.2	19	1,360,200.0	15	2,159,220.0	14	4,662,178.8	2	1,889,213.3	2	1,889,213.3					
Cleveland	30	3,774,133.3	18	233,270.0	4	254,187.6	2	1,364,174.4	4	1,364,174.4	1	1,364,174.4	1	1,364,174.4					
Detroit	39	3,954,140.0	21	323,263.3	8	553,235.5	5	677,166.5	3	717,146.6	1	1,364,174.4	1	1,364,174.4					
Los Angeles	92	8,503,144.1	62	876,215.9	14	1,045,800.4	7	1,045,800.4	6	1,954,144.3	1	1,364,174.4	2	2,729,146.6					
Milwaukee	14	1,604,173.3	11	245,265.9	--	--	1	1,045,800.4	1	1,045,800.4	1	1,364,174.4	1	1,364,174.4					
New York	606	69,425,177.5	341	5,659,244.4	94	6,397,210.7	74	10,118,204.4	67	20,031,182.2	21	13,733,144.5	9	13,517,127.7					
Philadelphia	94	9,900,177.2	47	853,226.0	15	983,257.7	19	2,653,197.7	9	2,477,156.6	4	3,054,114.1	2	3,054,114.1					
Pittsburgh	22	2,999,126.9	9	164,256.6	5	301,158.6	4	489,126.9	3	603,133.3	2	1,445,109.9	1	1,445,109.9					
St. Louis	20	3,842,177.1	9	83,226.9	5	295,187.6	3	295,187.6	3	755,137.7	1	1,364,174.4	1	1,364,174.4					
San Francisco	42	6,116,216.9	24	379,226.7	6	569,177.9	7	935,200.7	1	935,200.7	1	1,364,174.4	2	2,729,146.6					

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																				
	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	171	\$125,418	15.9	22	\$714	15.1	30	\$2,243	19.7	98	\$5,511	15.8	46	\$14,186	14.6	17	\$11,573	14.5	18	\$91,191	16.2
TOTAL	8	1,728	21.5	1	X	X	8	629	26.6	3	1,850	16.3	4	1,293	21.9	1	X	X	X	X	X
Middle Atlantic	29	13,842	19.1	2	X	X	9	675	15.7	10	1,457	17.1	6	2,093	18.4	4	2,778	21.4	3	17,848	16.7
East North Central	36	25,025	17.4	4	144	21.5	2	192	20.9	5	418	19.6	3	X	X	1	X	X	3	21,423	16.4
West North Central	15	23,615	16.1	3	104	17.3	3	202	14.9	2	292	13.4	9	2,341	10.7	2	X	X	1	X	X
South Atlantic	22	15,682	15.6	5	167	13.6	5	202	14.9	2	292	13.4	9	2,341	10.7	2	X	X	1	X	X
East South Central	15	13,174	10.2	1	X	X	X	X	X	1	X	X	8	2,549	11.6	2	X	X	3	8,753	9.8
West South Central	18	14,269	13.5	1	X	X	3	222	14.4	3	480	8.5	7	1,997	12.1	2	X	X	2	X	X
Mountain	5	51,439	13.9	--	--	--	--	--	--	1	X	X	2	X	X	--	--	--	2	X	X
Pacific	23	12,633	17.9	5	134	11.9	5	333	18.6	2	289	13.5	3	1,090	19.2	5	3,428	17.4	3	7,257	18.3
TOTAL, 13 CITIES <sup>1/</sup>	51	56,782	17.1	6	201	21.4	9	690	22.8	17	2,427	18.2	6	2,285	18.8	6	4,219	16.3	7	45,990	16.9
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

GENERAL MERCHANDISE

X - Withheld to avoid disclosure of individual operations. <sup>1/</sup> The limited number of establishments prevents showing information for cities.

GENSIS 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- bers, ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- bers, ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- bers, ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- bers, ber	Net sales (add 000)	Ex- per- ses, % to sales	Num- bers, ber	Net sales (add 000)	Ex- per- ses, % to sales		
UNITED STATES	3,210	\$1,707,024	9.2	355	\$21,217	9.8	591	\$66,737	6.6	1,355	\$434,912	9.4	627	\$423,407	8.7	332	\$734,751	10.2		
TOTAL	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		
New England	323	273,469	10.0	27	1,877	10.3	44	6,442	9.9	118	59,725	9.4	82	57,504	10.0	52	167,904	10.1		
Middle Atlantic	435	308,115	10.5	54	3,633	10.3	92	13,164	9.0	179	57,565	8.5	90	59,798	9.2	78	173,573	11.4		
East North Central	352	216,358	9.9	16	936	13.5	39	5,950	9.7	132	43,075	9.1	94	66,798	9.2	51	101,575	10.6		
West North Central	623	214,910	8.1	94	6,201	9.2	140	20,070	8.0	271	88,947	8.2	95	65,363	7.6	23	35,029	8.3		
South Atlantic	404	157,578	8.2	43	2,784	9.8	63	12,359	9.9	193	58,265	7.9	71	49,313	8.0	24	34,897	8.1		
East South Central	594	243,787	8.1	47	3,025	8.3	120	17,366	7.7	276	89,497	7.5	110	71,476	7.5	39	67,804	9.4		
West South Central	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		
Mountain	148	128,705	8.3	17	1,150	7.9	29	3,901	6.9	41	13,665	9.1	24	16,167	8.6	97	94,804	8.2		
Pacific	301	565,474	11.2	24	1,460	10.7	50	7,098	9.9	96	31,805	10.2	53	37,631	11.0	78	287,450	11.4		
TOTAL, 13 CITIES	10	8,127	7.8	--	--	--	2	60	7.7	2	2,865	6.0	3	2,089	15.5	3	4,715	7.4		
Baltimore	20	24,812	14.3	--	--	--	1	4	1,181	12.6	3	1,943	7.4	2	3,636	7.2	15	54,873	18.2	
Boston	10	5,675	9.6	--	--	--	1	3	382	13.1	6	2,028	8.9	2	3	10,880	14.2	3	8,206	6.5
Chicago	39	62,863	14.3	2	130	17.7	3	6	907	9.6	13	4,429	6.8	2	4	2,923	10.5	8	31,849	6.8
Cleveland	15	14,185	14.4	2	14	18.5	1	1,239	8.4	4	1,184	7.5	1	15	11,173	10.5	5	8,685	10.6	
Detroit	26	15,084	7.2	5	397	6.5	10	3,971	10.4	12	4,012	12.4	6	4,111	10.6	16	103,846	11.4		
Los Angeles	35	39,001	7.5	--	--	--	2	3	391	10.5	4	1,599	9.6	3	4,181	12.3	3	10,661	7.3	
Los Angeles	58	121,094	11.1	3	222	10.8	9	3	486	15.7	6	1,694	16.3	3	2,080	11.9	4	9,419	12.6	
New York	29	19,332	9.2	1	137	8.6	3	1	400	7.3	5	5	--	--	--	6	15,430	10.1		
Philadelphia	15	12,478	9.3	1	1	--	1	1	--	--	--	--	--	--	--	--	--	--		
Pittsburgh	16	13,869	13.1	2	2	--	3	2	--	--	--	--	--	--	--	--	--	--		
St. Louis	16	17,942	10.1	2	2	--	3	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	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									
			Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)	Num- ber	Ex- gross sales, % to Net sales (add 000)							
UNITED STATES	10,119	\$1,401,241	12.7	4,949	\$92,033	17.3	1,908	\$135,340	15.1	1,441	\$205,596	14.2	1,213	\$372,218	11.9	435	\$396,464	11.3	173	\$301,590	11.5	
TOTAL																						
New England	798	137,454	11.9	325	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	398	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	412	28,957	14.6	273	36,426	15.0	226	69,544	11.8	79	55,275	12.4	33	66,678	10.4	
West North Central	765	114,758	14.0	372	6,504	17.7	140	10,247	15.1	105	14,952	14.9	89	27,717	13.4	44	29,396	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	168	47,397	11.0	45	36,783	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	78,758	13.5	433	7,749	18.5	42	10,866	14.5	102	13,999	14.2	78	23,085	10.3	22	14,355	12.5	6	8,704	14.6	
Mountain	227	26,908	11.7	123	2,459	15.2	42	2,924	17.4	31	4,780	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	686,396	12.6	1,405	26,346	18.6	575	41,011	16.2	535	75,953	15.1	542	168,659	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	12.5	17	5,238	13.4	8	5,238	13.4	2	5,238	13.4	
Boston	247	50,167	13.5	68	1,423	16.5	61	2,639	15.5	47	7,127	15.8	61	18,454	13.4	21	13,952	13.5	9	16,832	12.5	
Buffalo	59	7,440	13.7	27	560	14.6	14	933	20.4	8	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	18.0	71	5,294	16.5	61	6,758	15.9	65	20,103	13.1	36	28,081	13.8	20	41,203	9.6	
Cleveland	157	28,150	12.5	81	1,432	15.2	21	1,454	12.5	22	3,007	17.0	20	6,043	14.6	6	5,761	9.3	5	10,473	11.5	
Detroit	243	35,671	11.0	85	1,626	17.6	33	2,340	14.8	26	5,519	13.8	30	9,450	10.6	7	9,450	10.6	2	9,450	10.6	
Los Angeles	186	35,805	15.9	132	1,916	20.4	43	2,917	18.6	39	5,378	17.0	29	8,750	14.0	7	5,098	12.6	6	11,149	17.1	
Milwaukee	94	9,132	14.8	56	864	15.7	12	808	17.6	15	2,226	19.0	10	3,254	12.6	3	3,254	12.6	3	3,254	12.6	
New York	1,101	260,631	11.8	586	8,033	16.6	186	13,464	15.5	173	24,800	14.6	211	66,946	11.0	102	69,140	11.0	43	78,159	10.0	
Philadelphia	256	44,080	13.2	117	2,056	18.4	40	2,849	16.4	47	6,283	13.4	37	11,742	15.9	17	11,889	9.6	8	9,561	12.1	
Pittsburgh	79	10,647	15.3	31	581	19.1	15	978	15.2	17	2,564	17.8	12	3,785	15.1	4	2,739	16.4	—	—	—	
St. Louis	152	25,889	12.6	67	1,155	19.6	30	2,211	17.7	23	3,154	17.0	15	4,151	12.8	13	8,788	12.2	5	9,469	9.3	
San Francisco	183	48,021	16.0	66	1,222	24.1	30	2,141	19.2	29	3,951	11.5	29	9,312	16.7	16	15,018	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																		
	Number	Net sales (add 000)	Ex- per- ses, % to sales	Ex- per- ses, % to 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	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	1,099	\$417,354	18.2	317	\$6,569	25.0	162	\$11,442	84.1	166	\$23,769	81.2	257	\$79,602	19.0	112	\$78,961	17.7	85	\$215,991	17.4		
TOTAL																							
New England	74	14,742	22.6	27	642	24.3	11	741	26.7	9	7,209	22.8	21	6,299	21.8	4	16,832	21.2	2	17,373	13.6		
Middle Atlantic	351	69,692	21.1	120	2,534	21.9	75	5,254	24.7	53	3,617	18.3	69	19,920	21.5	24	14,164	16.3	10	54,990	16.9		
East North Central	136	86,646	17.4	76	1,393	26.0	25	1,939	21.0	26	2,271	24.3	35	4,974	21.7	20	5,617	18.0	14	50,952	19.3		
West North Central	79	54,811	19.6	19	398	21.1	8	599	26.9	15	2,655	16.1	45	14,103	16.5	25	17,335	15.9	7	9,977	17.4		
South Atlantic	138	45,161	16.5	25	458	21.3	10	676	20.0	26	2,090	21.3	23	7,183	16.5	11	7,545	16.9	6	17,959	15.3		
East South Central	60	34,763	16.3	1						14	2,090	21.3	21	7,082	17.0	8	4,520	15.7	4	21,310	15.1		
West South Central	69	36,137	16.5	7						11	1,564	25.9	21	5,166	14.5	8	5,760	17.5	14	35,014	16.5		
Mountain	27	17,331	16.1	1						1													
Pacific	105	49,701	17.3	41	872	22.5	17	1,290	26.1	11	1,735	25.0	14	4,000	20.4	9	5,170	17.5	14	35,014	16.5		
TOTAL, 13 CITIES	487	137,261	19.1	194	3,730	22.8	78	5,351	23.2	52	7,017	20.5	69	16,954	20.7	34	104,139	18.3					
Baltimore	16	1,567	20.4	8	108	18.5	1	335	14.1	3	335	14.1	1										
Boston	16	1,192	20.1	8	210	21.0	5	337	23.4	1			2										
Buffalo	6	5,976	19.5	1						1			1										
Chicago	49	18,009	18.3	27	599	26.5	6	990	20.3	4	552	17.4	8	2,409	23.4	3	5,954	18.5					
Cleveland	14	14,990	16.8	8						2			2										
Detroit	19	7,591	14.1	11	139	25.2	2			2			2										
Los Angeles	21	12,659	17.5	11	234	21.4	4			2			2										
Los Angeles	13	5,486	19.1	7	122	25.4	2						2										
Milwaukee	131	25,719	20.7	80	1,670	20.5	45	3,114	25.2	24	3,206	20.8	29	6,885	18.5	13	10,864	20.6					
New York	29	4,950	18.8	15	250	27.6	5	561	27.1	4			4										
Philadelphia	13	6,590	21.3	1						3			3										
Pittsburgh	13	20,922	20.7	4	82	25.6	2	141	29.1	4	581	25.5	2	547	25.5	4	1,401	19.5					
St. Louis	54	10,608	20.0	11	256	25.9	3	230	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.  
 1/ 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		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
<b>TOTAL</b>	<b>1,557</b>	<b>\$141,425</b>	<b>20.2</b>	<b>965</b>	<b>\$19,905</b>	<b>23.3</b>	<b>273</b>	<b>\$19,284</b>	<b>22.8</b>	<b>160</b>	<b>\$21,716</b>	<b>23.9</b>	<b>111</b>	<b>\$20,944</b>	<b>20.3</b>	<b>43</b>	<b>\$50,576</b>	<b>16.4</b>
UNITED STATES																		
New England	95	7,415	17.9	66	1,205	24.2	13	960	89.7	4		X	10	2,956	14.1	2		X
Middle Atlantic	857	69,496	17.8	561	10,397	19.5	134	9,371	17.3	88	11,909	18.9	51	13,524	17.3	23	24,297	17.1
East North Central	247	29,594	24.6	143	3,054	29.5	43	3,130	29.7	25	3,394	33.6	25	7,177	27.4	11	11,659	17.5
West North Central	94	6,443	31.4	48	1,105	32.3	29	1,973	31.3	11	1,560	34.1	6	1,605	28.6	--	--	--
South Atlantic	51	9,365	13.8	21	476	34.5	16	1,021	27.7	6	857	25.6	3	X	X	5	X	X
East South Central	13	748	31.8	8	258	37.2	3	X	X	2	X	X	1	X	X	--	--	--
West South Central	35	2,355	26.5	20	415	24.1	11	642	28.5	1	X	X	3	X	X	--	--	--
Mountain	19	904	31.1	15	400	30.0	1	X	X	3	X	X	3	X	X	--	--	--
Pacific	146	16,311	21.0	85	1,595	22.2	23	1,697	18.5	20	2,687	27.3	13	3,599	17.1	7	6,733	20.9
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	36	639	21.8	7	527	24.9	3	X	X	--	--	--	2	X	X
Buffalo	19	801	23.3	14	427	25.1	4	X	X	1	X	X	--	--	--	--	--	--
Chicago	98	16,969	20.8	57	1,218	23.8	14	1,046	28.3	8	1,088	28.4	9	2,577	28.1	10	11,000	17.4
Cleveland	23	1,895	25.5	9	149	20.8	6	X	X	7	942	33.7	1	X	X	--	--	--
Detroit	32	2,006	36.3	21	422	26.8	6	458	33.6	1	X	X	4	X	X	--	--	--
Los Angeles	60	7,478	18.5	31	592	16.9	9	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	28.9	1	X	X	1	X	X	1	X	X	--	--	--
New York	664	56,195	16.5	437	7,995	16.9	101	7,151	14.7	67	8,894	17.5	37	9,284	15.3	22	23,481	17.1
Philadelphia	79	6,000	19.6	48	1,064	19.9	14	923	20.4	10	1,433	17.2	6	X	X	1	X	X
Pittsburgh	19	2,970	22.9	8	141	18.4	2	159	16.4	4	502	22.4	4	1,262	24.5	--	--	--
St. Louis	19	1,664	27.2	9	218	31.2	4	X	X	5	562	25.5	2	X	X	--	--	--
San Francisco	46	5,853	22.5	27	486	15.4	9	722	15.9	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	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)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales	Net sales (add 000)	Num-ber	Ex- per- cent, % to sales		
UNITED STATES	2,263	\$538,949	20,6		863	\$20,239	26,8		470	\$33,446	23,6		461	\$66,975	22,7		331	\$99,373	20,1		61	\$52,504	13,1		37	\$66,512	18,0
TOTAL																											
New England	121	25,134	19,5		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	95,011	21,4		222	5,411	27,4		150	10,850	22,5		121	17,637	22,2		94	27,597	22,2		29	18,157	20,3		8	12,379	16,3
East North Central	518	81,645	20,8		221	4,688	28,7		110	7,689	25,6		89	12,944	26,1		65	20,508	20,4		23	15,634	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	4,691	17,6
South Atlantic	256	32,559	19,1		96	2,231	25,5		55	3,793	21,8		52	4,536	19,6		48	14,257	17,0		2	2	2		3	2	2
East South Central	127	17,535	20,1		42	1,016	20,8		28	1,982	26,5		34	4,934	21,9		18	5,296	17,3		4	1,268	14,0		1	5,296	17,3
West South Central	134	15,745	20,0		49	1,191	23,7		26	1,921	19,9		37	5,074	21,1		20	6,279	19,6		2	1,268	14,0		1	5,296	17,3
Mountain	41	8,415	14,9		14	398	23,6		7	469	19,1		10	1,490	18,7		6	1,769	16,8		3	3,799	22,8		5	12,494	21,8
Pacific	244	36,351	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	12,494	21,8
TOTAL, 13 CITIES	772	145,425	21,5		295	6,759	29,7		147	10,480	25,0		149	22,026	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	2		2	1	1
Boston	17	7,278	24,2		5	172	20,9		1	2	2		4	517	19,7		5	1,221	25,1		1	1	2		2	1	1
Buffalo	24	3,476	26,0		4	34	29,4		5	350	25,4		5	1,231	25,1		5	1,231	25,1		1	1	2		2	1	1
Chicago	118	27,639	19,7		48	1,106	32,5		30	2,135	28,0		17	2,514	23,1		13	4,735	22,6		3	1,845	29,1		7	15,660	15,3
Cleveland	47	6,106	26,2		19	430	26,3		9	4	4		10	1,920	25,9		5	1,479	29,3		2	1,698	16,5		2	1	1
Detroit	37	6,376	18,7		13	288	31,2		6	506	17,0		4	1,979	25,2		4	1,979	25,2		4	2,193	20,3		2	4,703	18,0
Los Angeles	58	12,312	20,6		26	597	30,8		9	565	26,1		11	1,871	27,5		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		2	6	6		4	6,496	22,1		4	7,295	18,9		6	9,451	17,8
New York	265	42,807	21,7		110	2,513	29,2		44	3,155	24,3		46	6,496	22,1		47	13,678	23,6		12	7,295	18,9		6	9,451	17,8
Philadelphia	66	11,485	19,6		24	661	25,6		13	919	16,8		14	2,169	23,2		9	2,435	24,0		2	1,990	24,0		5	1,280	27,0
Pittsburgh	25	4,567	24,0		5	112	28,4		7	539	21,2		5	647	18,1		6	1,790	24,7		2	1,280	27,0		1	1	1
St. Louis	32	5,549	25,0		10	171	26,3		7	492	24,4		6	2,197	25,0		7	2,197	25,0		1	1	2		2	1	1
San Francisco	35	6,596	20,2		13	305	26,2		4	276	32,0		10	1,471	26,7		6	1,471	26,7		6	1,471	26,7		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	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							
UNITED STATES	7,050	\$618,190	3,723	\$75,377	27.8	1,247	\$89,197	25.3	1,002	\$139,624	22.3	762	\$228,265	19.6	223	\$148,161	18.1	89	\$137,446	16.5	
TOTAL																					
New England	1,948	39,040	251	5,028	26.0	88	6,134	23.3	67	9,438	25.3	42	12,008	23.7	8	33,468	22.4	1	32,749	17.6	
Middle Atlantic	1,407	194,012	33.5	1,166	23,368	22.7	302	21,442	26.8	246	54,713	25.5	165	48,266	22.6	50	30,803	21.7	20	29,378	23.6
East North Central	1,407	161,612	23.9	767	15,125	30.1	253	17,684	26.7	179	24,937	23.9	144	44,298	22.3	44	30,899	17.5	4	11,209	14.4
West North Central	593	69,441	20.5	334	6,352	27.4	98	6,859	25.2	69	14,897	21.5	72	21,542	18.5	18	10,899	17.5	4	11,209	14.4
South Atlantic	479	54,685	20.5	245	5,354	27.6	65	6,165	27.0	69	9,215	22.5	59	17,505	18.4	20	12,315	16.9	5	3,673	14.4
East South Central	303	37,687	22.6	87	1,671	27.6	55	3,902	24.3	34	4,316	22.4	21	6,950	21.4	12	4	2	2	2	2
West South Central	504	154,366	13.4	304	6,613	26.6	158	11,710	21.9	172	24,092	15.6	111	33,822	13.5	39	26,490	9.0	20	31,999	9.5
Mountain	166	21,124	16.8	61	1,485	26.3	23	2,003	24.5	23	3,131	23.3	24	7,159	14.7	6	8	1	1	1	1
Pacific	937	115,918	13.6	530	9,777	26.2	183	13,187	24.3	123	16,931	22.3	124	37,304	18.6	24	15,224	19.5	13	23,595	14.6
TOTAL, 13 CITIES	3,033	373,419	23.2	1,644	33,041	29.5	506	35,966	26.6	396	59,609	25.4	333	100,337	22.8	107	70,935	21.7	47	77,431	19.1
Baltimore	103	9,425	22.5	63	1,354	26.7	13	951	28.1	14	1,910	27.2	9	2,850	19.5	4	2,680	17.8	--	--	--
Boston	182	16,244	22.5	99	2,056	32.2	31	2,165	24.1	23	3,995	20.8	23	5,992	24.0	5	5	1	1	1	1
Buffalo	59	4,578	26.5	29	666	33.1	12	664	29.3	14	1,995	26.2	4	1,073	19.9	--	--	--	--	--	--
Chicago	373	61,338	26.8	179	3,946	34.6	71	5,018	28.4	48	6,744	27.7	44	14,781	25.9	18	11,932	25.9	13	18,917	26.4
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	4	1	1	1	1
Detroit	156	21,301	20.5	76	1,273	30.4	25	1,816	25.6	26	3,775	20.4	18	6,902	21.6	10	8	1	1	1	1
Los Angeles	250	37,477	21.2	131	2,416	27.6	42	2,977	23.0	29	3,785	23.5	34	9,791	22.7	6	3,826	25.6	8	14,685	16.4
Milwaukee	106	12,831	23.2	55	1,244	23.8	17	1,153	26.0	18	2,450	26.4	11	3,390	23.4	3	3	1	1	1	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	28,032	23.0	33	23,452	24.5	11	20,333	16.2
Philadelphia	242	28,641	21.6	139	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	6,781	11.5
Pittsburgh	97	15,385	20.7	49	1,179	26.6	14	970	28.5	14	1,866	27.7	10	2,935	23.0	2	4,993	16.2	2	4,163	17.2
St. Louis	109	10,976	26.1	63	1,190	30.9	17	1,394	23.9	13	2,085	25.0	11	3,414	24.7	2	4	1	1	1	1
San Francisco	188	24,979	20.4	80	1,802	27.1	41	2,945	21.5	23	3,281	26.1	34	10,137	19.5	9	8	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 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	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	\$48,624	18.1	75	\$61,973	16.2	27	\$98,557	6.1
TOTAL	469	\$25,713	13.5	17	465	30.3	6	591	27.4	6	1,169	26.3	11	3,761	19.9	4	3,201	21.7	--	--	--
New England	265	112,510	9.3	97	2,050	51.6	41	2,580	22.5	46	6,869	25.3	47	14,766	19.2	20	13,551	13.9	12	72,794	4.2
East North Central	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	18,690	16.1	13	25,391	9.9
West North Central	55	11,989	18.8	17	364	26.6	9	594	16.3	8	X	X	18	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	3,787	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	56	6,507	15.9	9	199	27.1	8	668	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	16,031	19.7	47	905	27.6	14	1,021	25.4	13	X	X	21	6,179	19.6	10	6,686	17.6	1	X	X
TOTAL, 13 CITIES	421	169,858	11.4	136	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	1,154	18.9	2	X	X	--	--	--
Boston	18	3,559	22.1	4	X	X	5	385	25.5	4	652	29.2	3	941	16.4	2	X	X	--	--	--
Buffalo	6	1,567	14.4	3	87	31.0	--	--	--	--	--	--	2	X	X	1	X	X	--	--	--
Chicago	44	14,025	18.5	9	226	25.2	10	771	25.3	6	743	27.7	10	2,748	18.9	5	3,915	16.4	4	5,619	17.3
Cleveland	26	15,314	10.1	5	X	X	4	356	30.6	5	756	27.2	2	X	X	4	2,910	18.1	6	10,949	5.6
Detroit	37	13,499	13.9	7	98	32.7	6	435	29.0	8	1,080	19.8	8	1,567	18.4	8	5,806	13.7	3	6,223	10.8
Los Angeles	30	5,023	17.6	13	221	31.2	2	417	27.8	4	575	21.4	4	1,031	19.2	3	X	X	1	X	X
Milwaukee	6	1,110	14.9	1	X	X	2	X	X	1	X	X	2	X	X	2	X	X	--	--	--
New York	145	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	1,162	25.1	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	4	1,186	23.4	2	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	--	--	--	--	--	--
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.

CENSUS OF BUSINESS  
WHOLESALE DISTRIBUTION: 1935

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

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)
UNITED STATES TOTAL	2,486	\$396,731,18.5	1,127	\$22,436,21.9	445	\$31,663,21.7	370	\$52,412,21.0	359	\$69,711,19.0	128	\$85,925,17.8	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	9,968,20.1	8	5,221,20.5	5	6,852,14.0
Middle Atlantic	1,058	146,661,18.4	510	10,116,21.4	206	14,743,20.8	143	10,136,22.2	126	37,023,19.3	54	35,284,17.1	19	39,559,16.0
East North Central	483	99,773,18.1	214	4,019,20.7	87	9,959,20.4	62	8,795,20.8	70	22,203,19.6	31	21,170,18.3	19	37,627,16.0
West North Central	181	34,549,19.2	69	1,310,23.4	24	1,735,26.4	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	13,028,15.8	7	4,930,15.4	3	4,705,10.8
East South Central	56	9,284,16.4	25	615,24.9	5	1,000,21.9	10	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	1,462,22.8	13	2,049,21.1	14	4,443,22.2	5	3,478,20.3	---	---
Mountain	27	4,943,18.6	8	147,17.0	2	1,000,21.9	7	995,21.0	9	2,649,17.9	1	---	---	---
Pacific	170	25,250,19.6	87	1,681,22.5	25	1,813,21.5	27	3,764,17.1	20	6,560,18.9	6	3,863,16.0	5	7,749,22.2
TOTAL, 13 CITIES	1,511	228,038,18.1	607	12,025,21.7	241	17,053,21.6	171	24,476,20.2	170	51,134,19.1	80	53,069,17.0	42	70,279,16.0
Baltimore	43	5,689,17.2	18	412,23.1	9	595,29.4	7	909,17.7	7	1,000,16.7	1	---	1	---
Boston	61	13,080,20.7	39	868,26.6	17	1,164,26.5	8	1,271,19.4	10	5,005,16.7	4	2,517,23.5	1	---
Buffalo	24	4,337,18.0	7	171,33.9	5	330,29.1	5	768,14.7	6	5,448,21.1	14	9,468,15.9	1	---
Chicago	154	39,196,17.0	69	1,320,30.9	27	1,825,20.9	18	2,568,20.0	17	5,068,22.9	4	2,568,15.4	3	4,643,15.0
Cleveland	39	9,350,17.5	20	381,33.9	6	409,26.2	2	281,35.6	6	793,12.4	8	2,945,21.2	3	6,143,20.5
Detroit	53	13,519,19.0	18	344,22.1	14	898,18.2	6	675,18.1	5	1,848,17.6	4	2,945,21.2	1	---
Los Angeles	50	9,761,18.2	29	560,85.5	6	459,17.0	6	1,198,21.5	3	936,19.8	2	---	1	---
Milwaukee	20	2,533,21.0	6	194,19.6	3	203,25.6	6	1,595,19.8	7	2,156,18.6	5	---	1	---
New York	627	91,426,17.0	303	5,981,30.5	119	8,679,19.8	81	11,593,21.5	75	21,560,19.8	36	24,102,15.8	13	19,512,12.3
Philadelphia	116	18,813,22.1	51	1,013,18.2	21	1,460,22.9	16	2,174,23.4	19	6,187,23.6	7	---	2	---
Pittsburgh	23	7,423,17.9	7	160,30.6	3	267,26.2	3	731,27.6	3	---	3	2,196,15.8	2	---
St. Louis	45	7,056,17.4	24	376,24.7	5	343,25.0	6	997,25.7	6	1,884,17.6	2	---	2	---
San Francisco	36	6,315,23.4	16	295,20.4	6	432,29.5	4	562,14.6	7	2,048,20.3	1	---	2	---

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  
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- pen- ses, % 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- 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	578	\$124,120	13.3	313	\$5,678	24.4	99	\$7,124	25.1	50	\$11,356	19.8	35	\$11,641	15.0	50	\$88,321	10.6
TOTAL																		
New England	38	5,245	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	36,899	16.6	64	1,145	24.8	24	1,678	24.9	23	3,372	20.5	10	3,535	11.4	9	27,357	4.9
West North Central	74	23,463	12.2	35	633	27.2	15	1,134	24.2	9	1,266	20.5	4	1,271	20.6	11	19,159	9.9
South Atlantic	72	8,397	18.9	46	637	24.9	10	728	24.5	6	1,155	18.7	4	1,538	13.1	4	4,901	14.3
East South Central	15	703	23.0	10	229	24.9	3	289	24.9	2	289	24.9	2	289	24.9	2	289	24.9
West South Central	57	8,707	21.1	36	576	19.1	10	784	23.6	6	1,027	14.8	2	1,027	14.8	2	1,027	14.8
Mountain	24	1,150	21.0	17	384	17.6	4	281	17.6	2	281	17.6	2	281	17.6	2	281	17.6
Pacific	52	5,754	14.8	34	526	20.0	4	526	20.0	4	526	20.0	3	1,217	17.7	2	1,217	17.7
TOTAL, 13 CITIES	155	33,124	14.4	81	1,472	29.9	26	1,978	25.1	23	3,450	23.6	10	3,495	19.9	15	22,712	10.0
Baltimore	6	244	24.2	3	30	30.0	3	214	23.4	--	--	--	--	--	--	--	--	--
Boston	6	712	9.4	3	76	31.6	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	6,855	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	0	0	0	0	0	0	0	0	0	0	0	0
Los Angeles	9	2,863	15.4	4	95	29.5	2	2	2	2	2	2	2	2	2	2	2	2
Milwaukee	7	568	23.1	4	95	29.5	2	2	2	2	2	2	2	2	2	2	2	2
New York	43	9,226	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	2,960	14.2	8	128	37.5	2	2	2	2	2	2	2	2	2	2	2	2
San Francisco	7	2,800	14.2	6	52	35.5	2	2	2	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	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- cent, % to sales	Num- ber	Ex- per- cent, % to sales	Num- ber	Net sales (add 000)	Ex- per- cent, % to sales	Num- ber	Ex- per- cent, % to sales	Num- ber	Net sales (add 000)	Ex- per- cent, % to sales	Num- ber	Ex- per- cent, % to sales	Num- ber	Net sales (add 000)	Ex- per- cent, % to sales	Num- ber	Ex- per- cent, % to sales	Num- ber	Net sales (add 000)	Ex- per- cent, % to sales		
<b>UNITED STATES</b>	<b>1,712</b>	<b>\$240,005</b>	<b>19.8</b>	<b>659</b>	<b>\$4,078</b>	<b>25.5</b>	<b>361</b>	<b>\$26,166</b>	<b>21.4</b>	<b>552</b>	<b>\$49,112</b>	<b>20.8</b>	<b>276</b>	<b>\$62,727</b>	<b>19.4</b>	<b>84</b>	<b>\$67,922</b>	<b>17.8</b>							
<b>TOTAL</b>	<b>169</b>	<b>20,374</b>	<b>22.1</b>	<b>64</b>	<b>1,407</b>	<b>25.7</b>	<b>41</b>	<b>2,968</b>	<b>21.6</b>	<b>41</b>	<b>5,674</b>	<b>22.5</b>	<b>18</b>	<b>5,627</b>	<b>21.6</b>	<b>5</b>	<b>4,498</b>	<b>21.6</b>							
New England	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	20,654	18.7							
Middle Atlantic	549	49,591	20.8	140	3,033	25.8	65	4,959	21.7	71	10,206	20.4	56	18,714	20.5	17	14,879	20.5							
East North Central	108	17,150	21.2	41	937	29.8	20	1,454	24.9	19	2,866	23.2	23	7,005	21.7	5	4,928	16.7							
West North Central	139	26,433	16.9	38	862	24.8	30	2,218	19.9	25	3,619	18.2	33	10,260	17.2	12	9,484	14.8							
South Atlantic	25	7,596	15.1	12	266	24.1	5	393	15.8	9	1,228	19.6	5	1,414	22.2	4	4,295	10.9							
East South Central	74	9,217	18.6	25	568	19.6	14	974	22.5	18	2,341	19.7	14	5,660	17.2	5	1,654	17.1							
West South Central	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							
Mountain	139	18,532	18.8	55	949	26.5	24	1,618	18.1	29	3,953	19.8	24	6,503	16.5	7	5,050	17.7							
Pacific																									
<b>TOTAL, 13 CITIES</b>	<b>720</b>	<b>101,727</b>	<b>20.7</b>	<b>303</b>	<b>6,506</b>	<b>26.5</b>	<b>142</b>	<b>10,150</b>	<b>22.2</b>	<b>129</b>	<b>17,500</b>	<b>21.0</b>	<b>97</b>	<b>29,650</b>	<b>19.9</b>	<b>43</b>	<b>37,791</b>	<b>19.8</b>							
Baltimore	29	4,265	21.2	13	510	19.7	7	505	21.2	5	644	18.6	5	1,682	19.2	2	1,111	19.8							
Boston	36	5,265	22.0	12	289	30.9	4	606	21.2	9	1,266	22.6	5	1,682	19.2	2	1,111	19.8							
Buffalo	14	1,827	22.2	4	64	25.0	3	100	21.2	5	763	23.7	1	1,111	19.8	2	1,111	19.8							
Chicago	66	12,185	22.0	48	1,075	28.4	12	849	20.6	10	1,468	19.5	11	3,562	23.1	1	5,443	21.0							
Cleveland	37	4,084	23.9	19	368	27.8	11	754	26.1	4	451	18.4	4	543	17.3	2	508	18.6							
Detroit	58	6,897	20.4	14	276	26.4	8	460	18.9	6	771	23.9	8	2,534	25.0	4	3,064	18.6							
Los Angeles	29	4,507	17.2	20	364	26.9	6	476	13.8	8	771	23.9	4	949	15.2	3	2,047	14.3							
Milwaukee	23	4,691	21.5	5	44	25.0	4	260	13.8	6	1,242	24.4	4	1,371	19.8	3	1,974	21.3							
New York	259	36,764	19.5	108	2,548	25.8	50	5,619	20.1	46	6,470	19.8	37	18,191	17.5	16	12,156	19.9							
Philadelphia	65	8,773	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	25.6	4	90	28.9	8	565	28.8	5	608	24.8	3	927	27.0	2	1,980	18.7							
St. Louis	23	3,449	23.4	8	159	45.3	5	390	31.5	4	590	25.1	4	590	25.1	3	2,005	17.1							
San Francisco	27	4,622	20.4	6	108	23.1	5	102	18.6	8	1,002	18.6	6	1,683	19.3	2	1,111	19.8							

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	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	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							
<b>UNITED STATES</b>	<b>1,914</b>	<b>\$744,644</b>	<b>383</b>	<b>\$8,074</b>	<b>7.6</b>	<b>287</b>	<b>\$18,643</b>	<b>7.4</b>	<b>344</b>	<b>\$49,603</b>	<b>6.6</b>	<b>532</b>	<b>\$168,779</b>	<b>5.4</b>	<b>250</b>	<b>\$170,813</b>	<b>5.0</b>	<b>148</b>	<b>\$328,732</b>	<b>5.5</b>	
<b>TOTAL</b>																					
New England	168	65,758	4.9	27	500	8.4	21	1,634	6.2	34	5,035	5.5	51	16,303	5.2	24	15,685	4.1	11	26,621	5.0
Middle Atlantic	558	225,095	4.9	124	2,835	8.5	86	6,312	6.8	100	14,133	6.4	127	39,266	5.3	63	42,725	4.9	55	120,815	4.3
East North Central	469	172,970	5.0	109	2,158	6.5	50	3,603	6.7	69	10,194	6.6	147	47,129	5.4	62	43,598	5.4	32	66,198	4.1
West North Central	172	48,215	5.4	50	961	7.7	26	1,800	7.3	33	4,654	6.1	37	11,369	5.8	17	11,541	3.5	9	17,990	5.8
South Atlantic	177	70,876	6.5	27	495	8.9	19	1,364	9.0	35	5,068	7.2	48	15,155	6.0	20	13,772	5.6	15	33,988	7.1
East South Central	54	17,869	5.8	5	168	10.1	6	613	9.1	14	1,956	7.0	16	5,399	4.8	6	4	3	3	3	3
West South Central	108	34,222	4.9	16	340	7.1	15	1,047	8.2	18	2,781	6.7	42	15,688	4.9	11	7,799	4.3	6	8,687	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	3	3	1	1	1
Pacific	147	89,399	7.6	18	425	4.7	20	1,537	8.1	19	2,534	5.7	46	14,821	4.7	32	22,171	5.1	12	47,940	9.3
<b>TOTAL, 13 CITIES</b>	<b>532</b>	<b>301,269</b>	<b>5.3</b>	<b>139</b>	<b>2,591</b>	<b>8.4</b>	<b>82</b>	<b>5,852</b>	<b>7.4</b>	<b>65</b>	<b>9,574</b>	<b>6.2</b>	<b>106</b>	<b>35,673</b>	<b>4.7</b>	<b>65</b>	<b>47,336</b>	<b>4.5</b>	<b>75</b>	<b>203,243</b>	<b>5.5</b>
Baltimore	23	9,324	7.3	8	163	6.1	1	1	1	4	560	9.1	5	1,313	4.6	2	4,175	2.6	4	5,828	7.6
Boston	26	17,113	4.1	2	7	521	8.8	4	523	9.6	3	3	3	3	3	6	4,175	2.6	4	11,068	4.7
Buffalo	19	7,523	4.9	5	119	10.1	1	1	1	4	616	4.9	4	1,304	7.7	2	9	9	3	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	3.5
Cleveland	19	13,056	5.9	6	104	4.8	--	--	--	3	3	3	1	1	1	4	2,975	6.3	5	9,079	5.7
Detroit	52	22,231	3.5	9	275	4.7	8	522	5.0	4	562	2.3	20	5,648	2.8	7	5,101	4.5	4	10,123	3.5
Los Angeles	24	11,195	5.0	3	46	4.3	4	343	6.1	5	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	283	4.9	1	1	1	3	1,666	7.8	2	18	18	2	68,210	4.0
New York	154	95,090	4.2	36	681	9.7	21	1,495	8.2	22	3,410	6.1	32	9,950	4.0	18	12,443	3.5	25	16,008	3.9
Philadelphia	64	24,667	4.5	16	350	6.9	6	865	5.3	7	6	6	9	2,844	7.2	4	3,300	3.8	11	16,008	3.9
Pittsburgh	12	7,219	5.1	5	111	7.2	1	1	1	2	2	2	2	2	2	3	2,407	5.9	1	1	1
St. Louis	35	10,807	5.5	18	383	10.7	5	343	6.4	4	632	2.4	5	1,469	8.0	1	1	1	1	1	1
San Francisco	18	39,491	11.2	2	3	375	8.3	--	--	4	--	--	4	--	--	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	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	4,765	\$391,194	14.6	3,610	\$42,263	23.4	486	\$23,711	21.3	363	\$50,565	17.7	264	\$77,997	15.9	66	\$50,180	12.6	56	\$126,488	8.8
TOTAL	4,765	\$391,194	14.6	3,610	\$42,263	23.4	486	\$23,711	21.3	363	\$50,565	17.7	264	\$77,997	15.9	66	\$50,180	12.6	56	\$126,488	8.8
New England	454	40,625	14.8	314	3,893	95.2	59	4,142	80.6	37	5,207	19.0	33	10,473	14.6	4	2,708	10.1	8	14,213	9.9
Middle Atlantic	1,940	119,277	14.1	1,100	14,456	53.2	143	9,948	19.4	116	15,879	15.5	69	20,538	14.5	26	17,417	14.2	18	41,576	9.0
East North Central	1,305	136,049	14.0	594	11,896	84.2	143	10,180	82.7	97	13,651	20.4	85	24,063	16.9	28	21,222	11.7	28	52,249	7.8
West North Central	489	26,937	15.8	372	5,215	22.5	35	2,278	23.9	53	4,592	18.0	15	3,863	16.5	9	6,371	11.5	5	8,122	14.3
South Atlantic	356	26,991	14.0	238	3,148	23.7	38	2,568	22.6	29	4,266	16.4	20	5,303	13.6	7	4,761	9.2	4	5,563	5.2
East South Central	144	11,178	14.3	100	1,241	20.5	17	1,047	22.3	11	1,622	17.5	12	3,364	15.1	3	1,789	18.2	1	---	---
West South Central	178	9,868	17.9	128	1,504	20.7	23	1,574	18.4	15	2,032	17.5	7	1,789	18.2	5	3,089	16.4	1	---	---
Mountain	66	1,879	17.6	54	723	22.8	7	436	16.3	4	530	13.8	1	---	---	1	---	---	---	---	---
Pacific	273	19,170	18.2	200	2,710	22.2	24	1,550	23.7	21	2,786	21.1	22	6,712	17.0	4	---	---	2	---	---
TOTAL, 13 CITIES	1,567	185,063	13.3	1,066	13,234	23.7	162	11,340	20.2	134	19,105	16.5	138	41,776	14.9	41	30,220	13.0	26	67,389	8.3
Baltimore	61	4,722	16.5	44	775	19.7	5	379	23.1	6	4,207	16.5	5	1,534	15.8	---	---	---	1	---	---
Boston	64	13,620	10.9	36	429	19.1	7	565	11.9	7	994	26.7	9	2,899	14.4	2	1,136	9.1	3	7,498	7.2
Buffalo	42	4,542	18.8	26	445	18.0	6	458	16.4	2	2,411	16.8	21	6,327	17.9	6	6,682	11.0	4	16,154	8.8
Chicago	190	34,409	13.1	116	1,356	31.6	24	1,560	25.9	17	1,437	23.8	10	3,396	18.4	3	2,071	12.4	2	3,511	5.7
Cleveland	87	12,143	14.8	49	842	24.7	13	894	20.8	10	1,694	18.6	12	3,764	13.6	4	---	---	2	---	---
Detroit	99	14,045	12.5	57	651	27.8	13	930	21.6	11	1,694	18.6	11	2,569	14.4	1	---	---	2	---	---
Los Angeles	46	5,662	15.9	31	335	27.8	5	312	24.0	1	---	---	1	---	---	1	---	---	1	---	---
Milwaukee	65	4,132	14.6	49	546	22.7	6	404	19.8	6	4,260	12.3	37	10,786	13.0	11	7,591	15.5	7	11,894	16.7
New York	599	45,809	15.9	443	5,519	22.4	55	3,869	19.5	45	2,588	16.5	10	2,983	13.4	4	---	---	2	---	---
Philadelphia	177	22,653	9.4	123	1,267	22.7	20	1,471	14.4	18	2,866	34.0	2	913	18.3	2	---	---	2	---	---
Pittsburgh	50	10,416	16.1	20	239	25.8	3	260	34.0	3	2,866	34.0	4	943	13.5	3	---	---	1	---	---
St. Louis	64	6,361	13.6	42	432	25.0	5	293	27.3	2	---	---	5	690	11.9	5	---	---	1	---	---
San Francisco	43	4,060	14.5	30	338	20.7	2	---	---	2	---	---	5	690	11.9	5	---	---	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																	
	Number	Net sales (add 000)	Ex- per- ses, % to sales	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	Ex- per- ses, % to sales	Net sales (add 000)	Num- ber	Ex- per- ses, % to sales	Net sales (add 000)	Num- ber	Ex- per- ses, % to sales	Net sales (add 000)	Num- ber	Ex- per- ses, % to sales	
<b>UNITED STATES</b>	<b>3,908</b>	<b>\$406,422</b>	<b>15.6</b>	<b>2,446</b>	<b>\$41,694</b>	<b>21.0</b>	<b>622</b>	<b>\$43,501</b>	<b>19.9</b>	<b>433</b>	<b>\$56,710</b>	<b>19.6</b>	<b>273</b>	<b>\$84,998</b>	<b>13.0</b>	<b>78</b>	<b>\$56,610</b>	<b>14.0</b>	<b>56</b>	<b>\$120,949</b>	<b>11.6</b>
New England	423	59,088	11.5	250	4,507	20.2	66	4,548	19.4	55	7,555	19.0	33	10,003	15.0	8	5,259	8.9	11	26,906	6.5
Middle Atlantic	1,415	181,316	15.2	870	15,557	21.0	127	15,703	19.1	144	19,368	17.0	107	54,023	14.8	37	26,781	15.0	30	69,852	12.9
East North Central	704	87,849	17.1	432	7,745	21.5	250	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	5,491	18.0	7	4,177	15.7	4	5,437	16.9
South Atlantic	236	19,991	16.7	129	2,590	18.0	63	4,478	18.6	23	3,060	17.7	15	4,177	15.7	4	3,302	13.3	3	4,177	15.7
East South Central	99	6,614	19.7	63	1,338	22.1	20	1,442	20.7	7	984	26.1	8	1,498	18.0	2	1,498	18.0	2	1,498	18.0
West South Central	135	10,290	18.9	82	1,818	22.5	25	1,759	19.9	17	2,081	18.9	10	2,081	18.9	5	1,498	18.0	4	3,302	13.3
Mountain	66	3,969	20.6	45	842	20.7	10	798	24.1	6	831	22.0	5	1,498	18.0	2	1,498	18.0	2	1,498	18.0
Pacific	572	33,434	16.9	421	4,487	21.6	54	3,563	19.6	66	9,390	18.1	24	7,571	14.4	4	3,302	13.3	3	5,101	15.4
<b>TOTAL, 13 CITIES</b>	<b>2,080</b>	<b>266,762</b>	<b>14.6</b>	<b>1,302</b>	<b>20,307</b>	<b>21.4</b>	<b>302</b>	<b>20,895</b>	<b>20.6</b>	<b>213</b>	<b>29,452</b>	<b>17.9</b>	<b>156</b>	<b>48,364</b>	<b>15.6</b>	<b>61</b>	<b>45,175</b>	<b>13.6</b>	<b>46</b>	<b>102,559</b>	<b>11.0</b>
Baltimore	49	2,931	17.7	31	573	17.5	11	849	14.7	16	2,288	18.4	7	5,220	11.6	7	5,364	8.1	10	23,852	6.0
Boston	157	40,735	6.9	73	1,567	16.0	34	1,455	19.0	1	4,449	21.4	1	4,449	21.4	1	4,449	21.4	1	4,449	21.4
Buffalo	25	1,747	19.3	12	2,150	21.4	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
Chicago	207	23,770	17.2	124	2,150	21.4	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	4,811	17.3	35	642	25.1	8	514	28.4	7	1,035	15.7	7	1,035	15.7	2	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	3	2,404	19.2	1	2,404	19.2
Los Angeles	181	9,531	17.9	139	1,801	18.9	14	970	19.5	16	2,404	19.2	9	2,973	15.4	3	2,404	19.2	1	2,404	19.2
Philadelphia	41	2,366	20.5	28	426	25.1	3	185	25.0	5	972	22.6	3	972	22.6	2	972	22.6	1	972	22.6
San Francisco	531	125,624	15.1	489	8,495	21.0	132	9,127	20.7	92	12,356	17.6	70	22,101	15.1	22	18,413	13.2	22	53,353	13.3
New York	164	21,055	12.8	104	4,762	21.6	27	1,798	16.4	13	1,827	16.8	10	3,068	10.7	7	5,437	17.8	3	7,163	5.2
St. Louis	33	3,095	20.9	20	477	23.5	7	477	23.5	1	1,677	16.9	4	2,379	17.8	1	2,379	17.8	1	2,379	17.8
San Francisco	74	15,418	15.9	36	565	24.8	11	798	18.9	12	1,614	17.7	5	2,379	17.8	5	3,371	13.1	3	3,668	14.8
San Francisco	206	9,037	14.0	174	1,326	16.7	13	842	15.1	13	1,614	17.7	5	2,379	17.8	5	3,371	13.1	3	3,668	14.8

ALL OTHER

X - Withheld to avoid disclosure of individual operators

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
Feints 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	Lining 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
Grain.....	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 fixtures, 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, rogs 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)	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	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
<b>AMUSEMENT AND SPORTING GOODS</b>												
Cameras and motion picture equipment and supplies	8	\$1,587	18.6	5	\$1,186	15.6	4.2	4.7	.9	.9	2.5	2.4
Moving picture films	52	34,118	12.3	34	13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
Sports 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	30.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	15.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
<b>AUTOMOTIVE</b>												
Automobiles and other motor vehicles	307	352,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
\$100,000 to 199,999	39	5,865	11.1	16	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	4,036	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	2.6	3.2	.2	.4	1.5	1.1
\$1,000,000 and over	104	263,723	8.1	59	154,820	8.6	2.1	3.5	.2	.6	1.4	.8
Automotive equipment	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
\$100,000 to 199,999	314	70,469	25.5	233	40,514	27.3	8.5	8.7	1.5	2.0	3.8	2.7
\$200,000 to 299,999	169	40,795	25.9	108	26,125	26.4	8.3	8.8	1.3	2.5	3.1	2.4
\$300,000 to 499,999	119	44,666	24.0	81	30,206	24.8	7.3	8.8	1.5	2.1	2.9	2.2
\$500,000 and over	61	50,967	20.2	32	25,462	21.3	6.7	7.4	.8	2.6	1.6	2.2
Tires and tubes	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
<b>BEER, WINES AND LIQUORS</b>												
Beer and other fermented malt liquors	621	140,058	13.8	351	82,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
\$100,000 to 199,999	390	53,515	15.3	212	29,136	15.3	3.5	3.7	3.1	1.2	2.0	1.8
\$200,000 to 299,999	109	25,780	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	21,670	12.8	54	20,309	13.2	3.0	3.1	2.2	1.3	2.2	1.4
\$500,000 and over	37	29,093	12.4	22	17,789	12.6	3.3	3.8	2.1	1.3	.8	1.3
Wines and liquors	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
\$100,000 to 199,999	269	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	1.5	1.5
\$300,000 to 499,999	166	64,001	11.2	106	41,078	11.9	3.5	3.5	1.3	.8	1.2	1.6
\$500,000 to 999,999	124	85,359	10.6	97	66,670	10.5	3.6	3.5	.9	.7	.7	1.1
\$1,000,000 and over	69	122,378	9.9	53	93,905	10.6	3.4	3.8	1.0	.8	.9	.7
<b>CHEMICALS AND PAINTS</b>												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	5	853	12.5	2	x	11.3	3.9	1.1	3.4	.8	.8	1.3
Industrial chemicals	87	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Naval stores	21	21,036	6.2	7	4,346	11.9	4.2	2.6	2.1	1.5	.7	.8
Paints and varnishes	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
All other	57	51,647	19.5	15	39,423	20.8	13.4	6.1	.3	.2	.5	.3
<b>CLOTHING AND FURNISHINGS</b>												
Clothing and/or furnishings (full line)	171	50,027	14.0	108	34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Men's and boys'	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
\$100,000 to 199,999	141	19,359	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	1.3
\$300,000 to 499,999	45	16,694	13.3	32	12,104	12.9	4.5	3.8	.9	.8	1.5	1.4
\$500,000 and over	46	40,426	12.5	25	23,627	11.9	3.9	4.6	.5	.9	1.0	1.0
Women's and children's	467	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
\$100,000 to 199,999	184	26,137	12.9	102	14,854	12.8	4.7	4.1	.7	.6	1.8	.9
\$200,000 to 299,999	95	23,290	14.1	65	16,012	14.1	5.1	4.2	.8	.8	1.9	1.3
\$300,000 to 499,999	94	35,947	13.1	56	21,652	12.8	4.8	4.0	.9	.8	1.5	.8
\$500,000 to 999,999	86	60,848	14.0	59	41,650	13.7	4.6	4.9	.8	1.0	1.3	1.1
\$1,000,000 and over	28	54,991	12.5	23	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	15,959	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
Shoe 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 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	Admin- istrative	Selling	Delivery	Ware- house	Occu- pancy	Other
<b>COAL AND COKE</b>	197	\$191,263	11.8	49	\$92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
<b>DRUGS (FULL LINE)</b>	259	296,835	13.0	194	236,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
\$100,000 to 299,999	37	6,731	13.0	20	3,621	12.8	4.7	3.6	.6	1.4	1.4	1.1
\$300,000 to 499,999	45	17,437	14.2	33	12,628	13.7	4.6	3.4	.6	2.1	1.6	1.4
\$500,000 to 999,999	70	51,237	14.0	54	39,813	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
<b>DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)</b>												
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	3.6	2.1	1.2	1.1	1.2
<b>DRY GOODS (FULL LINE)</b>	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
\$100,000 to 199,999	57	6,156	13.9	35	4,972	13.7	4.3	4.2	.9	.6	2.1	1.6
\$200,000 to 299,999	31	7,569	15.3	20	4,942	15.1	5.2	4.4	.8	.7	1.4	1.6
\$300,000 to 499,999	37	14,615	16.3	28	10,978	16.1	5.2	5.5	.7	1.0	1.6	2.1
\$500,000 to 999,999	42	32,310	14.4	30	23,175	13.9	4.3	5.3	.8	.9	1.3	1.3
\$1,000,000 and over	50	195,048	14.3	33	91,245	14.8	3.5	5.5	.5	1.3	1.7	2.3
<b>DRY GOODS (SPECIALTY LINES)</b>												
Notions	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Piece goods	535	226,905	10.4	309	139,397	10.6	3.8	3.4	.6	.5	1.1	1.2
\$100,000 to 199,999	136	27,725	13.9	113	15,533	14.7	5.2	5.4	.7	.5	1.9	1.5
\$200,000 to 299,999	68	21,178	13.7	57	13,579	14.9	5.8	4.7	1.1	.4	1.8	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	2.8	.7	.5	.9	1.1
\$1,000,000 and over	44	87,576	8.6	26	51,340	8.4	2.7	3.0	.4	.4	.8	1.1
All other	69	14,741	16.3	49	11,705	16.7	6.9	5.3	.9	.2	1.6	1.8
<b>ELECTRICAL GOODS</b>												
Electrical merchandise, except appliances	614	244,423	15.7	421	167,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
\$100,000 to 199,999	236	34,123	18.3	140	20,998	17.0	5.4	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	4.6	.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	81	56,998	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	16.0	250	187,545	16.6	4.6	5.4	.8	.9	1.3	1.6
<b>FAWM PRODUCTS - RAW MATERIALS</b>												
Cotton	120	186,954	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Wool	299	424,950	6.8	105	147,413	7.3	1.7	.7	.4	1.4	1.1	.6
Hides, skins, and furs (raw)	295	137,566	7.7	103	51,140	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	.8	.1	.8
Tobacco (leaf)	68	43,721	14.6	21	12,437	15.3	5.5	1.9	.8	3.6	1.8	2.4
Wool and mohair	92	147,871	5.9	61	58,717	5.7	1.9	1.4	.5	.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
<b>FARM PRODUCTS - CONSUMER GOODS</b>												
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	208,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2140	786,568	10.0	1379	598,297	11.0	2.5	2.2	2.3	1.4	1.8	1.1
\$100,000 to 199,999	325	131,285	12.2	150	75,563	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	136,716	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	183,458	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	1.9	3.1	1.4	1.0	.8
All other	13	4,198	9.3	10	3,778	9.1	2.9	1.5	.8	1.6	1.3	1.0
<b>FARM SUPPLIES</b>												
Food	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	5.0	.3	2.1	2.3
Seeds	189	91,729	12.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
All other	17	3,711	10.3	10	1,968	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	Admin-istrative	Selling	Delivery	Ware-house	Occu-pancy	Other
<b>FURNITURE AND HOUSE FURNISHINGS</b>												
China, glassware and crockery	52	\$14,046	22.9	32	\$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Floor coverings	152	76,180	12.9	93	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	10,366	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
	119	122,461	15.8	69	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
<b>GENERAL MERCHANDISE</b>												
<b>GROCERIES (FULL LINE)</b>												
\$100,000 to 199,999	591	86,737	8.6	272	41,287	9.6	2.4	2.5	1.1	1.0	1.2	1.4
\$200,000 to 299,999	594	147,249	8.3	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
\$300,000 to 499,999	741	287,663	8.4	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
\$500,000 to 999,999	627	429,407	8.7	460	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
<b>GROCERIES AND FOODS (SPECIALTY LINES)</b>												
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	619	85,649	16.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
Flour	197	65,825	9.1	94	37,764	9.4	2.6	2.5	1.1	1.1	1.0	1.3
Meats and meat products	329	365,574	10.2	243	275,714	11.5	2.6	2.5	1.3	1.4	1.6	1.9
\$100,000 to 199,999	565	51,991	12.2	217	31,556	13.0	3.0	2.9	1.5	1.3	2.5	1.8
\$200,000 to 499,999	196	47,654	11.5	131	31,811	12.0	3.3	2.7	1.3	1.2	1.9	1.6
\$500,000 to 999,999	183	70,665	10.0	126	48,784	10.4	2.8	2.2	1.2	1.1	1.8	1.3
\$1,000,000 and over	215	216,264	9.5	169	166,593	11.2	2.7	2.2	1.2	1.6	1.4	2.1
Sort drinks	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
Sugar	69	54,452	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	236,670	11.6	3.1	3.1	1.5	1.2	1.3	1.6
<b>HARDWARE</b>												
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	15,851	20.9	52	8,002	21.7	6.1	7.6	1.6	1.2	2.9	2.3
\$200,000 to 299,999	113	27,452	19.9	70	17,222	20.9	6.3	5.8	1.7	1.7	3.4	2.0
\$300,000 to 499,999	104	40,988	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	1.8	2.2	1.7
\$1,000,000 and over	64	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
<b>JEWELRY AND OPTICAL GOODS</b>												
Jewelry (full line)	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Clocks and watches	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Diamonds and other precious stones	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Other jewelry specialties	91	31,091	17.1	37	11,900	19.5	7.3	7.3	1.2	1.0	1.7	1.0
Optical goods	70	15,576	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
<b>LUMBER AND CONSTRUCTION MATERIALS</b>												
Builders' supplies (full line)	212	61,405	21.5	96	26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Lumber and millwork	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
\$100,000 to 199,999	242	35,784	21.8	97	13,064	23.7	7.4	4.3	2.3	3.7	3.2	2.8
\$200,000 to 299,999	105	25,554	19.5	40	9,817	21.7	7.2	3.6	2.4	3.3	2.9	2.3
\$300,000 to 499,999	81	30,768	18.0	34	13,160	19.4	5.6	3.2	2.4	3.3	2.4	2.5
\$500,000 to 999,999	55	33,394	17.3	27	17,447	15.6	4.9	4.0	1.7	2.5	1.6	.9
\$1,000,000 and over	25	41,214	16.4	13	20,307	19.1	2.7	4.0	4.9	4.8	3.3	1.7
Brick, tile and terra cotta	27	4,918	20.6	8	1,503	20.5	7.5	4.1	3.1	1.8	1.9	2.1
Cement, lime and plaster	48	15,290	17.5	16	6,349	16.7	5.3	3.6	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	35	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	35.9	6.9	3.8	11.1	1.3	6.1	3.7
All other	24	14,010	16.6	3	2,525	24.3	5.0	4.6	.6	4.5	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 (+dd 000)	Operat- ing ex- penses, percent to sales	Number	Net sales (+dd 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
<b>MACHINERY, EQUIPMENT AND SUPPLIES</b>												
Commercial machinery, equipment and supplies												
Office (except furniture)	38	\$9,227	28.3	10	\$2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
Store, restaurant and hotel	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
All other	19	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	54,132	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Selling, hose and packing	40	7,966	23.0	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	6.3
Rope, cordage and twine	31	18,879	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	1.8	1.6
Industrial machinery												
Construction (including road building)	144	48,748	18.0	47	17,863	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,465	16.6	20	6,256	16.1	5.4	6.1	.8	1.0	1.7	1.1
Mining and quarrying	30	3,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
Oil well and oil refining	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
Power plant	19	3,913	22.0	6	1,081	30.4	6.5	7.2	1.3	1.4	1.7	2.3
Textile	15	3,871	24.6	5	1,982	25.9	9.1	10.7	1.0	.5	1.6	4.0
Used machinery and equipment	32	6,917	26.8	8	2,155	29.3	9.4	6.0	2.2	7.0	3.3	1.4
All other	60	14,448	25.3	20	4,642	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	8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
Surgical, medical and hospital	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
All other	69	23,711	25.0	33	8,424	25.7	10.0	6.9	1.5	1.8	2.5	3.0
Service equipment and supplies												
Barber and beauty parlor	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Laundry	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.3	1.1	1.2
Upholsterers'	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
All other	89	21,323	22.4	33	8,373	28.4	9.0	12.8	1.5	1.4	2.3	1.4
Transportation equipment and supplies												
Aircraft and aeronautical	3	757	21.3	2	x	33.9	13.2	7.2	.7	1.3	2.6	8.9
Railroad	17	15,646	22.0	6	5,112	28.4	13.9	9.1	1.9	1.7	1.4	.4
Boats (including motor, sail and steam)	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,563	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
<b>TOOLS AND DIEING MACH (EXCEPT SCRAP)</b>												
Iron and steel (except structural)												
Structural iron and steel	53	17,342	20.1	25	8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
Wire, wire fence and wire rope	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
Copper	10	4,331	9.7	6	3,242	8.7	3.0	2.6	.6	.8	.8	.9
Sheet metal products	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Other metals and metal work	50	83,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
<b>PAPER AND ITS PRODUCTS</b>												
Wrapping or covering paper and products												
\$100,000 to 199,999	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
\$200,000 to 299,999	258	36,353	19.7	167	23,732	19.2	5.8	6.4	1.7	1.7	2.1	1.5
\$300,000 to 499,999	160	35,412	17.6	102	24,745	17.9	5.7	6.0	1.6	1.4	1.7	1.5
\$500,000 to 999,999	116	44,465	18.3	87	33,440	18.0	6.0	8.1	1.4	1.6	1.6	1.3
\$1,000,000 and over	88	59,329	17.4	53	35,435	18.2	5.8	6.2	1.6	1.5	1.6	1.5
	44	73,809	15.3	31	53,794	14.9	4.3	5.6	1.1	1.6	1.4	.9
Fine or printing and writing paper												
Stationery and stationery supplies	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.6	1.7
Wall paper	44	8,749	31.0	31	5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
<b>PETROLEUM AND ITS PRODUCTS</b>												
	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3

(continued)



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- house	Occu- pancy	Other
<b>PLUMBING AND HEATING EQUIPMENT AND SUPPLIES</b>												
Plumbing and heating (full line)	363	\$110,926	18.6	206	\$64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
\$100,000 to 199,999	157	22,571	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
<b>TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)</b>												
	1,274	717,927	5.4	740	490,244	5.2	1.5	1.6	.5	.5	.5	.6
\$100,000 to 199,999	344	49,603	6.6	126	19,163	7.4	1.9	2.2	.8	.3	1.3	.9
\$200,000 to 299,999	271	66,790	5.4	135	33,483	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
<b>WASTE MATERIALS</b>												
Iron and steel scrap	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Junk and scrap (full line)	193	53,050	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
<b>ALL OTHER PRODUCTS</b>												
Books, periodicals and newspapers	215	88,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flowers and nursery stock	77	15,532	19.3	45	6,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Forest products (except lumber)	75	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Leather and leather goods	277	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
Oils and greases (animal and vegetable)	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
Rubber (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	Ware-house	Occu-pancy	Other
<b>AMUSEMENT AND SPORTING GOODS</b>												
<b>MOVING PICTURE FILMS</b>												
<b>UNITED STATES TOTAL</b>	52	\$34,118	12.3	34	\$13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
<b>TOTAL, 13 CITIES</b>	29	21,229	13.0	17	9,743	12.3	3.9	5.0	.5	1.0	.9	1.0
<b>SPORTING GOODS (full line)</b>												
<b>UNITED STATES TOTAL</b>	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	5,396	20.9	5.7	6.5	.9	2.5	2.1	3.2
<b>TOTAL, 13 CITIES</b>	23	8,351	21.0	17	7,870	20.5	5.8	6.5	1.0	2.1	2.3	2.8
<b>TOYS, NOVELTIES AND FIREWORKS</b>												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	47	14,177	18.4	21	6,318	20.2	7.0	6.0	1.4	1.8	1.7	2.3
<b>AUTOMOTIVE</b>												
<b>AUTOMOBILES AND OTHER MOTOR VEHICLES</b>												
<b>UNITED STATES TOTAL</b>	307	352,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
New England	25	29,997	8.7	12	16,256	9.2	2.6	3.0	.1	.8	1.8	.9
Middle Atlantic	85	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	76,291	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	2,500	8.5	2.5	2.5	.3	.4	1.1	.9
West South Central	21	15,931	9.1	13	10,722	9.0	2.8	3.1	.4	.1	1.7	.9
Louneain	14	9,020	9.2	12	7,853	9.9	2.9	2.3	.3	.6	1.9	.8
Pacific	36	60,901	7.1	14	31,267	9.1	2.4	4.3	.2	--	1.3	.9
<b>TOTAL, 13 CITIES</b>	83	179,282	8.6	47	107,568	9.0	2.2	4.1	.1	.6	1.3	.7
<b>AUTOMOTIVE EQUIPMENT</b>												
<b>UNITED STATES TOTAL</b>	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	15,967	25.2	44	9,377	25.6	8.4	8.4	1.7	1.7	3.1	5.3
East South Central	32	5,931	27.3	13	2,612	26.3	8.3	9.1	1.2	2.0	3.5	2.2
West South Central	90	19,603	23.6	57	11,954	24.4	8.0	8.1	1.3	1.2	3.0	2.8
Louneain	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
<b>TOTAL, 13 CITIES</b>	243	73,703	24.1	136	38,530	25.9	7.9	8.9	1.3	2.8	2.8	2.2
Chicago	50	16,197	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	8,636	23.5	8.8	8.1	1.5	1.3	2.4	1.4
<b>TIRES AND TUBES</b>												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	55	15,113	18.9	41	10,473	21.1	6.2	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 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
<b>BEER, WINES AND LIQUORS</b>												
<b>BEER AND OTHER FERMENTED MALT LIQUORS</b>												
<b>UNITED STATES TOTAL</b>	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	10,797	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	3.2	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	16,289	13.8	42	9,869	14.2	3.0	3.7	2.6	1.5	1.6	1.8
South Atlantic	54	9,851	17.3	34	6,113	17.3	3.9	3.7	3.7	1.6	2.6	1.8
West South Central	34	6,304	14.8	18	3,877	12.4	2.7	3.6	1.8	1.1	1.7	1.5
Pacific	60	18,030	14.0	37	10,395	15.3	4.0	3.8	3.1	1.8	1.4	1.2
<b>TOTAL, 13 CITIES</b>	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
<b>WINES AND LIQUORS</b>												
<b>UNITED STATES TOTAL</b>	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	152	86,995	13.4	82	64,406	13.7	4.6	5.3	1.4	.6	.7	1.1
East North Central	190	87,268	9.3	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	1.6
Pacific	111	38,947	12.2	65	23,902	13.9	3.6	4.2	1.3	1.4	1.8	1.6
<b>TOTAL, 13 CITIES</b>	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
Milwaukee	25	7,715	11.6	15	5,039	13.3	3.3	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
<b>CHEMICALS AND PAINTS</b>												
<b>INDUSTRIAL CHEMICALS</b>												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	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
<b>PAINTS AND VARNISHES</b>												
<b>UNITED STATES TOTAL</b>	180	45,157	21.9	90	22,629	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	26	5,518	20.3	14	3,436	23.6	9.0	7.0	.8	2.1	2.8	1.9
<b>TOTAL, 13 CITIES</b>	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)	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	Admin- istrative	Selling	Delivery	Ware- house	Occu- pancy	Other
<b>CLOTHING AND FURNISHINGS</b>												
<b>CLOTHING AND/OR FURNISHINGS</b> (full line)												
<u>UNITED STATES TOTAL</u>	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
<u>TOTAL, 13 CITIES</u>	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
<b>MEN'S AND BOYS'</b>												
<u>UNITED STATES TOTAL</u>	278	88,559	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	9,692	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
<u>TOTAL, 13 CITIES</u>	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
<b>WOMEN'S AND CHILDREN'S</b>												
<u>UNITED STATES TOTAL</u>	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	9,207	13.1	24	7,389	13.1	6.0	3.4	.8	.6	1.3	1.0
Pacific	52	9,176	11.6	30	8,662	11.4	4.5	4.0	.5	.3	1.3	.8
<u>TOTAL, 13 CITIES</u>	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
<b>FURS, DRESSED AND FUR CLOTHING</b>												
<u>UNITED STATES TOTAL</u>	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
<u>TOTAL, 13 CITIES</u>	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
<b>HOSIERY</b>												
<u>UNITED STATES TOTAL</u>	78	29,311	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
<u>TOTAL, 13 CITIES</u>	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	Admin-istrative	Selling	Delivery	Ware-house	Occu-pancy	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>	88	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	28	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	4.1	.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	3,997	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	2.3	1.1
Middle Atlantic	69	50,852	13.4	23	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	296,835	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	34,229	11.9	3.9	2.7	1.1	2.0	1.0	1.2
East North Central	41	53,703	13.1	27	41,779	12.8	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	30,550	13.9	35	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	19	12,820	12.5	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	98,790	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 \$00,000 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	Adminis- trative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other
<b>DRUGS AND DRUG SUNDRIES (specialty lines) (continued)</b>												
<b>TOILET ARTICLES AND PREPARATIONS</b>												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	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	697	16.1									
<b>DRY GOODS (full-line)</b>												
<b>UNITED STATES TOTAL</b>	217	287,698	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	70,220	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
<b>TOTAL, 13 CITIES</b>	37	136,647	14.3	27	50,970	14.9	3.6	4.9	.7	1.1	1.9	2.7
<b>DRY GOODS (specialty lines)</b>												
<b>NOTIONS</b>												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	169	51,565	17.3	108	30,640	19.3	7.2	7.4	.9	.8	1.8	1.2
New York	140	45,262	17.5	86	25,735	20.1	7.6	7.7	.9	.8	1.6	1.3
<b>PIECE GOODS</b>												
<b>UNITED STATES TOTAL</b>	505	226,805	10.4	309	139,871	10.6	3.6	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	380	185,666	10.1	234	117,076	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
<b>TOTAL, 13 CITIES</b>	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
<b>ELECTRICAL GOODS</b>												
<b>ELECTRICAL, EXCEPT APPLIANCES</b>												
<b>UNITED STATES TOTAL</b>	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	4.6	.7	1.9	1.7	1.1
West North Central	60	23,997	16.8	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 expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>ELECTRICAL GOODS (continued)</b>												
<b>ELECTRICAL, EXCEPT APPLIANCES (continued)</b>												
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	26	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	15	6,015	14.1	13	5,702	13.4	4.4	5.3	.3	1.3	1.1	1.3
Pacific	72	32,707	15.6	51	24,222	14.4	5.1	4.8	.5	1.4	1.3	1.0
<b>TOTAL, 13 CITIES</b>	<b>222</b>	<b>120,415</b>	<b>16.4</b>	<b>138</b>	<b>88,543</b>	<b>15.7</b>	<b>5.2</b>	<b>5.1</b>	<b>.8</b>	<b>1.9</b>	<b>1.7</b>	<b>1.0</b>
Boston	12	8,107	18.9	11	7,854	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	8,432	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
<b>RADIOS, REFRIGERATORS AND APPLIANCES</b>												
<b>UNITED STATES TOTAL</b>	<b>427</b>	<b>264,854</b>	<b>18.0</b>	<b>250</b>	<b>187,545</b>	<b>18.6</b>	<b>4.6</b>	<b>9.4</b>	<b>.8</b>	<b>.9</b>	<b>1.3</b>	<b>1.6</b>
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	43,890	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
<b>TOTAL, 13 CITIES</b>	<b>151</b>	<b>141,781</b>	<b>18.1</b>	<b>88</b>	<b>99,463</b>	<b>18.8</b>	<b>4.6</b>	<b>9.8</b>	<b>.8</b>	<b>.9</b>	<b>1.2</b>	<b>1.5</b>
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	25,781	22.7	21	21,231	22.6	7.6	8.8	1.4	1.2	1.8	1.8
San Francisco	12	7,469	15.6	10	6,920	15.5	4.4	6.1	1.3	.8	1.5	1.4
<b>FARM PRODUCTS - RAW MATERIALS</b>												
<b>COTTON</b>												
<b>UNITED STATES TOTAL</b>	<b>120</b>	<b>186,934</b>	<b>5.1</b>	<b>42</b>	<b>89,463</b>	<b>5.9</b>	<b>1.2</b>	<b>.8</b>	<b>1.9</b>	<b>.7</b>	<b>.3</b>	<b>1.0</b>
South Atlantic	42	44,569	5.6	10	11,433	5.0	1.3	.8	1.4	.7	.2	.6
East South Central	43	73,158	5.0	19	41,949	6.1	1.4	.7	1.8	.9	.4	.9
<b>TOTAL, 13 CITIES</b>	<b>11</b>	<b>23,920</b>	<b>4.0</b>	<b>5</b>	<b>9,780</b>	<b>3.8</b>	<b>1.3</b>	<b>.6</b>	<b>.8</b>	<b>.7</b>	<b>.2</b>	<b>.2</b>
<b>GRAIN</b>												
<b>UNITED STATES TOTAL</b>	<b>298</b>	<b>424,950</b>	<b>5.8</b>	<b>105</b>	<b>147,433</b>	<b>5.9</b>	<b>1.7</b>	<b>.7</b>	<b>.4</b>	<b>1.4</b>	<b>1.1</b>	<b>.6</b>
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
<b>TOTAL, 13 CITIES</b>	<b>38</b>	<b>86,001</b>	<b>5.6</b>	<b>16</b>	<b>26,646</b>	<b>6.4</b>	<b>2.4</b>	<b>.6</b>	<b>.3</b>	<b>1.1</b>	<b>1.2</b>	<b>.8</b>
<b>HIDES, SKINS AND FURS (raw)</b>												
<b>UNITED STATES TOTAL</b>	<b>298</b>	<b>137,566</b>	<b>7.7</b>	<b>163</b>	<b>91,140</b>	<b>7.1</b>	<b>2.6</b>	<b>1.4</b>	<b>.4</b>	<b>1.0</b>	<b>.2</b>	<b>.9</b>
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
<b>TOTAL, 13 CITIES</b>	<b>209</b>	<b>107,635</b>	<b>7.3</b>	<b>113</b>	<b>72,037</b>	<b>6.8</b>	<b>2.6</b>	<b>1.5</b>	<b>.2</b>	<b>.9</b>	<b>.8</b>	<b>.8</b>

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)	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	Delivery	Ware- house	Occu- pancy	Other
<b>FARM PRODUCTS - RAW MATERIALS (continued)</b>												
<b>TOBACCO - leaf:</b>												
UNITED STATES TOTAL	68	\$43,721	14.8	21	\$12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
TOTAL, 13 CITIES	19	6,531	19.5	9	4,484	20.1	7.7	3.0	1.1	3.8	1.2	3.3
<b>WOOL AND MOHAIR</b>												
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	5.0	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
<b>FARM PRODUCTS - CONSUMER GOODS</b>												
<b>DAIRY PRODUCTS</b>												
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	50	32,294	9.9	20	10,862	9.0	1.2	2.2	2.1	1.5	1.7	.8
South Atlantic	26	7,515	27.0	18	5,545	27.8	4.7	4.0	4.8	3.1	6.7	2.5
West South Central	31	8,311	23.1	10	3,450	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	15.0	131	104,473	13.1	2.7	2.9	3.0	1.4	1.6	1.5
Chicago	36	29,926	14.3	19	13,683	11.7	3.3	3.5	1.9	1.2	1.0	.8
New York	114	69,519	13.0	72	69,968	11.1	2.4	1.9	3.3	1.2	1.3	1.0
<b>POULTRY AND POULTRY PRODUCTS</b>												
UNITED STATES TOTAL	488	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	30,763	6.2	1.7	1.1	1.0	.8	1.0	.6
West North Central	68	28,366	9.0	31	9,598	9.2	2.0	1.5	1.5	1.8	1.2	1.2
South Atlantic	21	4,862	6.4	11	2,648	6.1	1.8	2.9	1.2	.5	1.2	.9
East South Central	21	5,079	8.9	13	3,313	8.8	2.4	1.6	1.4	2.0	1.1	.4
West South Central	19	3,966	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	3,954	9.5	2.2	1.0	1.1	2.5	1.6	1.1



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
<b>FARM PRODUCTS - CONSUMER GOODS</b> continued												
<b>DAIRY AND POULTRY PRODUCTS</b>												
<b>UNITED STATES TOTAL</b>	473	\$277,709	7.8	312	\$206,400	8.0	2.0	1.8	1.5	1.0	1.0	.9
New England	40	29,732	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	1.8	.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
<b>TOTAL, 13 CITIES</b>	258	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
<b>FRUITS AND VEGETABLES (fresh)</b>												
<b>UNITED STATES TOTAL</b>	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	92,909	9.9	160	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	62	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	37,096	12.1	74	25,970	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	71,850	12.0	2.7	2.8	1.7	1.7	2.0	1.1
<b>TOTAL, 13 CITIES</b>	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	1.9	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	15,352	8.3	22	9,495	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	.3
New York	281	129,259	9.3	189	71,497	11.2	2.5	2.1	3.0	1.2	1.4	1.0
Philadelphia	58	22,809	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	.8
<b>FARM SUPPLIES</b>												
<b>FEED</b>												
<b>UNITED STATES TOTAL</b>	363	114,047	8.8	123	34,809	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	13,680	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	8.7	16	3,393	10.6	2.3	3.3	1.9	.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
<b>TOTAL, 13 CITIES</b>	30	15,347	8.2	9	2,873	12.4	4.7	2.1	2.6	.8	1.2	1.0
<b>SEEDS</b>												
<b>UNITED STATES TOTAL</b>	189	81,727	13.5	109	51,197	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	30,396	16.0	28	17,730	17.6	4.2	3.4	2.5	2.3	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
<b>TOTAL, 13 CITIES</b>	44	24,501	22.2	29	18,929	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 expenses (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	6.5	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	5,605	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	50,261	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	27,555	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.6	1.6
Middle Atlantic	35	6,970	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	13,536	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	15.6	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
Middle Atlantic	19	13,159	16.8	14	12,244	16.7	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	.5	2.3	1.7	1.4
East South Central	14	13,125	10.2	11	12,566	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	.5	3.1	2.2	2.3
<u>TOTAL, 13 CITIES</u>	36	55,691	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>	2,985	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	211,288	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	136	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	146,350	8.5	2.3	1.9	1.1	1.0	.9	1.1
East South Central	351	154,834	8.1	236	114,625	8.2	2.3	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)												

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	Ware-house	Occupancy	Other
<b>GROCERIES (full-line) (continued)</b>												
Mountain Pacific	135	277,379	8.7	83	\$51,361	8.2	2.1	2.2	.7	1.2	.9	1.1
	131	128,555	8.5	108	126,911	8.1	2.1	2.3	.8	1.3	.7	.9
<b>TOTAL, 13 CITIES</b>	<b>277</b>	<b>565,934</b>	<b>11.2</b>	<b>210</b>	<b>502,566</b>	<b>11.1</b>	<b>2.2</b>	<b>2.5</b>	<b>1.5</b>	<b>1.5</b>	<b>.9</b>	<b>.8</b>
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	13,337	15.0	4.0	3.7	2.2	2.5	1.0	1.6
Detroit	24	14,962	7.1	16	11,865	7.5	1.8	1.9	1.1	1.0	.8	.9
Los Angeles	30	35,504	7.5	23	37,356	7.7	2.0	3.3	.8	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	15,120	13.3	4.1	4.5	1.1	1.8	1.1	.7
<b>GROCERIES AND FOODS (specialty lines)</b>												
<b>CANNED GOODS</b>												
<b>UNITED STATES TOTAL</b>	<b>107</b>	<b>57,076</b>	<b>12.5</b>	<b>53</b>	<b>30,507</b>	<b>13.6</b>	<b>3.9</b>	<b>4.1</b>	<b>1.7</b>	<b>1.6</b>	<b>1.1</b>	<b>1.8</b>
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	5,216	11.2	4.4	2.7	.8	1.3	1.3	.7
Pacific	16	13,891	13.6	11	9,219	15.3	4.0	5.6	1.2	1.9	.8	1.8
<b>TOTAL, 13 CITIES</b>	<b>50</b>	<b>29,029</b>	<b>12.2</b>	<b>13</b>	<b>8,405</b>	<b>14.2</b>	<b>4.5</b>	<b>4.1</b>	<b>2.3</b>	<b>1.2</b>	<b>1.2</b>	<b>.9</b>
<b>COFFEE, TEA AND SPICES</b>												
<b>UNITED STATES TOTAL</b>	<b>208</b>	<b>86,896</b>	<b>22.0</b>	<b>138</b>	<b>54,346</b>	<b>25.6</b>	<b>5.8</b>	<b>10.2</b>	<b>2.7</b>	<b>2.9</b>	<b>2.4</b>	<b>1.6</b>
New England	14	6,387	17.4	10	2,306	23.9	3.3	8.0	1.9	2.9	4.7	3.1
Middle Atlantic	47	19,730	13.3	33	10,675	24.6	5.8	8.3	2.8	3.4	1.9	2.4
East North Central	28	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	13,577	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	26	12,226	32.1	7.7	13.4	2.7	3.9	3.0	1.4
<b>TOTAL, 13 CITIES</b>	<b>133</b>	<b>48,489</b>	<b>21.5</b>	<b>63</b>	<b>30,028</b>	<b>27.0</b>	<b>5.4</b>	<b>10.2</b>	<b>2.5</b>	<b>3.1</b>	<b>3.1</b>	<b>1.7</b>
Boston	9	5,279	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
<b>CONFECTIONERY</b>												
<b>UNITED STATES TOTAL</b>	<b>278</b>	<b>57,011</b>	<b>11.4</b>	<b>152</b>	<b>32,282</b>	<b>12.0</b>	<b>3.2</b>	<b>3.8</b>	<b>1.5</b>	<b>.9</b>	<b>1.3</b>	<b>1.3</b>
New England	23	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	3.5	4.1	1.5	.8	1.4	1.5
East North Central	31	9,263	11.6	26	7,075	12.0	3.6	3.4	1.3	1.4	1.2	1.1
South Atlantic	59	7,868	12.6	30	4,126	12.8	2.7	4.2	1.5	1.3	1.6	1.5
<b>TOTAL, 13 CITIES</b>	<b>79</b>	<b>19,361</b>	<b>10.3</b>	<b>47</b>	<b>11,424</b>	<b>10.7</b>	<b>3.2</b>	<b>3.3</b>	<b>1.1</b>	<b>1.1</b>	<b>1.1</b>	<b>.9</b>
New York	34	7,249	10.6	23	5,759	8.9	2.4	2.8	1.1	.5	.9	1.2
<b>FISH AND SEA FOODS</b>												
<b>UNITED STATES TOTAL</b>	<b>319</b>	<b>55,649</b>	<b>18.4</b>	<b>211</b>	<b>60,254</b>	<b>19.2</b>	<b>4.5</b>	<b>3.5</b>	<b>3.6</b>	<b>3.1</b>	<b>2.1</b>	<b>2.4</b>
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	3,582	18.3	4.1	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
<b>TOTAL, 13 CITIES</b>	<b>211</b>	<b>62,422</b>	<b>16.0</b>	<b>135</b>	<b>44,923</b>	<b>18.8</b>	<b>4.5</b>	<b>3.5</b>	<b>3.4</b>	<b>3.1</b>	<b>1.9</b>	<b>2.6</b>
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)

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	Ware-house	Occupancy	Other
<b>GROCERIES AND FOODS (specialty lines; (continued))</b>												
<b>FLOUR</b>												
<b>UNITED STATES TOTAL</b>	197	\$65,235	9.1	94	\$37,784	9.4	2.6	2.3	1.1	1.1	1.0	1.3
Middle Atlantic	62	19,582	9.3	26	9,407	10.5	2.8	2.4	1.9	.8	.7	1.9
East North Central	45	12,186	9.8	19	7,240	9.9	2.8	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	1.6	.5	.9	1.2	.5
<b>TOTAL, 13 CITIES</b>	74	27,690	8.9	37	16,383	9.3	2.6	2.1	1.2	1.2	.8	1.4
<b>MEATS AND MEAT PRODUCTS</b>												
<b>UNITED STATES TOTAL</b>	959	395,574	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	99,769	11.3	144	62,850	12.1	3.0	2.7	1.4	1.9	2.0	1.1
West North Central	38	11,628	12.6	27	9,022	12.8	3.1	2.6	1.9	1.4	1.9	2.0
South Atlantic	51	31,121	10.4	47	19,744	11.8	2.8	2.1	1.7	1.5	1.7	1.3
East South Central	15	4,840	9.9	10	3,157	9.7	2.0	2.1	1.0	1.0	1.9	1.7
West South Central	30	8,501	12.2	18	5,256	12.4	2.9	2.9	1.6	1.6	1.9	1.5
Mountain	15	3,600	13.1	6	2,476	13.6	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
<b>TOTAL, 13 CITIES</b>	514	242,136	10.2	354	179,390	11.6	2.9	2.4	1.2	1.4	1.4	2.2
Boston	62	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	27,925	12.4	3.3	3.0	1.7	1.6	1.6	1.2
Cleveland	24	11,307	11.8	17	8,887	12.7	2.8	2.6	1.6	2.5	2.4	.8
Detroit	38	12,257	10.4	26	9,422	11.4	3.3	2.4	1.1	2.1	1.6	.9
Los Angeles	21	6,399	16.1	16	5,385	16.8	3.5	3.6	1.6	3.0	2.1	3.0
New York	202	104,131	8.8	147	81,243	11.0	2.8	2.1	1.0	.9	1.3	3.1
Philadelphia	32	13,091	12.5	22	10,227	10.8	3.2	2.5	1.5	1.0	1.6	1.0
San Francisco	17	7,936	10.6	14	6,733	11.2	2.1	1.7	1.2	2.0	1.8	2.4
<b>SOFT DRINKS</b>												
<b>UNITED STATES TOTAL</b>	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
<b>TOTAL, 13 CITIES</b>	9	2,989	25.4	2	998	32.6	8.1	6.6	7.7	6.1	2.2	1.9
<b>SUGAR</b>												
<b>UNITED STATES TOTAL</b>	89	54,969	5.2	30	27,308	6.1	1.2	1.1	.6	.4	.4	.4
East North Central	24	24,223	4.0	10	17,203	3.6	1.2	1.1	.4	.4	.1	.4
<b>TOTAL, 13 CITIES</b>	88	27,831	4.8	14	12,212	3.6	1.1	1.1	.5	.5	.2	.4
<b>HARDWARE</b>												
<b>HARDWARE (specialty lines)</b>												
<b>UNITED STATES TOTAL</b>	512	372,424	17.9	326	227,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
New England	31	18,487	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	67	32,077	21.2	6.4	6.6	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	61,266	19.4	22	31,841	19.4	6.2	6.4	.5	2.3	2.9	1.1
South Atlantic	96	41,515	16.4	68	28,675	16.0	4.7	5.7	.7	1.6	2.0	1.5
East South Central	47	32,563	15.9	33	20,740	15.7	4.7	4.8	.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	Ware house	Occupancy	Other
HARDWARE (continued)												
HARDWARE (full line) (continued):												
West South Central	46	\$34,373	25.1	37	\$29,245	16.4	5.2	5.4	.6	2.0	1.8	1.4
Mountain	24	17,097	16.0	16	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
<b>TOTAL, 13 CITIES</b>	<b>90</b>	<b>110,385</b>	<b>18.8</b>	<b>68</b>	<b>76,700</b>	<b>18.3</b>	<b>5.7</b>	<b>5.2</b>	<b>1.0</b>	<b>2.4</b>	<b>1.8</b>	<b>1.2</b>
New York	35	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
<b>TOTAL, 13 CITIES</b>	<b>65</b>	<b>17,225</b>	<b>18.4</b>	<b>31</b>	<b>8,793</b>	<b>19.3</b>	<b>7.1</b>	<b>5.8</b>	<b>1.6</b>	<b>1.9</b>	<b>1.7</b>	<b>1.2</b>
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	35,220	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.9	2.1
Middle Atlantic	37	10,897	16.7	28	8,456	19.2	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
<b>TOTAL, 13 CITIES</b>	<b>65</b>	<b>24,300</b>	<b>17.3</b>	<b>47</b>	<b>18,700</b>	<b>18.4</b>	<b>6.4</b>	<b>7.1</b>	<b>.4</b>	<b>.4</b>	<b>1.9</b>	<b>2.2</b>
New York	19	5,044	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	8,659	13.7	5.8	4.2	.6	.1	1.0	2.0
Middle Atlantic	18	9,720	13.9	11	6,542	13.9	5.6	4.3	.7	.1	1.0	2.2
<b>TOTAL, 13 CITIES</b>	<b>26</b>	<b>13,200</b>	<b>13.7</b>	<b>15</b>	<b>8,659</b>	<b>13.7</b>	<b>5.8</b>	<b>4.2</b>	<b>.6</b>	<b>.1</b>	<b>1.0</b>	<b>2.0</b>
DIAMONDS AND OTHER PRECIOUS STONES												
UNITED STATES TOTAL	35	6,752	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	15.6	5.7	5.9	.1	--	2.1	2.0
<b>TOTAL, 13 CITIES</b>	<b>34</b>	<b>6,139</b>	<b>11.4</b>	<b>13</b>	<b>2,660</b>	<b>15.3</b>	<b>5.8</b>	<b>5.4</b>	<b>.1</b>	<b>--</b>	<b>2.1</b>	<b>1.9</b>
New York	28	5,197	11.7	10	2,134	15.6	5.7	5.9	.1	--	2.1	2.0
OPTICAL GOODS												
UNITED STATES TOTAL	70	15,576	35.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
<b>TOTAL, 13 CITIES</b>	<b>39</b>	<b>10,486</b>	<b>35.0</b>	<b>19</b>	<b>5,142</b>	<b>34.9</b>	<b>12.1</b>	<b>11.3</b>	<b>1.7</b>	<b>4.7</b>	<b>2.6</b>	<b>2.5</b>

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**
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						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>LUMBER AND CONSTRUCTION MATERIALS</b>												
<b>BUILDERS' SUPPLIES (full line)</b>												
<b>UNITED STATES TOTAL</b>	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	2,466	16.8	5.9	3.2	1.5	2.7	2.7	.8
<b>TOTAL, 13 CITIES</b>	47	19,938	25.8	17	4,351	19.0	5.1	5.0	2.6	2.4	1.6	2.5
<b>LUMBER AND MILLWORK</b>												
<b>UNITED STATES TOTAL</b>	506	166,714	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	15.4	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	4.5	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	1.5	1.9
<b>TOTAL, 13 CITIES</b>	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	6.2	.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
<b>CEMENT, LIME AND PLASTER</b>												
<b>UNITED STATES TOTAL</b>	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
<b>TOTAL, 13 CITIES</b>	20	7,217	16.2	6	2,724	15.9	5.8	4.0	1.6	1.8	1.7	1.0
<b>GLASS</b>												
<b>UNITED STATES TOTAL</b>	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
<b>TOTAL, 13 CITIES</b>	32	9,461	28.9	17	5,491	27.0	8.4	5.3	2.0	6.3	3.7	1.3
<b>SAND, GRAVEL AND CRUSHED STONE</b>												
<b>UNITED STATES TOTAL</b>	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
<b>TOTAL, 13 CITIES</b>	12	3,897	31.9	5	2,127	35.6	5.8	2.9	15.6	1.6	7.8	1.9
<b>MACHINERY, EQUIPMENT AND SUPPLIES</b>												
<b>COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES</b> ( Office (except furniture) )												
<b>UNITED STATES TOTAL</b>	38	9,227	28.3	10	2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
<b>TOTAL, 13 CITIES</b>	24	6,910	28.8	8	2,425	30.4	14.5	8.4	2.1	1.6	2.5	1.3
<b>COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES</b> Store, Restaurant and Hotel												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	58	18,860	23.5	26	10,099	25.0	8.4	9.5	1.0	2.1	2.3	1.7

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 expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Admin- istrative	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	16.3	11	10,961	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	15,951	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	16.0	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	8,485	16.6	20	6,636	16.1	5.4	6.1	.8	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	2,935	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	9.2	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)												

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

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
<b>MACHINERY, EQUIPMENT AND SUPPLIES (continued)</b>												
<b>PROFESSIONAL EQUIPMENT AND SUPPLIES</b>												
Dental												
UNITED STATES TOTAL	76	\$16,303	29.0	36	\$8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
TOTAL, 13 CITIES	50	7,957	27.9	13	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	6,972	33.9	12.1	14.9	1.2	2.0	2.0	1.7
<b>SERVICE EQUIPMENT AND SUPPLIES</b>												
Barber and beauty parlor												
UNITED STATES TOTAL	93	21,753	32.5	50	11,001	36.3	11.8	14.3	2.2	1.6	3.6	2.6
Middle Atlantic	28	7,966	33.0	10	3,286	41.3	14.1	17.3	3.0	1.5	3.9	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	23.9	40	14,060	26.0	9.7	8.1	1.7	1.1	2.9	2.5
New York												
UNITED STATES TOTAL	33	11,248	25.7	22	9,364	27.4	10.2	9.4	1.2	1.0	3.3	2.3
<b>TRANSPORTATION EQUIPMENT AND SUPPLIES</b>												
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
<b>METALS AND METAL WORK (except scrap)</b>												
<b>IRON AND STEEL EXCEPT STRUCTURAL</b>												
UNITED STATES TOTAL	175	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	19,658	21.1	30	9,493	21.3	7.7	5.8	2.2	2.0	2.2	1.4
East North Central	54	25,425	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	6,528	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												
UNITED STATES TOTAL	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.

(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
<b>METALS AND METAL WORK (except scrap) (continued)</b>												
<b>STRUCTURAL IRON AND STEEL</b>												
UNITED STATES TOTAL	53	\$17,342	20.1	25	\$6,594	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
<b>WIRE, WIRE FENCE AND WIRE ROPE</b>												
UNITED STATES TOTAL	18	4,884	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
<b>SHEET METAL PRODUCTS</b>												
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	17,384	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
<b>PAPER AND ITS PRODUCTS</b>												
<b>WRAPPING OR COARSE PAPER AND PRODUCTS</b>												
UNITED STATES TOTAL	656	250,368	17.3	440	171,146	17.2	5.3	5.0	1.4	1.5	1.6	1.3
New England	71	21,944	18.5	50	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	5.3	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	18,893	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	7,683	17.4	14	4,645	18.4	5.6	7.0	1.5	1.3	1.2	1.8
West South Central	27	6,404	21.5	19	6,146	20.7	6.4	9.0	1.4	1.2	2.1	1.6
Mountain	14	4,084	16.9	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	133,150	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	7.2	1.4	1.7	1.5	1.0
Chicago	35	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	49,618	14.8	81	29,901	15.9	5.1	4.6	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
<b>FINE OR PRINTING AND WRITING PAPER</b>												
UNITED STATES TOTAL	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Middle Atlantic	50	22,917	18.6	37	19,252	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	41,627	17.3	57	36,005	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
<b>STATIONERY AND STATIONERY SUPPLIES</b>												
UNITED STATES TOTAL	82	25,323	21.6	56	16,506	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	16,475	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)

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)	Upgrading 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
PAPER AND ITS PRODUCTS (continued)												
WALL PAPER												
<b>UNITED STATES TOTAL</b>	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
<b>TOTAL, 13 CITIES</b>	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												
<b>UNITED STATES TOTAL</b>	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	29	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	12.9	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
<b>TOTAL, 13 CITIES</b>	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)												
<b>UNITED STATES TOTAL</b>	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	138	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	16.4	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
<b>TOTAL, 13 CITIES</b>	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)												
<b>UNITED STATES TOTAL</b>	65	19,038	21.8	38	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
<b>TOTAL, 13 CITIES</b>	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												
<b>UNITED STATES TOTAL</b>	255	63,063	19.0	145	38,247	19.9	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	98	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
<b>TOTAL, 13 CITIES</b>	118	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

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- 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)												
<b>UNITED STATES TOTAL</b>	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	5.5	82	55,585	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	32,835	4.8	40	19,491	5.6	1.7	1.8	.5	.3	.5	.8
Mountain	44	13,325	7.6	21	8,616	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
<b>TOTAL, 13 CITIES</b>	311	\$22,826	5.3	173	124,025	4.6	1.3	1.5	.5	.4	.4	.5
Boston	17	16,554	5.9	12	13,937	4.1	.7	1.4	.5	.4	.5	.6
Chicago	38	34,962	4.1	25	22,424	3.9	1.2	1.1	.5	.4	.2	.5
Cleveland	13	12,952	5.9	11	12,670	5.9	1.8	1.9	.6	.4	.3	.7
Detroit	35	21,434	3.5	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	23,019	4.3	21	16,906	3.8	1.0	1.1	.4	.4	.5	.4
WASTE MATERIALS												
IRON AND STEEL SCRAP												
<b>UNITED STATES TOTAL</b>	249	139,220	10.7	102	47,521	13.6	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	3.3	1.7	1.3	.5
South Atlantic	25	6,511	15.0	13	3,666	15.2	3.0	1.8	2.8	3.7	3.1	.8
<b>TOTAL, 13 CITIES</b>	92	58,035	8.7	38	17,486	10.9	3.3	1.4	2.2	1.9	1.5	.6
JUNK AND SCRAP (full line)												
<b>UNITED STATES TOTAL</b>	153	53,030	14.7	107	31,286	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	15,935	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	3,633	12.1	1.9	.9	3.4	2.1	2.2	.6
Pacific	25	8,414	16.7	13	4,955	15.5	4.0	1.0	1.7	5.7	2.9	1.2
<b>TOTAL, 13 CITIES</b>	39	13,266	13.3	23	7,743	11.2	2.8	1.1	1.6	2.9	2.4	.4
WASTE PAPER, RAGS AND RUBBER												
<b>UNITED STATES TOTAL</b>	287	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	52	12,725	13.6	3.6	2.3	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
East North Central	52	18,237	18.8	31	13,083	16.8	4.2	1.5	3.2	4.5	2.0	1.4
<b>TOTAL, 13 CITIES</b>	162	69,088	15.2	91	44,217	15.1	4.1	2.0	3.1	3.1	1.8	1.0
Boston	15	10,932	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	9.8	2.7	.8	2.5	1.9	1.0	.9

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)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expense (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
<b>ALL OTHER PRODUCTS</b>												
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	1.7	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	29,539	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	28	6,151	17.5	14	2,539	19.1	6.7	6.3	.9	1.4	2.2	1.6
Pacific	14	2,622	16.1	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
TENTILES 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	1.6	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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